

Overview

This oil-rich economy, where the international petroleum industry began in the mid-19th century, has experienced a second oil boom following independence in 1991. The opening of new export routes via the Baku-Tbilisi-Ceyhan oil pipeline and the South Caucasus Pipeline system for gas has led to public spending increases in infrastructure projects and the modernization of Azerbaijan. At the same time, diversification of the economy and the development of new industries are a national priority. Openness to foreign investment has aided Azerbaijan's transition to a market economy and wide-ranging reforms have improved its overall macroeconomic environment. With this rapidly developing and reforming country, you need a firm that's familiar with the local, as well as the larger challenges.

Dentons has that understanding. The Baku office is truly immersed in the country and has been active in Azerbaijan for more than two decades. Our lawyers deliver intelligent solutions from a position of knowledge and strength and speak your language, being fluent in English, Azerbaijani and Russian.

Major international and local companies, as well as financial institutions and government entities, seek Dentons' advice because of our strength in foreign investment, energy and natural resources, banking and finance, real estate and infrastructure development. If you're looking for assistance with larger multi jurisdictional projects, our network of experienced partners in the other Dentons offices will ensure that you consistently benefit from insightful solutions. Work with us in Baku—you can be sure you'll be in safe hands.

Representative Experience

- **A major investor:** Advising on the nature and specific framework to one of the investors with respect to the establishment of a chemical industrial park in Azerbaijan.
- **CNIM S.A.:** Advising the French engineering and construction company on the drafting, negotiation and implementation of a Fédération Internationale Des Ingénieurs-Conseils (FIDIC) design-build-operate contract, adapted to conform with Azerbaijani law, for the construction and operation of a €346 million state-of-the-art waste-to-energy incineration plant in Baku, and related corporate, commercial, administrative and employment work.
- **German bank:** Advising in connection with two export credit loans of €56.2 million and €7.8 million to the International Bank of Azerbaijan for financing the purchase by Caspian Management Systems LLC of a turnkey wind park and related services from German exporter Mitaki Project GmbH, under Euler Hermes cover. This loan transaction, which is essential to the new Mitaki wind park project, was named Deal of the Year by Trade Finance magazine.
- **International automobile manufacturer:** Advising and representing one of the biggest international automobile manufacturers in a products liability claim raised by a consumer alleging more than €6 million in moral and material damages. The case which started in 2010 went through all levels of the courts and our team successfully ended the case in the final appellate hearing. The decision of the Supreme Court of the Republic of Azerbaijan was entered in favour of our client on all counts. The successful outcome of the case may be a deterring factor for others to raise similar groundless claims against international automobile manufacturers.
- **International Bank:** Representing in the negotiation, documentation, and creation of a €100 million security package to finance the construction of the Hilton Baku hotel project in central Baku.
- **International Bank of Azerbaijan:** Advising on the establishment of an Islamic Banking Unit and the drafting of amendments to the banking legislation of Azerbaijan to accommodate Islamic banking. This will be the first time

that Islamic banking products will be offered in Azerbaijan and will serve as a model for any future Islamic banking structures within the country and the region.

- **International lease-finance company:** Advising on the leasing of aircraft in Azerbaijan and on the sale of a Boeing 757 jet.
- **Internationally known beverage producer:** Advising this internationally known beverage producer on the successful acquisition of Baku-Castel, the largest brewery in Azerbaijan.
- **Islamic Corporation for the Development of the Private Sector (ICD):** Advising on the Establishment of the first Takaful Company (an Islamic insurance company) in Azerbaijan and in the extension of credit lines to two local banks.
- **Islamic Corporation for the Development of the Private Sector (ICD):** Advising the Islamic Corporation for the Development of the Private Sector (ICD) on lines of financing to support Islamic finance products. These are some of the few financial transactions ever to take place involving the promotion of Islamic finance in Azerbaijan.
- **Komerční banka, a.s:** Advising a leading Czech bank in a €247 million export credit loan to the Ministry of Transport of Azerbaijan for the financing of highway construction equipment and services related to the reconstruction of the Heydar Aliyev International Airport – Mardakan circle – Bilgah road, backed by a sovereign guarantee.
- **Major international oil company:** Advising on the preparation of a commercial lease agreement, including facility management services, under the laws of Azerbaijan, and negotiations over a lease of several floors of major commercial space in a high-profile new office development in Baku.
- **Major property developer:** Advising in an ICC arbitration between a major property developer and an international construction company concerning a waterfront hotel, residential and commercial office complex.
- **Multinational soft-drink manufacturer:** Advising in France and Azerbaijan on all of their trademark, design infringements and unfair competition matters. The team is also in charge of trademark customs seizures for the client.
- **Operator of a major offshore oil and gas project:** Advising on one of the largest production sharing agreements in Azerbaijan during the years following independence, advising on amendments thereto, as well as drafting the text of a law giving legal force to the amendments.
- **State Committee on Property Issues of the Azerbaijan Republic:** Advising on the reduction of the state-owned stake and subsequent privatization of the International Bank of Azerbaijan. This represents one of the largest privatization transactions in the history of Azerbaijan. The International Bank of Azerbaijan is the largest bank in Azerbaijan, having a market share in excess of sixty percent. This likely will be the last major privatisation to take place within Azerbaijan.
- **Technikabank:** Representing this major Azerbaijani bank on the first successful Eurobond issuance of any entity in Azerbaijan, based on a listing on the London Stock Exchange.

Your Key Contacts

Central Asia



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