



ELL
PARTNERSHIP

LAW FIRM PROFILE



2016



Dear Friends,

We are delighted that, over the last few years, ELL has risen to join the top law firms in Armenia. The firm's substantial successes have been honored at the highest level.

As the Armenian practice of a firm, ELL is uniquely positioned on Armenian's legal services market and successfully combines unsurpassed knowledge and experience of Armenian law and International law with an understanding of global business requirements and expectations, as needed for implementing cross-border transactions and projects.

Our current client list includes many companies, among them key players in the field of energy and natural resources, the mining sector, leading banks and financial institutions, telecommunications and technology leaders, companies in a variety of sectors, such as real estate and construction, retail, healthcare, production of foods and beverages, machine-building and car manufacturing, transport and many others.

Over the last few years, our firm has grown by over 70% and the number of large deals and interesting projects with an international element implemented by our lawyers has risen significantly. Our multi-functional team's resources and expertise mean we can provide our clients with comprehensive legal support for projects of any complexity and effectively deal with any legal matters involved in doing business in Armenia and abroad, as well as cross-border deals. This naturally puts us in an advantageous position vis-à-vis other law firms.

In fact, all the firm's practices have recently experienced substantial growth. The Litigation & Arbitration, Corporate and Tax Practices take the laurels, their services being among those in the greatest demand. The Banking & Finance practice is developing rapidly. The Public Administration projects, such as the Justice Monitoring Project funded by the European Commission (EC) is the cornerstone of the ongoing projects. The project has a budget of 584,000 EUR. It commenced on 1st February 2016 and is expected to be completed by the end of November 2018.

We are convinced that, with our Yerevan office team, Armenian, US, Russian and Swiss law qualified lawyers, we are very well positioned to provide comprehensive legal support and service excellence to Armenian and international clients in addressing their business challenges both in Armenia and abroad.

We are grateful for the trust and support shown us by our clients, both those who have been with us from the start and those who have only joined us recently, and will continue in our endeavor to meet their requirements and expectations to the maximum, helping them implement new projects in Armenia and elsewhere, and moving forward together towards new horizons and achievements as success is the only option.

Yours sincerely,

Taron Simonyan

Founding Partner, ELL Law Firm





ABOUT THE FIRM

ELL PARTNERSHIP (ELL.P) Law Firm, founded in 2011, is an Armenian Law Firm with a strong background in Business, Corporate Law and Litigation, providing a wide array of legal services and representing the best qualities that the local legal market has to offer. The Firm offers top level legal advice, expertise and representation in multiple fields of law, ranging from business and corporate law to international law. Our multilingual and diverse team has experience in providing top legal services to inter alia major investors, banks, sovereigns and international organizations, governments. The combination of the understanding of local business and the international standards of work culture are the essence of our services.

The Firm has the principal office in Yerevan, which is the financial and industrial center of the Republic of Armenia. From our main office we serve clients located all over Armenia and our international clients with business interests all over the country. We have also developed a strong network of offices through the world with whom we create professional relationships, in order to offer more responsive and efficient assistance to our international clientele.

Most of our lawyers have a foreign post-graduate legal education and have trained abroad, and are able to work and correspond in Armenian, English, Russian, French and Farsi. We recruit new attorneys with remarkable backgrounds and outstanding professional experience, who adhere to our primary objective of providing responsive and highly skilled services to our clients.

The Partnership unites young and professional law scientists and advocates (attorneys), who have studied at the leading universities of Armenia and the West (Tufts University, Fletcher School of Law and Diplomacy), Oxford University (Oxford, UK), University of California (Los Angeles, USA), American University (Washington DC, USA), Georgetown University (Washington DC, USA), MGIMO-University (Moscow, Russia), Geneva University (Geneva, Switzerland), Graduate Institute of International and Development Studies (Geneva, Switzerland), and are practicing law in Armenia, as well as abroad.

The activity of the ELL and its members effuses from the maxim – “Expanding the borders of freedom” or “Expendus Limites Libero”. This concerns also the persons in cooperation with the Partnership, as the Partnership’s active and professional work helps the clients not to waste time and energy to perceive the whole legislation in the expense of development of own business strategy. This results in the enlargement of their freedom in the field of business and other fields.

We provide also international arbitration services. Moreover, some of the members of our team are arbitrators at European Arbitration Chamber (Brussels, Belgium) and acting counsels.

We are strongly committed to the highest level of professional qualification and, therefore, the attorneys of ELL are frequent expositors at various events such as conferences, legal seminars, as well as do engaged in teaching at major universities in the country, moreover editorial activities of domestic and International Law reviews.

