

# Alex Skoblo

## Partner



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Moscow

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## Overview

Alex Skoblo is a partner in Dentons' Moscow office, the head of the firm's CIS Hotel & Hospitality practice and the head of Dentons' Russian Automotive practice.

Alex has represented and advised multinational corporations, international financial institutions and government agencies, both domestic and foreign, on a wide variety of corporate and commercial, real estate (including greenfield and brownfield, real estate financing and real property development), banking and securities issues, including mergers, acquisitions, public and private placements, divestitures, privatisations, and matters of corporate governance. He has also assisted numerous foreign companies and private equity funds in direct and portfolio investments, including investments through Russian joint ventures, off-shore structures and companies of various types. Alex is a seasoned negotiator and has successfully negotiated transactions with government authorities at the municipal, regional and federal levels.

Alex was the founder of Dentons' Moscow Hotel & Hospitality practice and has developed a reputation as one of the few leading experts in this field in Russia, the CIS, and Central Europe. He has also worked closely with the European offices of Dentons as well as those in Asia in representing hotel owners, lenders, developers, contractors and operators on all legal issues pertaining to hotels and hospitality properties, including land acquisition, design, development, financing, construction, management, leasing, and franchising.

Alex has represented and advised major Russian and international pharmaceutical companies on all legal aspects of their operations in Russia, in particular on corporate and M&A issues. Among other clients, Alex has successfully represented STADA, A.B. Intelpharm, Makiz Pharma, Scopin Pharm, Mir Pharm, Nizhpharm, Bracco and Pharmstandard in structuring M&A transactions, setting up distribution and supply networks as well as advising on licensing, marketing and regulatory issues (including pricing politics).

Alex has extensive experience in the automotive sector. He was and continues to be involved in numerous projects with the Ford Group (Ford, Land Rover, Volvo, Jaguar and Mazda), Hyundai, Toyota, Harley Davidson, Volvo Trucks and others. His clients also include Continental AG and Magna International.

## Experience

## Corporate / M&A

- **Georgia Pacific:** Advising on the sale of substantially all of its European consumer businesses, in particular the sale of ZAO Georgia Pacific to SCA, the Swedish hygiene and paper products company
- **The founders of Novomet,** a leading submersible pump manufacturer: Advising on the partial sale of shares to a syndicate of 3 Private Equity sponsors: Baring Vostok Capital Partners, Russia Partners and Rosnano (Russian Corporation of Nanotechnologies). The transaction was named “Central Deal of 2011” by PROVECA (PRivate EQUity & VEnture CApital)
- **Halliburton International Inc.:** Advising on the acquisition of a diagonal drilling company in Russia
- **Beta Capital:** Advising on the sale of a pharmaceutical business to a European purchaser

## Hotel & Hospitality

- **An owner of five branded hotels in Moscow:** Advising on the negotiation of facility and security documentation for a USD 500 million hotel refinancing
- **International Hotel Investments Plc:** Advising on the formation of USD 300 million joint venture with Intourist to develop hotels in the Russian Regions
- **A Russian owner:** Advising on the negotiation of franchise agreements for Marriott Tverskaya, Marriott Grand, Marriott Aurora, Holiday Inn Lesnaya, Holiday Inn Sushchevsky Val and Hilton Leningradskaya in Moscow, and parallel negotiations with Interstate Hotel & Resorts for the management of these properties

## Life Sciences

- **One of the largest publicly listed pharmaceutical companies:** Advising on the acquisition of a large international pharmaceutical company based in Germany
- **STADA:** Advising on the acquisition of a company involved in manufacturing and distribution of dietary supplements
- **Mir Pharm:** Advising on the sale of a medical products portfolio to NizhPharm
- **Atanor Holding Corporation:** Advising on the acquisition of the VUKA-VUKA trademark from Biocorp Pharmaceuticals LLC of Moscow

## Automotive

- **Hyundai Motor Company,** a Korean automobile manufacturer: Advising on several greenfield construction projects in Russia
- **Faurecia,** an international automotive parts manufacturer: Advising on greenfield projects in various regions of Russia
- **Continental AG:** Advising on the establishment of a joint venture and construction of a large-scale brownfield production facility for manufacturing light vehicle tires in Moscow; subsequent advice and documentation in respect of divestment from the joint venture

## Recognition

- *Chambers Europe* 2018: leading lawyer in Life Sciences in Russia
- *Best Lawyers* 2018: leading lawyer in M&A, Banking and Finance in Russia
- *Acritas Star Lawyer* 2017: "He is very keen on providing not just no named label advice but also

recommendations. And he is very keen on sticking to the deadlines. So I am very satisfied with the work he does."; "He is very client-oriented, very concentrated on customer satisfaction. Always timely, never misses the deadline — very good in that."

- *Best Lawyers* 2017: leading lawyer in M&A and Banking and Finance in Russia
- *Chambers Europe* 2016: leading lawyer in Life Sciences in Russia
- *Best Lawyers* 2016: leading lawyer in M&A in Russia
- *Chambers Europe* 2015: leading lawyer in Life Sciences in Russia
- *Best Lawyers* 2015: leading lawyer in M&A in Russia
- *Chambers Europe* 2014: leading lawyer in Life Sciences in Russia
- *The Legal 500* 2014: recommended lawyer in Shipping and Transport in Russia
- *Best Lawyers* 2014: leading lawyer in M&A in Russia
- *European Legal Experts* 2013: leading lawyer in Corporate / M&A in Russia
- *Corporate INTL* 2011: best Lawyer in Life Sciences Sector in Russia

## Insights

- Perspectives on Hotel Franchising in Russia

## Activities and Affiliations

### Prior and Present Employment

- Partner, Head of CIS Hotel & Hospitality Practice, Russian Automotive Practice and Co-head of Life Sciences Practice - Dentons (formerly Salans), Moscow (2006 to date)
- Of Counsel - Salans, Moscow and New York (1998-2005)
- Associate - Baker & McKenzie, Toronto (1993-1998)
- Manager - Savings and Credit, Central Guaranty Trust, Toronto (1986-1993)

## Areas of focus

### Practices

- Banking and Finance
- Corporate
- Franchising and Distribution
- Mergers and Acquisitions
- Notary Services
- Project Development
- Notary Services in Germany

## Industry sectors

- Automotive
- Energy
- Financial Institutions
- Gaming
- Hotels and Leisure
- Life Sciences and Health Care

## Education

- Osgoode Hall Law School, 1993, LLB
- 1993, MBA, Schulich School of Business
- 1989, BA, Mathematics for Commerce

## Admissions and qualifications

- Admitted as Barrister & Solicitor, Law Society of Upper Canada, 1993

## Languages

- English
- French
- Russian