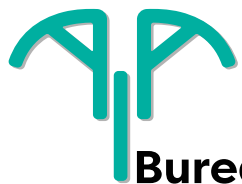


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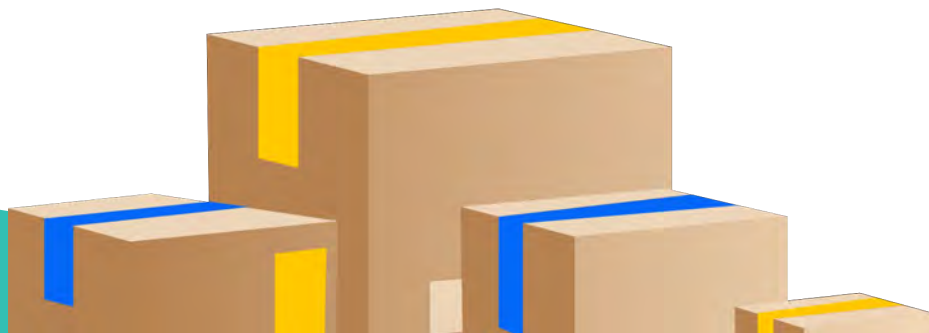
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CONTENT

- KEY AREAS FOR ADVISORY SERVICES
- EXPERTISE



Key Areas for Advisory Services

- general and country-specific
- advising on tax concessions available to companies engaged in logistics
- advising on transportation insurance & in relation to insurance claims
- advising *vis-a-vis* financiers/lenders, particularly, foreign



Key Areas for Advisory Services

- corporate forms
- contractual, procurement & supply: drafting, monitoring, enforcing
- court cases, including tendering process disputes
- advising on sales & purchases, including international



Key Areas for Advisory Services

- representation regarding licensing & permitting of operations
- customs: origin, transit, import & export of equipment, valuation
- labor and employment, including audits & assistance during statutory audits
- intellectual property (IP)



Key Areas for Advisory Services

- asset and corporate sales and acquisitions
- drafting complaints and claims related to administrative acts
- assisting in ensuring compliance with documentation and procedural requirements during the tendering process
- terms of sale and deliveries (based on Incoterms)





FOCUS: LOGISTICS

EXPERTISE

- representing largest marine & transshipment terminal operators *vis-à-vis* customers & suppliers (shipping companies, railways, terminal owners)

- acting for state oil company on acquiring an oil terminal in Georgia
- terms of sale and deliveries (based on Incoterms)

FOCUS: LOGISTICS EXPERTISE

FOCUS: LOGISTICS EXPERTISE

- advising various counterparties on sale & purchases, including deliveries
- advising on trade finance (letters of credit)
- assistance with dispute resolution of matters of agreements, including financing arrangements





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