Most of our Lawyers are professors at the leading Universities and other educational institutions of Armenia. We have professional contacts with professional, educational and research (think-tank) centers, like Yerevan State University, French University in Armenia, Russian-Armenian (Slavonic) University, Chamber of Advocates of the Republic of Armenia, Bar Association of the Republic of



Armenia, International and Comparative Law Center (ICLaw-Armenia), “SYNERGETICS” Innovative Center of Complex systems, etc.

Effective Development and growth is of foremost importance to us, but in an organized way and always respecting values of ethics and morality, this is why we heal strongly in the selection of our new partners and collaborators, both nationals and internationals.

Our clients vary from large, midsize and small industrial multinationals and financial institutions to individuals seeking legal advice on business and personal matters. Since its founding, ELL actuation has been characterized as strongly committed with assisting business to develop its activities and defend its legal interest.

Among other common legal services we have been developing several IT projects. One of the projects is dedicated to the electronic database of scientific-practical comments of the main legal acts of Armenia - <http://e-lawyer.am/>.

The other one is dedicated to the legal informative database, which brings together all necessary information and news from the world a one needs to know in order to have a comprehensive view - <http://legalinfo.am/>.

One more project is dedicated to the network of law firms, which will define their main practice areas and other information. The network will be accessible in different international networks, which will help domestic and international Law Firms advertise their main advantages in their practice - <https://lawfirms.am/>.



KEY FACTS & FIGURES

Quality through diversity – the Law Firm unified lawyers with diverse legal backgrounds ranging from international law and human rights to corporate law and banking. We believe that this unique amalgamation is critical for securing international standards with the resources of the local market. We combine our knowledge in multiple legal fields to secure the utmost excellence of our services.

Success is the only option – the Law Firm has been created with the sole goal of becoming one of the leading law firms in Armenian market and in the region; and as such we have determined success as our only option. Whereas our success is determined only through the success of our clients, we put all available resources to get the upper hand in all matters.

Flexibility – despite the fact that our lawyers have experience in the most sophisticated legal transactions and cases that the Armenian market has to offer, we remain flexible and approachable for all our clients. Policy flexibility, openness and pro bono activities of its members are always valued by the Law Firm.

Constant development – one of our central principles is that there is always room for development. The Law Firm's team always looks for new horizons of professional knowledge; be that research of relevant case law, interpretations of the Constitutional Court's Decisions, gaining knowledge in additional fields of specialization or learning international best practices, we never stand still and always move forward.

Recently the Legal 500 noticed: *"ELL PARTNERSHIP Law Firm unites high qualified professionals, attorneys at law, arbitrators and mediators, who have strength in dispute settlement, commercial contracts, trust, commercial and complexity management and investment law. Taron Simonyan, Gevorg Tumanov and Norayr Balayan are the key partners in the team, which is experienced in cross-border legal services involving the EEU, EU, UAE and USA."*



WHAT OTHERS SAY ABOUT US

"The lawyers are very energetic and really understand the client's needs; the ELL foreign investment practice is one of the best in Armenia."

Sari Investments LLC (Armenia – UAE).

"ELL delivers a perfect combination of Western standards and understanding of Armenian and EEU's regulatory requirements."

Head of a French distribution company dealing with a food.

"They have fantastic, fair people with whom you want to work. I have seen their work, and I think the world of them."

Eric D. v. Armenia (ICSID).

"The team's main strengths are its out-of-the-box vision, quick reaction to State's needs and legislative changes, and its deadline-meeting skills is highly appreciated."

PAi (London), Slava Gromlyuk, Director for Business Development.

"ELL provides first-class service, especially for clients from the IT industries."

BRAINFIGHTS, INC. (USA).

"We referred to the ELL's expertise on cross-border tax planning, due diligence and tax controversy work. We do recommend ELL Law Firm."

Sari Investments LLC (Armenia – UAE).

"High level legal assistance in defending the right of the sentenced persons to be transferred".

Vladimir R. (Russian citizen).

"Thank you for a high class legal audit."

Enterprise Incubator Foundation, Microsoft Innovative Center Foundation, Armenia.

"Thank you for your tenacity, ability to both listen to and hear your client as well as for the high professionalism."

Levon N. v. Armenia.

"We were impressed with the range of law expertise offered by ELL."

Armenian Bar Association.

"Creative team in coming up with productive solutions."

CODEFIGHTS, (USA).

"The Partners have a deep and academic knowledge and are very customer-focused."

Direct Hoteling LLC (Czech Republic).

"We got a legal opinion on export of a molybdenum. We highly recommend ELL."

Aletig LLC, (Armenia).



"Very dynamic team. Always generates new ideas to protect the clients' interests and never come back without a win."

Russian food importing company.

"The large number of consultants allow us to give ELL pride of place."

www.blognews.am.

"I do appreciate the fact that the Partners don't answer my questions with legal jargon."

