

DANILOV
& PARTNERS



**BIG LAW.
FLEXIBLE FIRM.**



At Danilov & Partners, we specialize in cross-border transactions and dispute resolution. We offer one of the most experienced and dedicated teams of international attorneys qualified to advise under US, English, Singapore and Russian law.

Big Law. Flexible Firm

Clients increasingly seek nimble firms that can deliver quality legal advice faster and on a tighter budget than ever before. We created Danilov & Partners in 2014 with this idea in mind.

Our 'Big Law. Flexible Firm' philosophy is reflected in everything we do. For the D&P team, we picked bright and experienced international attorneys from leading firms. We provide top-notch, big law experience without the hassle of big firm rigidity and bureaucracy. A smaller firm platform allows us to respond quickly to clients' needs while guaranteeing a high quality service.

Cross-border transactions at the heart of our business

In almost five years since the firm's inception, we have successfully completed deals with an aggregate value of over US\$20 billion. We have advised on mergers and acquisitions, joint ventures and construction projects in the USA, Europe, Middle East, South-east Asia, Africa and Russia.

Because of our Russian and international background, we are able to bridge the gap that often exists between Russian clients and their international counterparties in cross-border transactions.

In addition to foreign law qualified lawyers in our Moscow office, we work closely with leading Western and Asian law firms.

Corporate and M&A

We advise on a variety of corporate transactions including mergers and acquisitions, corporate restructuring and shareholder arrangements. Our expertise covers a wide spectrum of issues — from deal structuring, drafting and negotiating transaction documents, legal support in raising finance to obtaining antimonopoly and governmental permissions and assisting with deal closing.

Infrastructure Projects

We have helped clients to draft, negotiate and settle contracts for engineering, procurement and construction (EPC) of energy infrastructure. We are able to do so in an efficient and commercial way while at the same time making sure the clients' interests are fully protected.

Our experience includes successful negotiations with such contractors and licensors as Toyo Engineering (Japan), TechnipFMC (France), Wison (China), Univation Technologies (USA), Cryogenic Gas Technologies (USA) and KBR Technology (USA). We have also advised Russian companies on infrastructure

PRACTICE AREAS

Bankruptcy
Capital Markets
Competition and Antitrust
Corporate
Corporate Finance

Digital Economy
Dispute Resolution
Equity Crowdfunding
Infrastructure Projects
Mergers and Acquisitions

construction projects outside Russia. We are able to provide a full range of legal services for construction projects and represent both project sponsors and contractors.

Dispute Resolution

We represent the interests of our clients in Russian state commercial courts, courts of general jurisdiction of all levels in all regions of Russia as well as in international arbitration. Our team has diverse experience — from commercial disputes and disputes with state authorities to corporate conflicts and complex bankruptcy litigation.

Digital Economy

Reflecting our firm's philosophy and our entrepreneurial nature, we quickly react to the changes on the market and new needs of our clients. We were amongst a few Russian firms to start advising on Initial Coin Offerings (ICO) and blockchain projects. In March 2018, we were recognized as one of the top three Russian ICO legal advisors (second place by number of deals) by Legal Insight Magazine.

Competition and Antitrust

We advise our clients on the potential competition-law impact of corporate transactions and obtaining antimonopoly and governmental approvals for investments in strategic sectors. Our lawyers help clients to mitigate the risks and consequences of infringing antitrust regulations. We also advise on other regulatory issues including financial market regulation.

Corporate Finance

Our lawyers advise on a wide range of finance transactions, from straightforward bilateral loans to highly structured transactions, project finance, capital markets transactions, repos and derivatives. We bring together top-notch international deal expertise, commercial awareness and detailed knowledge of a rapidly changing regulatory landscape.

Client feedback

"The firm has a fast response and flexible attitude, along with a very reasonable approach to fees."

"The team has strong corporate expertise, a great commercial understanding of projects and shareholder arrangements."

"The firm has strong communication skills, country knowledge and is always professional."

Source: IFLR1000 Financial and Corporate 2018



SECTORS

Energy and Natural Resources
Financial Services
Industrial
Private Clients
Private Equity

Pulp and Paper
Real Estate
Retail
Telecommunications
Transport and Logistics

PROJECTS

Cross-border / Energy / M&A

- ◆ Advising a world's leading provider of technology for oil and gas industry on its acquisition of a stake in a Russian manufacturer of spare parts and drilling rigs.
- ◆ Advising one of the largest international oil and gas service company on the sale of its operational assets to a Russian state-owned energy company.

Cross-border / Fintech / Token sale

- ◆ Over the past 12 months, we have advised on the token sales of CRYPTO20, Qurrex, Rega and Crypterium along with some ongoing projects like Sambanx and Incremint.

Cross-border / Oil services / Antitrust and merger control

- ◆ Advising oilfield services company, Baker Hughes, on the Russian merger and antitrust aspects of its massive US\$32 billion merger with GE to create an industry giant spanning oilfield services, equipment manufacturing, and technology.

Russia / Logistics / Private equity

- ◆ Assisting Era Capital (formerly Marsfield Capital), a Russian US\$1 billion private equity fund on the establishment of a joint venture to build and manage Port Vera, a 20 million ton marine coal terminal in the Russian Far East.

Infrastructure Projects / Energy

- ◆ Advising a large Russian private oil company on a US\$2.3bn gas project at Yarakinskoe oil and gas condensate field, including its cooperation with Toyo Engineering Corporation (Japan) on the construction of an ethylene plant.
- ◆ Advising a major Russian independent oil company on an EPSS (design, manufacturing, equipment supply and site services) agreement with a hi-end producer of helium equipment for the construction of a liquefied helium production facility.

Russia / Dispute / Bankruptcy

- ◆ Representing the creditors in the bankruptcy of a Russian beer factory. We were successful in assisting our clients to recover half the debt due to them. This was an excellent outcome as the usual recovery rate is substantially lower.

Russia / Dispute / Debt recovery

- ◆ Successfully challenging a debtor's (defendant's) transaction that sought to asset strip real property worth over US\$2 million. The debtor is a famous Russian interior designer who tried to avoid debt repayment to our client. The case is notable for being a quite rare example of challenging a debtor's transaction in Russia without initiating a bankruptcy procedure.

Banking and finance

- ◆ Advising a borrower on the extension of a term loan facility secured by mortgage of real estate and respective due diligence of real estate assets.
- ◆ Representing a party providing finance to a Russian manufacturing group in the preparation of transaction documents, equity financing, share transfer and security documents under English and Cypriot law (with the involvement of a Cypriot counsel).

Cross-border/ Energy and infrastructure / Corporate and M&A

- ◆ Representing LUKOIL in an M&A transaction involving its retail fuel division, including providing escrow services in addition to the legal advice.
- ◆ Advising two different clients (1) on a consortium formation and tender in connection with the construction and operation of a pipeline in South Asia; and (2) on the tender process for an oil refinery construction in Africa.
- ◆ Advising a large Russian private oil company in amending and restating the agreements with a top international investment bank represented by a leading international firm.

CONTACTS



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Corporate and M&A, Corporate Finance

The
**LEGAL
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E M E A

LEADING FIRM

2018

**CHAMBERS
AND PARTNERS**

DANILOV & PARTNERS

2019

RECOGNIZED BY
Best Lawyers

IFLR
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RECOMMENDED
FIRM

2019



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