

Russia Real Estate Practice Group



Real Estate Practice Group Overview

Moscow office real estate and development attorneys know everything about the land law, real estate and development business and have more than 20 years' experience in the Russian market.

Our attorneys understand the specific nature of due diligence of rights to land plots of different categories, transactions with land plots and land share, and today's development deals. We have conducted due diligence on more than a hundred land plots and other real estate, have actively engaged in construction projects, and are well-positioned to advise you on the structures with the least complications to fit your needs. We are multidisciplinary lawyers who help clients negotiate mergers and acquisitions and joint ventures, acquisition of land plots of different categories and permitted use, and draft contracts with general contractors and technical customers and other development and financing documentations. We believe the best solutions are those that are easily explained to potential buyers, lenders and investors. We serve not only as lawyers, but as business advisers to structure transactions to provide maximum flexibility for our clients.

Leading International Practice

King & Spalding's representation of developers and owner/operators includes significant involvement in the planning, acquisition, financing, construction, leasing and management of office buildings, shopping centers, hotels, apartments, cutting-edge mixed-use developments, and industrial and business parks. Our lawyers have been actively involved in transactions all over the world on behalf of both local and foreign-based developers. Approximately 75 lawyers in the firm's Abu Dhabi, Atlanta, Charlotte, Dubai, Frankfurt, London, New York, Moscow, Paris and Washington, D.C. offices are actively engaged in this practice.

Moscow Office Real Estate Practice Group Overview

The Moscow office's Real Estate Practice Group lawyers have represented clients in connection with a number of major development and investment projects, including projects relating to commercial, storage, residential, office and industrial real estate throughout Russia. We serve as counsel on all stages of projects in the sphere of real estate, including conducting due diligence of land plots and other real estate, advising companies owning such property, drafting and negotiating acquisition and joint venture documentation, drafting and negotiating development- and construction-related agreements, advising on related regulatory matters, and further leasing out or selling of completed projects.

During the last five years, our Moscow office's lawyers have conducted due diligence for more than 80 land plots; other commercial, storage, residential, office and industrial real estate; and infrastructure projects and real estate in seaports.

King & Spalding's Moscow office received six rankings in The Legal 500 EMEA 2015, including a ranking for our real estate and construction practice.



Moscow office partner Olga Kozyr was recognized by *Chambers Europe 2015* as a leading real estate lawyer in Russia.

Moscow Office Real Estate Practice Group Overview (cont'd)

The Moscow office's lawyers have represented clients with respect to projects in the area of real estate in a number of Russian regions and cities, including, but not limited to, Moscow and the Moscow Region, St. Petersburg, Novosibirsk, Nizhny Novgorod, Rostov, Chelyabinsk, Kazan, the Krasnodar Region, Saratov, Tomsk, Ufa, Voronezh, Penza, and Yaroslavl.

Our practice group advises on all issues with respect to projects in the area of real estate, including:

- Due diligence of title to land plots of any categories, including those artificially created, and other real estate, as well as permitted use of the relevant real estate and advice on issues relating to mitigation of applicable risks;
- Acquisition of companies in cases when the companies are acquired solely or preferably due to the real estate owned by such companies, primarily land plots;
- Consulting with respect to acquisition of development projects at different stages of implementation;
- Consulting on the issues of change of permitted use of land plots;
- Consulting on the issues of subsoil use, water use and other use of natural resources;
- Consulting on the legislative aspects pertaining to environmental protection;
- Structuring and creation of joint ventures in connection with the acquisition and implementation of development projects on land plots;
- Entering into lease agreements with respect to buildings, constructions, premises and land plots; and
- Consulting on regulatory aspects relating to the construction of commercial, residential and industrial real estate and warehouses.

Representative Matters

Real Estate Practice Group representations by the Moscow office's lawyers include:

- Advising **Mirland Development Corporation Plc** and its subsidiaries on multiple projects in Russia in the sphere of development, including, but not limited to:
 - Legal support of the completed construction project of the **trade center Triumph Mall in Saratov**; the total area of the trade center is 57,800 sq. m.;
 - Legal support of the completed construction project of the **trade center Vernisazh in Yaroslavl**; the total area of the trade center is 65,000 sq. m.;
 - Legal support of transactions related to the acquisition of land plots for the construction of **trade centers in Kazan and Penza**;
 - Legal support of the acquisition of real estate objects for further reconstruction into office centers and construction of **office centers in Moscow**;
 - Legal support of the acquisition of land plots and construction of **cottages in the Moscow Region**; and
 - Legal support of the acquisition of a land plot and subsequent complex development thereof with **objects of social, cultural and residential purpose in St. Petersburg**.
- Representing interests of subsidiary companies of **one of the largest Russian banks** in transactions (since 2007, more than 10 transactions) related to the acquisition of rights to real estate in Russia and further construction of office, commercial and residential real estate.



Representative Matters (cont'd)

- Advising a major **Russian financial group** on the acquisition of an office center; the total amount of the transaction exceeded US\$500 million.
- Representation of a **Russian investor** in connection with setting up a joint venture aimed at the promotion and development of a land bank in the Moscow Region. The value was approximately US\$400 million.
- Advising a **Russian subsidiary of a U.S. development company** in connection with the construction of two trade centers in Moscow.
- Advising a **Russian development company** on the acquisition of an investment project in the Moscow Region for the purpose of construction of a multifunctional center, including a trade center and support structures.
- Advising a **Russian development company** on the construction of an automobile trade center in Yekaterinburg.
- Advising a **Russian development company**, including conducting of due diligence, in connection with the acquisition of a multifunctional retail and office complex in Novosibirsk.
- Advising **International Grain Trading Company LLC** on purchase of stevedoring assets for transportation of grain in sea terminal Taman; the total amount of the transaction exceeded US\$260 million.
- Advising a **Russian agricultural company** in a contemplated transaction on sale of rights to 65,000 hectares of agricultural lands.
- Advising **Wermuth Asset Management** in connection with possession of agricultural lands with permitted use for villa development.
- Advising **OOO Leroy Merlin Vostok** regarding due diligence of two land plots in the Moscow region, rezoned from agricultural use for construction of a shopping center.
- Conducting due diligence of 14,500 hectares of agricultural lands for **Dykerhoff AG**.

Contacts

Olga Kozyr
Partner
+7 495 228 8503
okozyr@kslaw.com

Ilya Zotkin
Counsel
+7 495 228 8512
izotkin@kslaw.com