Zhirayr Hovhannisyan, Bronze medal winner, 2009 European Wrestling Championships.

"Thank you for advising us on the full spectrum of financing matters."

IT Reports, (Armenia).

"Fantastic approach and uncommon defense strategy."

(A. Antinyan, Blognews - Founding Director). Lilit Hovhannisyan v. Blognews.

"I give Taron Simonyan credit for his decisiveness and sequence in fulfilling the set assignments."

Levon Gevorgyan, Managing Partner, Legelata law firm.

"Excellent work and extremely practical answers."

Maverick Agro (Greece).

"ELL PARTNERSHIP Law Firm unites high qualified professionals, attorneys at law, arbitrators and mediators, who have strength in dispute settlement, commercial contracts, trust, commercial and complexity management and investment law. Taron Simonyan, Gevorg Tumanov and Norayr Balayan are the key partners in the team, which is experienced in cross-border legal services involving the EEU, EU, UAE and USA."

The Legal 500.

"Experienced, bright and creative professional team of lawyers with strong expertise in Banking & Finance."

Central Bank of Armenia, Head of Legal Department



PROFESSIONAL PRACTICE

European Union Law

ELL offers clients in all economic sectors innovative, added-value solutions that strengthen their competitive position in the market. ELL assists and defends clients' interests in proceedings with the EU and Armenian competition authorities. Moreover, the Firm advises Armenian and international companies on defence in cases of competition, concentrations, government aid and general European Community Law issues, including investigations and conflicts with the authorities and in Armenian and European courts.

Private and Public

Our Private & Public Practice Area advises both private clients and public sector entities in every aspect of law. Public contracting:

- Advising public sector entities on the preparation and adjudication of contracts.

- Public infrastructure - Advising private sector clients on tender proceedings and the performance of public contracts.

- Contractual disputes.

- Proceedings before administrative tribunals of control and oversight of accounts.

- Regulated sectors (e.g. credit entities, telecommunications, energy and securities markets).

- Administrative infringements and sanctions - Public property (water, mines, coasts and ports, public authority property).

- Expropriations.

- State aid and subsidies.

- Liability of public authorities.

- Preparation of draft legislation.

- Providing legal advice to private clients and families on tax, law and finance.

We aim to provide comprehensive services to help clients protect their financial security and their legacy for future generations. As a result of the firm's leadership role in this specialty area (which has been recognized by our clients) and the indisputable quality of our tax and commercial areas, the lawyers in this practice offer a wide range of services of the highest quality and expertise. They represent clients in areas such as tax planning and advising; counseling on financial instruments and investment management; incorporation and management of family offices; specialized legal advice in all types of private equity investments and resolution of disputes and legal proceedings related to all the issues that can affect the financial well-being of a family or its members.



International Criminal Law

Our team of lawyers specialized in international criminal law has a long history of successful involvement in high profile and complex extradition cases and cases with respect to transfer of sentenced persons. Our lawyers have represented individuals, whose extradition has been requested by a wide range of countries, including Russia, Ukraine, USA, UAE, Lebanon, most EU and CIS countries. The offences alleged by these states have ranged from business crime, fraud and corruption to suspicion of attempted murder. We have particular expertise in constructing human rights defenses to extradition based upon the risks of human rights violations in the requesting state, including torture, arbitrary detention or an unfair trial. Many countries have hundreds even thousands of foreign national offenders in their prisons. Foreign national offenders face different problems in prisons; hence, the need for their transfer to their countries of nationality to serve their sentences. Most of the UN members are parties to different treaties and convention on the transfer of sentenced persons what may face many offenders with misunderstandings in verity of many binding treaties and convention. Moreover, the European Court of Human Rights has developed jurisprudence dealing with the rights of offenders who have been transferred on the basis of the Convention on the Transfer of Sentenced Persons. This jurisprudence shows, inter alia, that before an offender is transferred to serve his/her sentence, the authorities in the sentencing state have to consider not only their penal laws but also those of the enforcing state – hence legal pluralism. In this connection our team of lawyers specialized in international criminal law may provide high level legal assistance to anyone interested in and defend the right of the sentenced persons to be transferred.

Labor & Employment

The team of Labor & Employment is today one of the strongest in Armenia. Its 5 associates, including 2 partners, specializing in Labor Law make up one of the biggest such practices on today's market. Our many years of experience advising and acting for major foreign investors, multinational corporations and big Armenian employers on all labor matters mean that individual members of the group can specialize in the particular aspects of labor law most in demand: pension legislation, relations with trades unions, out-staffing and immigration legislation. We advise clients on any labor law issues that might arise in their daily business, perform due diligence of the company's employment paperwork in order to identify and minimize potential risks, make recommendations for optimal application of the labor legislation rules considering the client's specific sphere of business, and provide support for major comprehensive projects.

