

## Overview

St. Petersburg is one of the largest cities in Europe by population and is an important city for anyone operating in Russia, CIS and the Caucasus. Its proximity to European nations makes it a gateway for those wishing to do business in different regions, including Scandinavia.

St. Petersburg is also a key location for those in the manufacturing, automotive, infrastructure, technology, retail and maritime industries. With a highly developed automotive cluster, the North West region can lay claim as the automotive manufacturer's hub in Russia. The city's dynamically growing commercial real estate market includes high-grade office, trade and warehouse spaces.

Dentons knows the market in St. Petersburg intimately, having first opened our office in 1993, and offers you the benefits of working with a truly global firm—innovation, drive, advice and cross-border support across Russia, CIS and the Caucasus. We offer you more than 35 Russian and international lawyers on the ground and access to a network of leading local law firms in the Russian regions.

Look to us for integrated advice on corporate, M&A, real estate and construction, intellectual property and information technology, telecom and media, litigation and dispute resolution, competition, employment, PPP, financing and compliance issues. Our long-standing presence and size, combined with our global reach, enables us to successfully handle your complex high-profile transactions in the region.

## Representative Experience

- **Competency Center for Statutory Regulation of the Digital Economy, which operates at the Skolkovo Foundation:**
  - Doing the first study in Russia of the development of robotics and cyberphysical systems legislation, including defining the term cyberphysical systems, how they are put into use and commerce, and determining liability.
  - Doing a comprehensive comparative law study of the regulation of different types of secrets in various areas (e.g., telecommunications, banking, taxes), studying the legislation and law enforcement practice of 12 jurisdictions (Russia, EU, Spain, Estonia, Germany, UK, US, Japan, Singapore, South Korea, Israel and the UAE) to shape approaches to developing domestic legislation in these areas, in particular, for regulating data transfer, Big Data and the digital economy.
  - Preparation of four tax draft laws that are intended to create incentives for digital economy actors and to make the Russian tax system more competitive in the following areas: R&D super deduction and patent box; personal income tax deduction for business angels; deduction of "input" VAT for export of digital and IT services and sale of IP rights, VAT exemption for sale of IT services (including SaaS); new rules for individual tax residency.
- **International software developer:**
  - Providing extensive support in getting software included in the Russian Software Register to ensure participation in government procurement as a localized product.
  - Doing legal and technical due diligence of software for compliance with the criteria for inclusion in the register.
  - Identifying the risks of already registered software being removed from the register. Analyzing IP/IT issues and minimizing the related risks.

- **Global auto manufacturer:**  
Providing comprehensive support in negotiating the terms of localization via a SPIC, including:
  - structuring the project “from the ground up” to maximize savings;
  - preparing the financial model and business plan;
  - developing SPIC wording;
  - supporting the investor at all stages of SPIC coordination.
- **Avielen A.G., an international developer of a multifunctional complex consisting of a Class A business center, hotel and other facilities:** Advising on the sale of a Class A business center in St. Petersburg. The project included assisting the seller in structuring, negotiating and performing a complex transaction for the sale, involving aspects of a combined share and asset deal, bank financing, real estate security, and corporate issues. The advice included drafting the model office lease agreement for the existing business center and the business center that is under construction.
- **Morgal Investments:** Defending the client in court in a case over challenging the site development and site survey plan developed by the client for a site, part of which is owned by the client and is slated for development by the client/its partners. The project included analyzing effective Russian laws, USSR laws and international legislation relating to the protection of cultural heritage sites, and also case law; forming a legal case; preparing all of the documents in the legal proceedings; participating in the court hearings.
- **Chinese supplier of engineering equipment and construction services for metallurgical projects:**  
Arbitration under the SCC Rules in a major dispute related to termination of a general contract.
- **Grishin Robotics GP Limited:** Creating the first robotics draft law in Russia.
- **1HDTV (General Satellite Group):** Assisting in a complex litigation with the Kartina.TV information service, which specializes in rebroadcasting Russian TV channels.
- **Rosnanotech State Corporation:** Preparing an expert opinion with regard to the development of innovation in Russia, drafting laws regarding IP and encouraging information technologies and investment.
- **Prosveshcheniye publishers:** Auditing IP and IP management business processes, developing an IP management process target model and developing a set of draft internal regulations for IP management.
- **Global internet company:** Advising on the localization of standard conditions of use of an app in accordance with Russian statutory requirements; launch of paid internet applications; conclusion of peering and caching agreements; applicability of state secrecy law in the functioning of online applications; use of voice-recognition applications in Russia; litigation concerning an audiovisual work rights infringement case.
- **Opera Software AS:** Structuring and supporting the client’s major content deals with Russian telecom operators, content and hosting providers, drafting licensing agreements for the client’s mobile apps; advising on personal data processing, regulation of advertising and protection of confidential information.
- **Russian search engine market leader:** Successfully completing litigation over infringement of exclusive rights, setting a precedent for search engines operating in Russia.
- **PAO MTS:** Helping client globally reform its entire intellectual property management system, and improve its business processes with better controls. The scope of the project included auditing the client’s business processes related to the acquisition and exercise of rights to computer programs, databases, trademarks, copyrighted objects, TV-channels etc. One of the key deliverables of the project is the Risk Calculator, which was initially developed in collaboration with the Institute for Strategic Risk Analysis in Decision Making (ISAR Risk Academy). The Risk Calculator was designed to provide quantitative assessment of risks associated with infringement of third parties’ IP rights. The results of this project were awarded in the category "Effective Intellectual Property Management" of the prestigious contest "The Best Legal Departments of Russia - 2019", which is held annually by Legal Insight magazine
- **Pulp and paper manufacturer:** Legal support in course of implementation of a large-scale investment project related to construction of a pulp and paper plant, preparation of a draft contract for 0 cycle works, negotiation with the bidders of a term sheet for the aforementioned contract, negotiation with preferred bidder of the contract for 0 cycle works.

## Your Key Contacts

Russia, CIS and the Caucasus



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