

# Transportation in the Private Equity Sector in Russia, CIS and the Caucasus

## Transportation

Governments everywhere recognize the importance of investment in transportation. The efficient movement of people and goods is fundamental to any economy and is a mainstay of world trade. And transportation is a significant area of growth in otherwise difficult economic times. Trains, planes, automobiles and ships have never been more in demand.

Commentators vary in their views about exact levels of investment but they all agree that it runs to billions and billions over the next 10 years.

Investment is pouring into high-speed rail networks and improved roads. Airlines are investing in bigger, cleaner aircraft and demand for airport capacity has taken off. Right around the world, economies are investing in new or expanded ports and new, bigger ships are being built to keep up with demand. Cities in North and South America, in Africa, in Asia, in Australasia and in Europe are waking up to the economic, social and environmental benefits of urban mass transit systems and how they can alleviate congestion. It is a world of opportunity.

You may already be participating in the sector and looking to expand or diversify. You may be considering market entry or investing in one of the many opportunities around the globe. But there are challenges—some commercial, some operational and some legal, in an increasingly complex and regulated market. You will want lawyers who have first hand experience of those markets, built up over many years, and with a real understanding of the day-to-day operational and commercial drivers as well as the strategic and political ones—lawyers who have done it before, lawyers who are credible and lawyers who are passionate about what they do.

We are those lawyers. Don't just take our word for it: "... the work is absolutely excellent, and makes our life much easier—they anticipate what we need." (Client reference, *Chambers 2012*)

Governments everywhere recognize the importance of investment in transportation. The efficient movement of people and goods is fundamental to any economy and is a mainstay of world trade. And transportation is a significant area of growth in otherwise difficult economic times. Trains, planes, automobiles and ships have never been more in demand.

Commentators vary in their views about exact levels of investment but they all agree that it runs to billions and billions over the next 10 years.

Investment is pouring into high-speed rail networks and improved roads. Airlines are investing in bigger, cleaner aircraft and demand for airport capacity has taken off. Right around the world, economies are investing in new or expanded ports and new, bigger ships are being built to keep up with demand. Cities in North and South America, in Africa, in Asia, in Australasia and in Europe are waking up to the economic, social and environmental benefits of urban mass transit systems and how they can alleviate congestion. It is a world of opportunity.

You may already be participating in the sector and looking to expand or diversify. You may be considering market entry or investing in one of the many opportunities around the globe. But there are challenges—some commercial, some operational and some legal, in an increasingly complex and regulated market. You will want lawyers who have first hand experience of those markets, built up over many years, and with a real understanding of the day-to-day operational and commercial drivers as well as the strategic and political ones—lawyers who have done it before, lawyers who are credible and lawyers who are passionate about what they do.

We are those lawyers. Don't just take our word for it: "... the work is absolutely excellent, and makes our life much

easier—they anticipate what we need.” (Client reference, *Chambers 2012*)

## Private Equity

Today's private equity investors face an intensely competitive landscape. You must rely on increasingly innovative financing solutions to carry out transactions. But political and financial turmoil can cause financing, regulatory or political hurdles that challenge the completion of deals.

Tackle your toughest challenges with Dentons' lawyers by your side. Achieve your financial objectives while adapting to a tougher economic and regulatory regime.

Whether you are a buyout fund, venture capitalist, entrepreneur, angel or institutional investor, you require fast, reliable access to multidisciplinary advisors to guide you through the legal and structural issues of a transaction. Through an integrated global delivery of our legal and tax services, we anticipate and respond to your needs wherever and whenever you need us.

Reap valuable insight. With our strategic focus in an array of industry sectors, we understand the trends, challenges and players—delivering key intelligence to guide your decisions. Whether you seek or invest private capital or want to establish a fund, lawyers from the global offices of Dentons create solutions to fulfill your goals.

Today's private equity investors face an intensely competitive landscape. You must rely on increasingly innovative financing solutions to carry out transactions. But political and financial turmoil can cause financing, regulatory or political hurdles that challenge the completion of deals.

Tackle your toughest challenges with Dentons' lawyers by your side. Achieve your financial objectives while adapting to a tougher economic and regulatory regime.

Whether you are a buyout fund, venture capitalist, entrepreneur, angel or institutional investor, you require fast, reliable access to multidisciplinary advisors to guide you through the legal and structural issues of a transaction. Through an integrated global delivery of our legal and tax services, we anticipate and respond to your needs wherever and whenever you need us.

Reap valuable insight. With our strategic focus in an array of industry sectors, we understand the trends, challenges and players—delivering key intelligence to guide your decisions. Whether you seek or invest private capital or want to establish a fund, lawyers from the global offices of Dentons create solutions to fulfill your goals.

## Russia, CIS and the Caucasus

Dentons bridges cultures and markets to deliver a full-service solution across the CIS.