Our services:

- Advice on everyday matters.
- Labour and pension aspects.
- Restructuring of employment relations and redundancies.
- Due diligence of employment paperwork.
- Development of all types of agreements and internal regulations.
- Salaries and bonuses.
- Corporate pension plans.
- Labour dispute resolution in and out of court.
- Support during audits by government authorities, judicial defence.



Relations with trades unions, collective bargaining negotiations.
Industrial safety.
Material liability, damages.
Protection of confidential information.
Investigation of labour conflicts (whistle-blowing).
Personal data.
Employment of foreign citizens.

Litigation & Arbitration

Litigation is the legal practice area most commonly and traditionally associated with lawyers. Coupled with the fact that court proceedings are understood to be the top of the pyramid of any legal dispute this means that litigation practice is one of the lawyers' most important tasks. Our Litigation & Arbitration practice area advises on civil and commercial disputes. We create multidisciplinary teams so that, in addition to leading specialists in litigation and arbitration, every client benefits from the expertise of lawyers from relevant practice areas. Our aim is to offer our clients added value in every negotiation, claim and arbitration. It is one of our main goals to understand the specific characteristics of the sectors in which our clients operate, be it banking, finance, energy, infrastructures, construction, real estate, consumer goods to name but a few. In determining the strategy to be adopted in a dispute, we use this specialist knowledge to ensure the needs and concerns of our clients are paramount, an approach which affords us a competitive advantage valued at both an international and domestic level.

ELL primary Litigation & Arbitration services include the following:

With respect to corporate and commercial law, litigation arising from relationships within corporations, claims relating to the liability of corporate directors and claims arising from contracts entered into by corporations, particularly distribution and agency agreements.

All aspects of civil law, including liability under contract and in tort, claims arising from insurance contracts, real estate law, construction law, family law, debt collection, insolvency and both national and international testamentary and succession matters.

Adversarial administrative proceedings.

Administrative proceedings before all types of government bodies, particularly claims against administrative agencies based on breaches of civil law and social welfare issues.

Environmental issues arising under civil law, administrative law and criminal law.

New technologies, particularly data protection.

Execution of foreign judgments.

Insolvency proceedings.

Appeals of all types, even before the Supreme Court.

National and international arbitration.

ELL's International Arbitration group is assisting clients with complex, cross-border dispute resolution. Our International Arbitration team can quickly and efficiently assemble experienced and knowledgeable teams to provide global service on arbitration involving international commercial and investment disputes. ELL has a practice in investment treaty arbitration, as well as in international



commercial arbitration. ELL has also practices in the “investor-state” disputes before the ICSID. ELL’s lawyers regularly serve as mediator in many disputes.

Intellectual Property

Intangible assets are becoming an increasingly important factor affecting capitalization of companies and their competitive success. For sustainable development under current conditions, along with efficiently structuring its production process and distribution network, engaging qualified personnel and implementing innovation, a company needs to structure and manage its intellectual property portfolio. In coping with this task, priority is given to remedies that help protect intellectual property. With a view to assisting our clients, we offer a truly comprehensive range of IP services. One of the key distinguishing features of ELL is that it has an IP team working in Yerevan. ELL specializes in supporting comprehensive and large-scale consulting projects and providing continued support to major companies operating in Armenia. One of ELL’s priorities is to provide services in relation to high-stake/risk IP disputes. The ELL IP practice includes specialists, patent attorneys, consultants, as well as lawyers with extensive experience of litigation.

Our services:

- IP/IT Dispute Resolution IP/IT dispute resolution, including proceedings in all Armenian national courts Disputes relating to protection of IP rights IP litigation in the courts, mediation and other forms of ADR.
- Trade mark, service mark and patent-related disputes.
- Domain name disputes.
- Negotiations and settlements involving IP rights.
- Copyright and Internet-related litigation, arbitration and mediation IP licensing and franchising disputes.
- Disputes regarding confidential information and trade secrets.
- Disputes relating to advertising law violations.
- Anti-piracy initiatives IP/IT.
- Consulting due diligence of IP assets.
- Drafting and negotiating IP licence agreements, alienation of IP rights agreements, franchising and assignment (including corporate support).
- Advising software distributors, re-sellers and software developers on IP and commercial law, protection of copyright and know-how.
- Drafting software development agreements and software licence agreements.
- Legal support for Internet business and advice on Armenian Internet law IP/IT Registration.
- Registering, prosecuting and maintaining trade marks, patents for inventions, utility models and industrial designs and managing international portfolios of these rights.

