



Commercial Law and Contracts



**KONNOV &
SOZANOVSKY**

ATTORNEYS AT LAW

About Us

Established in 1992, Konnov & Sozanovsky is one of Ukraine's leading law firms, with offices in Ukraine, Russia, Cyprus and the UK. The firm is ranked among the top ten Ukrainian law firms according to a top Ukrainian legal periodical, The Yuridicheskaya Praktika ("The Practice of Law") 1997-2007 annual surveys.

With extensive knowledge of Ukrainian and international law, as well as a thorough understanding of commerce in Ukraine, our firm is able to meet clients' needs, both domestic and foreign, in every area of law.

We provide comprehensive legal assistance to our clients in the most popular business areas of law such as copyright and media law, competition law, corporate law, real estate, construction and land law, litigation, tax law, trade marks, patents, commercial law and contracts, securities and financial institutions.

We adopt an individual approach in each case, taking into consideration the peculiarities of a client's business and his preferences. Our practice includes provision of legal assistance in various sectors of economy such as advertising and design, agriculture, banking, energy and power, food industry, insurance, investments and equity market, light industry, media and telecommunications, pharmaceutical, privatization, publishing, real estate and construction, software, spirits industry, tobacco industry, trade and distribution, production of veterinary medications.

Publications

Konnov & Sozanovsky publishes legal news via the Internet on a regular basis. To subscribe, visit us at www.konnov.com.

Konnov & Sozanovsky lawyers are authors and commentators on various legal and business matters published in the leading mass-media such as: Entertainment Law (Kluwer Law International), Getting the Deal Through: Merger Control, Telecoms, Trademarks, Global Counsel 3000. Which Lawyer?, International Law Office, International Tax and Investment Service (Centre for International Legal Studies), International Tax Law (Aspatore Books), International Investment Review (Euromoney Yearbooks), IP Value: Building and Enforcing Intellectual Property Value (Globe White Page), Merger Control Worldwide (Cambridge University Press), The Comparative Law Yearbook of International Business (Kluwer Law International), The Handbook of Competition Enforcement Agencies (Global Competition Review), Worldbank Doing Business Project (The World Bank Investment Climate Department).

The lawyers are also published in the leading mass-media such as Business, Delovaya Stolitsa, InvestGazeta, Kommersant, Delovoy Zhurnal (Business Journal), Kontrakty, Companion, The Yuridicheskaya Praktika, The Ukrainian Journal of Business Law, Property Times, Ukrainian Law Firms (A Handbook for Foreign Clients), Practical European Tax Strategies, Expert Ukraine, Russia/Eurasia Executive Guide and others.

Clients and Recent Cases

Professional Membership

Specialists of commercial law and contracts department provide consultations to leading international and Ukrainian companies such as: Caterpillar Financial, DHL Ukraine, GTS Ukraine, Intel Ukraine Microelectronics, LG Electronics Ukraine, Microsoft Ukraine, NFI EMF, Telf AG, Tupperware Russia, UPS.

The recent files of commercial law and contracts department included the following:

- legal due diligence of the largest internet provider in Kiev, Industrial Media Network closed joint-stock company (IPNET). We advised on the closing deliverables of the transaction (loan agreement, share purchase agreement) connected with the acquisition of a controlling share of this provider by the Russian communication company FTH Corvette-Telecom Limited;
- the project on the expansion of the Network of Book Supermarkets «Bookva» (Litera). We participated in negotiations of lease agreements; advised on commercial activity of the client; represented interests of the client before the courts of Ukraine and advised on debt financing;
- acquisition of the Maratex group of companies, an owner of retail network of shops of casual dress (Esprit and Peacocks) by NFI EMF, one of the most powerful Polish investment funds. Our lawyers conducted legal due diligence of Maratex (in Ukraine and Cyprus), advised on a share purchase agreement and shareholders agreement;
- acquisition by Smyk company, an affiliated structure of NFI EMF, of a controlling share ownership of the well-known Kinderland shops for children and mothers in Ukraine. After closing of the transaction, re-branding followed and at present moment this network of shops, now named Smyk, has significantly expanded its presence in Ukraine. We prepared the package of corporate documents including agreements at Ukrainian and Cypriot levels.

The firm is a full member of American Chamber of Commerce (ACC), European Business Association (EBA, Ukraine), Association of European Businesses (AEB, Russia), Ukrainian Bar Association (UBA), International Trademark Association (INTA), Cypriot-Russian Business Association, Cypriot-Ukrainian Business Association.

Our lawyers are members of:

- American Bar Association (ABA)
- Association of International Tax Consultants (AITC)
- Association of International Arbitration (AIA)
- Inter-American Bar Association (IABA)
- International Association for the Protection of Intellectual Property (AIPPI)
- International Bar Association (IBA)
- International Fiscal Association (IFA)
- International Trademark Association (INTA)
- Law Society of Upper Canada
- Ukrainian Advocates' Association (UAA)
- Ukrainian Bar Association (UBA)
- Ukrainian Patent Attorney Association

The firm's lawyers hold executive positions in committees of American Chamber of Commerce in Ukraine (ACCU), European Business Association (EBA).

Our Services

Konnov & Sozanovsky lawyers advise clients on a broad scope of issues related to specific transactions and the business activity in general in different areas. Our lawyers address most often the following related issues:

International Business Transactions:

- Advising foreign clients on the business start-ups and business activity peculiarities in Ukraine, business optimization schemes
- Drafting and expertise of contracts for the international sales of goods, rendering of services, international agency, distribution, lease, loan, franchise etc. agreements
- Advising clients on customs matters, applicable customs regulations, export-import transactions, customs clearance of goods, representation of clients before customs authorities in respective disputes arising out of export-import transactions
- Advising on transactions involving debt instruments

International Litigation and Alternative Dispute Resolution:

- Drafting of arbitration and choice of forum clauses
- Representation of claimants and respondents in international litigation proceedings, institutional and ad hoc arbitral proceedings
- Handling cases on recognition and enforcement of foreign judgments, foreign arbitral awards and agreements

Contracts:

- Conducting negotiations on the conclusion of various types of agreements
- Analysis of various types of agreements
- Drafting of sales, services, lease, loan, investments, agency, distribution etc. agreements
- Advising on different types of contractual security

Labor Issues:

- Drafting of individual and collective labor agreements, bylaws related to labor issues
- Advising on labor compensations and social security payments
- Representation of clients in labor disputes

Authorizations:

- Advising clients on the issues of obtaining licenses, certificates and other respective authorizations issued by the Ukrainian authorities
- Drafting and filing of documents and performance of all actions necessary to obtain the respective authorization
- Representation of clients in disputes arising in connection with the issuance of authorizations

Comprehensive Legal Consulting:

- Optimizing transactions in view of business risks and costs
- Conducting legal due diligence of various targets
- Drafting of investment schemes, optimizing of client's business patterns

Our Team



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