With cross-cultural experience and a transactional track record starting in the 1970s, Dentons offers you one of the most extensive CIS practices. Our offices in Russia, Ukraine, Kazakhstan, Uzbekistan, Georgia and Azerbaijan are supported by a team of dedicated multilingual lawyers based in key financial and political centers, including Frankfurt, Berlin, Paris, Brussels, London, New York and Washington. In the CIS countries in which we do not have offices, including Armenia, Belarus, Kyrgyzstan and Moldova we enjoy close working relationships with leading local law firms.

Whether you are a Fortune 500/Global Fortune 100 international company or financial institution, private equity fund, start-up, state-owned company, international financial institution or a not-for-profit organization, Dentons can advise in connection with your business, investments and operations in CIS countries. We also advise fast-growing companies as well as high-net-worth individuals from Russia and other CIS countries in connection with local and cross-border transactions.

To address all your transactional and advisory needs, our practice covers the full range of corporate, tax, banking and finance, real estate, competition, employment, energy, mining, intellectual property, and litigation and arbitration matters.

Dentons can give you a recognized depth of global and domestic expertise and a breadth of representation backed by solid working relationships with regional firms and local and federal governments. Our team's experience spans

sectors including automotive, aviation and aerospace, energy, entertainment and sports, financial institutions, forest products and agribusiness, hotels and leisure, infrastructure and PPP, life sciences, luxury, fashion and beauty, media, mining, retail, technology and telecommunications.

Dentons bridges cultures and markets to deliver a full-service solution across the CIS.

With cross-cultural experience and a transactional track record starting in the 1970s, Dentons offers you one of the most extensive CIS practices. Our offices in Russia, Ukraine, Kazakhstan, Uzbekistan, Georgia and Azerbaijan are supported by a team of dedicated multilingual lawyers based in key financial and political centers, including Frankfurt, Berlin, Paris, Brussels, London, New York and Washington. In the CIS countries in which we do not have offices, including Armenia, Belarus, Kyrgyzstan and Moldova we enjoy close working relationships with leading local law firms.

Whether you are a Fortune 500/Global Fortune 100 international company or financial institution, private equity fund, start-up, state-owned company, international financial institution or a not-for-profit organization, Dentons can advise in connection with your business, investments and operations in CIS countries. We also advise fast-growing companies as well as high-net-worth individuals from Russia and other CIS countries in connection with local and cross-border transactions.

To address all your transactional and advisory needs, our practice covers the full range of corporate, tax, banking and finance, real estate, competition, employment, energy, mining, intellectual property, and litigation and arbitration matters.

Dentons can give you a recognized depth of global and domestic expertise and a breadth of representation backed by solid working relationships with regional firms and local and federal governments. Our team's experience spans sectors including automotive, aviation and aerospace, energy, entertainment and sports, financial institutions, forest products and agribusiness, hotels and leisure, infrastructure and PPP, life sciences, luxury, fashion and beauty, media, mining, retail, technology and telecommunications.

## Your Key Contacts

### Global



**Rob Irving**

Partner, Budapest  
D +36 1 488 5200

[Robert.Irving@dentons.com](mailto:Robert.Irving@dentons.com)



**Shaun M. Klein**

Partner, Phoenix  
D +1 602 508 3908

[shaun.klein@dentons.com](mailto:shaun.klein@dentons.com)



**Nicholas Plant**

Partner, London  
D +44 20 7246 7081  
M +44 7718 903120

[nicholas.plant@dentons.com](mailto:nicholas.plant@dentons.com)

### Russia, CIS and the Caucasus



**Oleg V. Batyuk**

Ukraine Managing Partner,  
Kyiv  
D +380 44 494 4774

[oleg.batyuk@dentons.com](mailto:oleg.batyuk@dentons.com)



**Richard Cowie**

Partner, Moscow  
D +7 495 644 05 00

[richard.cowie@dentons.com](mailto:richard.cowie@dentons.com)



**Christopher Rose**

Partner, London  
M +44 7740 490 786

[christopher.rose@dentons.com](mailto:christopher.rose@dentons.com)



**Alexei Zakharko**

Russia Managing Partner,  
Moscow

D +7 495 644 0500

[alexei.zakharko@dentons.com](mailto:alexei.zakharko@dentons.com)



**Karina Chichkanova**  
Partner, St. Petersburg  
D +7 812 325 8444  
[karina.chichkanova@dentons.com](mailto:karina.chichkanova@dentons.com)



**Marc Fornacciari**  
Partner, Paris  
D +33 1 42 68 45 44  
[marc.fornacciari@dentons.com](mailto:marc.fornacciari@dentons.com)



**Theodore P. Matheny**  
Partner, Paris  
D +33 1 42 68 48 43  
[theodore.matheny@dentons.com](mailto:theodore.matheny@dentons.com)