Real Estate and Construction

The Real Estate area has a team of lawyers with extensive experience in the real estate and construction sectors, both State-owned and private. We provide legal advice to individuals, companies and institutions with interests in a real estate and construction sectors, on town planning, the environment. taxation. contracts. finances. litigation and labor. Our lawyers are highly



specialized, which allows us to offer a quality services and to form, when needed, multi-disciplinary work teams made up of lawyers from each of the above areas.

ELL handles all aspects of real estate transactions in virtually all major real estate sectors. This includes offices, hotels, warehouse and distribution facilities, large-scale residential developments and infrastructure projects. Our clients include many institutions, international developers, banks, private equity houses and multinational corporations.

Today's increasingly complex global real estate markets require law firms to provide a unique blend of real estate, M&A, finance, corporate and commercial advice in a rapidly changing legal environment, which is often multi-jurisdictional in nature. To do this successfully requires combining cross-border legal expertise with practical local experience, which is the foundation of ELL practice and dedicated real estate sector groups.

ELL provides the following services:

- Buy and sell real estate works contracts residential and commercial leases.
- Sale and lease back operations.
- Real estate due diligence. real estate barter. real estate income tax.
- Condominiums.

Taxation

Tax advice is not just about tax law. The complexity of domestic and international tax issues means that it is essential for corporations and individuals to engage in strategic tax planning. ELL's lawyers provide tax services to our clients' specific needs and help them to identify and implement their short - and long-term tax goals. ELL's Tax Practice provides quality, added-value advice on all tax-related matters of both companies and individuals, on a national and international level. In addition, in order to have a thorough legal and economic back-ground, practice members offer solutions to the many tax-related situations experienced in various business areas.

Our tax lawyers provide advice and services on:

- M&A and real estate transactions.
 - Financial, Investment and Environmental matters.
 - Management packages.
 - Employee savings and fringe benefits.
- We also regularly advise on:
- Tax liability issues.
 - Tax compliance.
 - Governance.
 - Tax incentives.

Our litigation record demonstrates our ability to represent clients successfully before government agencies as well as before local and international courts. We assist a diverse range of clients and industry sectors, including major high-tech, energy, luxury goods, healthcare, media and



entertainment companies, as well as industrial companies, banks and investment funds, closely-held businesses, non-profit organizations and private clients.

Technology, Media & Telecommunication

ELL is advising on telecommunications, media and technology. Our knowledge of state-of-the-art technology, innovations and trends are keys to providing our clients with the best possible service. We often work with experts from other sectors (technical engineers and economists) to provide a comprehensive service, which includes legal consulting on:

- Sector regulations and representation in proceedings with public authorities, as well as Armenia and international sector associations.

- Disputes, examining all possible solutions (extrajudicial transactions, regulator participation, ADR, legal proceedings and arbitration).

- Competition law and legal proceedings with the competition defense authorities in Armenia and judicial appeals.

- Advice on contracts, such as telecommunication services, wholesaler agreements, software licenses, outsourcing and producer agreements, e-commerce and data protection Industrial and intellectual property issues.

- Commercial advertising over audio-visual mediums.

- Contracts for radio and television program production and for obtaining broadcasting rights.

- Corporate finance, as well as mergers and acquisitions.

Banking & Finance

Our Banking and Finance Practice Area advises on every aspect of the financial markets, has a broad range of experience in offering legal advice to financial entities on the public aspects of their management and relations with supervisory bodies, as well as some private issues on product marketing and offering. We provide special legal service to all types of financial and intermediary entities on issues such as setting up and carrying out of activities, public mechanisms for financial market control and overlapping activities between financial institutions. In Private Law, the Firm provides legal advice on traditional trade (banking and financial), as well as on the contractual design of non-banking financial services and state-of-the-art payment methods. It also offers legal advice on the offering and launch of banking sector products, securities investment products, insurance products, as well as products resulting from the financial sector's close interconnection, such as structured deposits, unit-linked life annuity insurances, private placements, atypical financial agreements and international syndicated loan agreements.

Specific expertise includes:

- Asset finance

- Acquisition finance

- Bank and corporate lending

- Derivatives

- Leveraged finance

- Project/PFI finance

- Real estate finance



Capital markets
Debt restructuring
Special servicing

The market views us as a benchmark team that offers a sound practice for institutions of collective investment in real and personal property, and for the distribution and design of financial products, consumer credits, spin-offs, obtaining banking licenses, electronic banking, venture capital and money laundering prevention.

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Corporate / M&A

Since the foundation of the firm, we have provided advice in all areas of corporate law:

- Mergers and acquisitions.
- Capital markets.
- Financial law.
- Commercial contracts.
- Maritime law.
- Company law.
- Insurance.

