

# Karina Chichkanova

## Partner



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## Overview

Karina Chichkanova has worked in Dentons' St. Petersburg office since it was founded in 1993. She is a leading real estate, construction and infrastructure expert and has gained a high standing among clients and the professional community.

Karina Chichkanova also has extensive experience as an advisor to leading Russian and international corporate clients with regard to general corporate, civil and commercial law, foreign investment, M&A, structuring of real estate transactions, acquiring ownership of and leasing properties.

Karina has led a team of lawyers in a number of international investment projects implemented in Russia, including strategic investment projects in St. Petersburg and the Northwest Region, as well as PPP projects for the construction/reconstruction of multifunctional shopping centers, office buildings, hotels, major industrial facilities and residential developments. During the implementation of these projects, Karina has taken an active role in negotiations with the administrative authorities of St. Petersburg and Leningrad Region and with the representatives of municipal authorities.

Since 2010, Karina has been co-chair of the Executive Committee of the St. Petersburg International Business Association (SPIBA).

Karina has authored various articles and given numerous presentations on PPP, real estate, construction, privatization and investment issues.

## Experience

- **Morgal Investments**, a large Israeli developer: Advising in connection with complex development of a 240 plus hectare territory for implementation of a large-scale residential project and structuring of sale of part of the territory and joint development of the territory; preparing all types of relevant transaction documentation (e.g., preliminary, sale and purchase, lease with buy-out, co-investment, assignment agreements and the like); negotiations in connection with transaction/project structuring and various contracts. The cooperation agreement for this US\$3 billion project was signed between Morgal Investment and the Governor of St. Petersburg during the 2014 International Economic Forum.

- **Avielen A.G.**, an international developer of a multifunctional complex consisting of a Class A business center and hotel: 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. Among others we drafted the model office lease agreement for the existing business center and the business center which is under construction (lease of the future property).
- **Global energy and petrochemical company**: Providing comprehensive legal support in drafting and executing facility and/or land plot sale-purchase agreements for acquisition of fuel filling stations in various regions of Russia, and advising on the legal aspects of operations.
- **One of the leading global energy companies in marketing and trade**: Advising with regard to the reconstruction of a building for future use as an office center, including development of agreements with contractors/subcontractors and suppliers of services associated with the design, non-state expert assessment of project documentation and engineering surveys, construction works, performance of technical customer functions and construction compliance monitoring, and leasing part of the premises and adapting them to the tenant's needs.
- **One of the leading hypermarket chains in Russia**: Advising on a legal due diligence of land plots and buildings in various Russian cities, relating to the client's plan for construction and operation of hypermarkets.
- **One of the world's leading health product suppliers in Russia**: Advising in connection with a transaction for acquisition of eight dialysis centers in the South of Russia. Our work included due diligence of the objects, drafting of all documentation and participation in negotiations.
- **SPB Renovation**: Advising on the implementation of a large-scale housing construction project in St. Petersburg, including development of urban areas (around 900 ha) in St. Petersburg with a total program value of over RUB 350 billion, legal analysis of design and construction management, drafting and bringing the package of construction agreements in line with Russian law, including the general design agreement, design management agreement, design agreement, construction management agreement and construction contract (including taking into account the provisions of standard FIDIC contracts); drafting and adjusting the agreement between the Client and Consultant based on the FIDIC White Book, and providing legal advice on other issues connected with implementing, structuring, and minimizing associated risks of the project.
- **One of the largest container terminals in the Northwest of Russia**: Advising in connection with founding a joint venture company with intent to operate a shipping terminal and invest in its superstructure and equipment including negotiating drafts of the shareholders agreement, subscription agreement, the Company Charter, pre-lease agreement, lease agreement and service agreement.
- **A Turkish International hotel developer**: Providing full legal support of transactions for the acquisition of land plots in St. Petersburg for the construction of five-star hotels, including due diligence of the land plots, structuring of the deals, preparation of the sale and purchase agreements, and negotiation of terms of the sale and purchase agreements with the sellers and the bank (mortgagee of the land plot).
- **A Class A Storage facility**: Advising on management of lease agreements for premises located in a large storage facility in St. Petersburg, including conflict management with tenants.
- **State Duma Committee on Property**: Providing comments on the draft Federal Law on Public Private Partnerships.
- **European Bank for Reconstruction and Development**: Advising on the development of a draft model law entitled "On public-private partnerships" for the Interparliamentary Assembly of the Commonwealth of Independent States, including preparing a memorandum reviewing PPP implementation practices under existing laws in member states (other than Russia), as well as providing comments on and proposals for amendments to the draft model law, specifically with respect to project bankability.

