



# ENERGY

BUROEAU 28a



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# CONTENT

- ✓ KEY AREAS FOR  
ADVISORY SERVICES
- ✓ EXPERTISE





## FOCUS: ENERGY

- general and country-specific
- advising on tax concessions available to agricultural producers
- advising on insurance and in relation to insurance claims
- advising vis-a-vis financiers/lenders, particularly, foreign
- corporate forms

# KEY AREAS FOR ADVISORY SERVICES



contractual, procurement &  
supply: drafting, monitoring,  
enforcing



court cases, including land  
disputes



advising on sales & purchases,  
including international



representation regarding licensing  
& permitting of operations





# FOCUS: ENERGY

- customs: origin, phytosanitary, transit, import & export of products, valuation
- labor & employment, including audits & assistance during statutory audits
- intellectual property (IP)
- asset and corporate sales & acquisitions
- real estate: pre-acquisition reviews, acquisition

# KEY AREAS FOR ADVISORY SERVICES



land designation: country-specific – mapping, zoning



drafting complaints & claims related to administrative acts



country-specific: land & enterprise/asset privatizations



project development: industrial zones, & rights, financing & security, guaranteed offtakes & tariffs



# FOCUS: ENERGY EXPERTISE

- ✔ Representing foreign partner in proposed locally-incorporated joint venture for oil well servicing
- ✔ Advise foreign developer of first large-scale renewable power project (solar PV)
- ✔ Advise foreign developer of first large-scale renewable power project (wind)



# FOCUS: ENERGY EXPERTISE

Representing contractor party (wholly-owned subsidiary of listed Chinese oil & gas company) to Azerbaijani oil & gas production sharing agreement (PSA) acquiring shares in the project

Advised a contractor party to largest oil & gas commercial PSA on renegotiating & amending the agreement

Advised a vehicle (backed-up by two global alternative investment managers) in acquisition of international oil & gas business, including assets in Azerbaijan, of multinational oil major

Represented acquirer of interests under onshore oil & gas PSA



# FOCUS: ENERGY EXPERTISE

Advised a Chinese oil major on bidding to purchase & pre-acquisition review of major oil & gas assets in Azerbaijan

Acting for State oil company (i) on the acquisition of an oil terminal in Georgia, (ii) in an agreement for supply of gas to Georgia & development of a holding structure for gas sales, & (iii) acquisition of a 50% stake in a Turkish construction company

Acting for foreign suppliers of oil exploration & production equipment on customs & tax issues related to the transportation of vessels (including a jack-up rig) to & from Azerbaijan

Acting for a major Russian oil company on the Azerbaijani customs & maritime issues

# FOCUS: ENERGY EXPERTISE

Acting for an oil field service company on the tax issues under a PSA in Azerbaijan

Acting for a general contractor of the major pipeline construction project in Azerbaijan on land acquisition & use issues under the domestic regime & an applicable Host Government Agreement (HGA)

Acting for a major German company, a large foreign investor, & an American producer of explosive substances on respective joint ventures with SOCAR

Advised a major US independent oil company, on negotiation of a PSA with the Republic & SOCAR





## FOCUS: ENERGY EXPERTISE

- Acting for a major Russian oil company, on its PSAs in Azerbaijan
- Acting for a major Azerbaijani oil & gas company, on partnership in an onshore PSA with SOCAR
- Acting for an oil & gas company with large operations in Azerbaijan, on its second PSA in Azerbaijan





## FOCUS: ENERGY EXPERTISE



- Acting for China's largest oil & gas company, on various PSA projects in Azerbaijan
- Coordinated advice to a major Russian oil & gas company on entering a Libyan oil & gas project under EPSA IV model
- Acting for the Government of Azerbaijan on the PPIAF/ESMAP project, relating to the Development of a Natural Gas Strategy



# Contact Us



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# Thank You



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