The increasing complexity of transactions and the enactment of industry-specific legislation have paved the way for the creation of new specialist practice areas. It is the cornerstone of our firm and is staffed by a group of lawyers specialized in advising companies and individuals alike in all types of business, financial and commercial transactions, be they national, foreign, listed or unlisted. We advise on general commercial law matters that are common to all practice areas and industry sectors, such as general contracts, incorporation and liquidation of companies, keeping of company records and agency agreements. The corporate practice covers the entire range of business, financial and commercial transactions; often coordinating with experts from the firm's other areas. The corporate lawyers in ELL provide services to State-owned or private companies, whether Armenian or multi-national, in all areas of their business activity.

Specific expertise includes:

- Mergers and acquisitions.
- Corporate (re-)structuring.
- Private equity.
- Initial and secondary public offerings (IPOs and SPOs).
- Corporate finance.
- Acquisition finance.
- Due diligence.
- Corporate governance.
- Business set-ups, corporate reorganization and winding-up.
- Joint ventures, strategic alliances and consortia - Securities / capital markets.
- Competition and anti-trust.
- Corporate dispute resolution.



Insolvency / bankruptcy.

Our firm boasts lawyers with diverse legal training and linguistic abilities and it affords us special expertise in regards to the international aspects of business law and allows us to offer our clients ample experience on legal issues with international implications.

Human Rights and ECHR

One of the important fields of practice is the protection of Human Rights and representation of our clients before the European Court of Human Rights. We have gone deep in this practice and expended the framework of our clients that include not only the Armenian citizens but also citizens of all High contracting Parties of the European Convention on Human Rights.

Furthermore, the practice in this field includes also providing various legal opinions on different legal instruments on Human Rights:

- International Covenant on Civil and Political Rights.
- International Covenant on Economic, Social, and Cultural Rights.
- Conventions on the Rights of Child.
- Convention on the Prevention and Punishment of the Crime of Genocide.
- Other international instruments.

Eurasian Economic Union Law

Our new EEU practice area advises on every aspect of both Union's and member-States Laws and drawing upon the EEU experience of our lawyers in Yerevan, provides representation across the main regulatory fields governed by EEU law as well as in a number of sectoral regulatory areas, including:

- Competition.
- Trade.
- Tax.
- Customs.
- Environment.
- Free movement of goods and services.
- Consumer protection and privacy protection.

Our practice advises clients, including governments, on EEU procurement law and state aid matters including:

- Implications of receiving state aid.
- Preferential tax treatment.
- Other types of aid.

Moreover, we are one of the beginners in the region to represent clients before the Eurasian Court in Minsk taking into account “forum shopping” principle.



Competition & Antitrust

The team of ELL's Competition & Antitrust Practice includes lawyers with extensive expertise in the practical application of competition law. Our practical experience in antitrust is more diversified compared with some other firms in Armenia. We have experience in antitrust litigation and competition cases in antimonopoly authorities, merger and strategic enterprise clearances, antitrust audits, structuring of distribution contracts, advice in public procurement (government contracts) and public procurement litigation. We have developed strong industrial focus and have significantly enlarged our footprint with eminent companies from the energy and natural resources, pharmaceutical, automotive, telecom, transport, industrial manufacturing, and retail sectors.

Our services:

- Carrying out antitrust internal audits and mock dawn raids.
- Creating company's trade policies and competition codes of conduct.
- Advising on application of the rules governing abuse of a dominant position and restrictive agreements.
- Advising in relation to natural monopolies.
- Supporting companies during dawn raids and antitrust audits.
- Handling antimonopoly cases and representing clients in court litigation against the antimonopoly authorities.
- Advising on civil contracts in relation to their compliance with competition law.
- Advising on state aid matters.
- Analyzing and developing business models on the basis of competition law.
- Representing clients in private antitrust claims.
- Advising on merger control and related strategic matters, including obtaining clearance from the Armenian antimonopoly authorities and other competition authorities.
- Advising on application of the rules on unfair competition.
- Assisting bidders and contracting authorities with respect to public procurement (government contracts).
- Assisting clients in challenging the outcome of tender procedures.

Environmental

Our experience is based on in-depth knowledge of environmental laws and regulations. We provide legal support for companies in various industries and spheres of business, focusing on environmental regulations that might impact on their activities. Our experts have considerable experience of advising on the regulatory and administrative framework for environmental and sanitary issues including permitting procedures, waste management and remediation and performance of environmental legal due diligence. We provide legal services on a wide range of environmental issues in the spheres of construction, industrial operations, subsoil use and development, supply and transportation, land, forest, water and other natural resource use and protection, air pollution, matters concerning specially protected areas, and resolution of various legal issues arising from projects impacting on the environment.

Specific expertise includes:



- Large scale infrastructure projects.
- Environmental licensing and permits.
- Development projects.
- Land and groundwater contamination.
- Brownfield site remediation.
- Waste management.
- Air pollution.
- Water quality.
- Sanitary compliance.
- Nature conservation.
- Producer responsibility.
- Environmental prosecutions.