# Recognition

Karina has appeared in many ratings since 2010. Below is a list of some of her most recent awards (2015-2019):

- *Chambers Europe* 2019: leading lawyer in Real Estate and General Business Law in St. Petersburg (Band 1). "Karina Chichkanova is a highly revered construction-focused practitioner. A market observer describes her as 'very intelligent, business-oriented and really creative,' adding: 'She does very interesting work.'"
- *Delovoy Peterburg* 2019: one of the most influential women in St. Petersburg.
- *The Legal 500* 2018: leading lawyer in PPP and infrastructure projects in Russia.
- *Best Lawyers* 2018: The Lawyer of the year in Real Estate Law in St. Petersburg. Listed among the best lawyers in Construction Law and Investment in Russia.
- *Chambers Europe* 2018: leading lawyer in Real Estate and General Business Law in St. Petersburg (Band 1). "Karina Chichkanova is considered one of the leaders in the St Petersburg real estate market. 'She has been in the market over 20 years so she has a lot of experience. She can easily clarify issues related to authorities, and clients appreciate that'".
- *Delovoy Peterburg* 2018: one of the most influential women in St. Petersburg.
- *Best Lawyers* 2017: The Lawyer of the year in Investment in St. Petersburg. Listed among the best lawyers in Construction and Real Estate Law in Russia.
- *Chambers Europe* 2017: leading lawyer in Real Estate and General Business Law in St. Petersburg (Band 1). "She has a lot of knowledge, a lot of business sense and a lot of emotional intelligence," a source reports.
- *The Legal 500* 2017: leading lawyer in PPP in Russia and Corporate, Commercial and M&A in St. Petersburg.
- *Chambers Europe* 2016: leading lawyer in Real Estate and General Business Law in St. Petersburg (Band 1). "Head of real estate Karina Chichkanova is praised by international commentators for her local law and regulatory knowledge. She is 'very active, very knowledgeable, smart and leading the field.' Alongside commercial real estate, she is also involved in construction and PPP projects."
- *Best Lawyers* 2016: The Lawyer of the year in Construction in St. Petersburg. Listed among the best lawyers in Investment and Real Estate Law in Russia.
- *IFLR1000* 2016: leading lawyer in energy, infrastructure and project development in Russia.
- *Chambers Europe* 2015: leading lawyer in Real Estate and in General Business Law in St. Petersburg (Band 1). "Karina Chichkanova heads the firm's PPP and real estate practices. Sources say she 'is very result-oriented and proactive, and has a well-structured approach.'"
- *The Legal 500* 2015: leading lawyer in Real Estate in Russia. "Karina Chichkanova, 'who has "great industry knowledge and communication skills", advised Israeli developer Morgal Investments on its \$3bn residential development project in St Petersburg."
- *The Legal 500* 2015: leading lawyer in Corporate and M&A in St. Petersburg.
- *Best Lawyers* 2015: listed among the best lawyers in Construction, Investment and Real Estate Law in Russia.

## Activities and Affiliations

### Memberships

## Prior and Present Employment

- Partner, legacy Head of the Russia Infrastructure practice, legacy Head of St. Petersburg Real Estate and Construction practice, Dentons (formerly Salans), St. Petersburg, 2008–present
- Of Counsel, Dentons (formerly Salans), St. Petersburg, 2005–2008
- Associate, Dentons (formerly Salans), St. Petersburg, 1993–2005

## Areas of focus

### Practices

- Project Development
- Real Estate

### Industry sectors

- Automotive
- Construction
- Government
- Hotels and Leisure
- Infrastructure and PPP
- Transportation

## Education

- Leningrad State University, 1990, Law Degree

## Languages

- English
- Russian