Legal support for foreign direct investment projects in Armenia

ELL lawyers have unique and practical experience of providing comprehensive legal support for FDI projects in Armenia since 2011. We assist big multinational investors in structuring and implementing complex investment projects from ground level to day-to-day operational legal support.

Our services include:

- Selection of a region / municipality.
- Selection of a site.
- Negotiations with regional / municipal authorities.
- Corporate / M&A aspects.
- Acquisition of the selected site.
- Construction contracts.
- Registration of title to the facilities erected.
- Import and installation of equipment.
- Post-investment and day-to-day operational legal support.
- Legislative work.
- Representing clients in liaising with authorities ELL lawyers have unique experience on the Armenian market in dealing with national, regional and municipal authorities at all levels.

Specific expertise includes:

- Representing clients on projects involving national authorities.
- Negotiating the terms of investment agreements with the Armenian Government.
- Dealing with authorities on projects of national importance financed out of the national budget.
- Representing clients in dealing with regional and municipal authorities.
- Tax and tariff negotiations with national and regional authorities.



Media, Sport, Gaming & Entertainment

Our team has emerged as a top choice for those involved in the media, sport, gaming and entertainment industries which demand the very best representation and expect superior client service. Our lawyers understand the way the media, sport, gaming and entertainment industries work. We are trusted key advisers, with the experience and reach to advise in any major jurisdiction.

Our clients benefit from our deep industry knowledge and experience, and from our creative, solution-oriented and responsive approach. ELL is at the forefront of advising the sports, media and entertainment industries on:

- Finance.
- Investment and corporate issues.
- Production and rights acquisition.
- Exploitation of media rights, the staging and exploitation of live sports and other events.
- Intellectual property protection and enforcement.
- Regulatory and administrative issues.
- Antitrust and competition law.
- Theme park and stadium and arena development and management.
- Resolution of disputes.

We advise film studios and producers, distributors, broadcasters, promoters, advertisers, rights holders, leagues, clubs, franchise owners, international and national governing bodies and agencies, event promoters, sponsors, investors, banks and other leading corporations and individuals.

Our services include:

- Advertising and marketing.
- Audio-visual piracy.
- Broadcasting/television.
- Computer games.
- Digital media.
- Film.
- Finance.
- Gambling.
- Gaming.
- International sports federations.
- Live events.
- Media.
- Music.
- Publishing.
- Sports media rights.

Public Administration

ELL has extensive experience in public administration in Armenia. We have excellent relations across the civil service, local government, parliament, the media and civil society organisations, International organizations and Embassies. Our consultancy projects: professional development



workshops and training courses are led by experienced public service policy makers and managers, consultants and trainers.

Specific expertise includes:

Democracy, transparency, accountability, ethics, anti-corruption, public service delivery, elections.

Public administration reform.

Policy making and analysis, policy evaluation, consultation with the public, public-private partnerships, strategic planning.

Training needs analysis, design and delivery of training programmes, workshops and seminars.

Public law, access to justice, human rights, legal drafting, law reform, judicial administration, prison and probation services.

Justice monitoring projects.



PRO BONO

ELL has a longstanding tradition of providing pro bono legal services to individuals and organizations who cannot otherwise afford legal counsel. Lawyers in all our office and in all our practice groups make a difference every day by contributing their talents to providing pro bono legal services.

We approach pro bono efforts with the same energy, enthusiasm and resources as work for commercial clients, and associates receive billable hour credit for their pro bono work. We require all lawyers to perform at least 50 hours of pro bono work per year to ensure universal participation in our pro bono program.

Our firm has a dedicated partner focused full time on managing the firm's pro bono program. He works with a pro bono committee consisting of representatives from the office. Our lawyers handle hundreds of pro bono matters covering issues such as civil rights, international human rights, child advocacy, special education, access to public benefits, asylum, landlord-tenant matters and the representation of numerous nonprofit organizations. We strive to find projects that make a difference and that match the personal interests of our lawyers.

The recent pro bono legal services were provided to the military personnel of Armenia and their families, as well as refugees from Syria.



CLIENTS

AZD Production LLC (Armenia)

Enterprise Incubator Foundation (Armenia)

Microsoft Innovation Center Armenia

Rouben Mangasaryan Memorial Foundation (Armenia)

LEXGARANT Insurance Company (Russian Federation)

Danone/Nutricia, (The Netherlands)

Honda Motor Co. Ltd., (Armenia)

KIA Motors (Armenia)

Direct Hoteling LLC (Czech Republic)

SOS Systems LLC (Armenia)

Nikita Mobile LLC (Armenia)

Toch Masters LLC (Armenia)

Blognews (Armenia)

Valipour Trading LLC (Armenia)

OSCE office in Yerevan (Armenia)

Yerevan State Medical University after Mkhitar Heratsi (Armenia)

Armenian State Pedagogical University after Kh.Abovyan

Aratours Travel Services LLC (Armenia)

South Caucasus Railway, CJSC (Armenia)

Toward Alliance LTD (C. A. Beliz)

FOGLER, RUBINOFF LLP (Canada)

ACB International S.p.A. (Italy)

Fater S.p.A. (Italy)

Extron Development Ltd (British Virgin Islands)



Oil+ (British Virgin Islands)

BrainFights Inc. (USA)

Recon Print LLC (Armenia)

Central Bank of Armenia (Armenia)

Ministry of Justice (Armenia)

Public Administration International (UK)

Centre for European Constitutional Law (Greece)

Aletig LLC, (Armenia)

Sari Investments LLC (UAE - Armenia)

Armenian Bar Association

CODEFIGHTS (USA)

IT Reports (Armenia)

Maverick Agro (Greece)

International and Comparative Law Center-Armenia (ICLaw-Armenia)

EU Delegation to Armenia (European Commission)

TM Audit (Armenia)



THE TEAM

Dr. Taron Simonyan

*Founding Partner,
General Management Group*

Education: Taron Simonyan graduated from Yerevan State University (Department of Law) with Honorary Distinction in 2007, has a Master's degree on European Law from YSU (2009). In 2009 he graduated from the Fletcher School of Law and Diplomacy (International Legal Studies), Tufts University (Boston, USA), and in 2012 he did his PhD on Theory and History of State and Law at YSU.

Professional trainings, memberships and publications: Taron is an Arbitrator at the European Arbitration Chamber since 2014 (Brussels, Belgium); the Executive Director of the Bar Association of the Republic of Armenia (since 2012); the Director and founding member of International and Comparative Law Center (since 2010); member of Chamber of Advocates of RA (since 2010); the Big Council of the Department of Law (since 2005); and the Council of YSU (2007-2011) and is an author of several scientific articles on international, comparative law and theory of state and law.

He is a lecturer and assisting professor at the Faculty of Law; Center on European Studies (Yerevan State University); a lecturer at the French University in Armenia and at the International Accountancy Training Center.

Taron has participated in several professional trainings in Russia, Greece, Belgium, Poland, USA and France.

Practice Areas: Taron has provided all-inclusive legal services to Microsoft Innovation Center Foundation, Enterprise Incubator Foundation, mining corporations, local casinos etc. He has acted as a program expert for IBF International Consulting, Council of Europe project "Support for Access to Justice in Armenia", assisting the Ministry of Justice of the Republic of Armenia in drafting of the new Code for Civil Procedure. Taron has also acted as an expert for OSCE, Protection of Human Rights without Borders, Armenian UN NGO, the Asian Development Bank, EuropeAid etc.

Negotiation and Mitigation, International Law, EU Law, Human Rights, Investment Law, Arbitration, Litigation, Constitutional Law, Civil Law and Procedure, Administrative Law and Procedure, Competition Law, Corporate Law, Labor Law, Mining Legislation, Intellectual Property Law, Legal Due Diligence.

Languages: Armenian, English, Russian

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Dr. Norayr Balayan

*Executive Partner,
Domestic Practice Group*

Education: Norayr Balayan graduated from Yerevan State University (Department of Law) with Honorary Distinction in 2007, has a Master’s degree on Constitutional Law from YSU (2009). In 2012 he did his PhD on Administrative Law at Public Administration Academy of the Republic of Armenia.

Professional trainings, memberships and publications: Norayr is a member of the Bar Association of the Republic of Armenia (since 2008) and is an author of several scientific articles on constitutional and administrative law.

Before joining us, Norayr was the Head of the Department of Legal-Organizational Issue of the Ministry of Justice of Armenia. Before working for the Ministry of Justice he worked as Senior Lawyer at the National Center for Professional Education Quality Assurance Foundation.

He was also a lecturer at the Faculty of Law, Vanadzor State Pedagogical Institute named after H. Tumanyan. Norayr has participated in several professional trainings in France, Belgium, Croatia, Georgia.

Norayr is a co-author of several laws, such as: “Law on Non-Profit Organizations”, “ The Law of Probation”, “The Law on Registration of Security transactions on movable assets”, “The draft law of amendments of Criminal Executive Code of the Republic of Armenia”, “The draft law of amendments to the Criminal Code of the Republic of Armenia”, “The draft law of amendments to Notary”, “ The draft law of amendments to the Civil Status Acts”, “The draft Law of amendment to the Compulsory Enforcement”, “The draft law of amendment to the Compulsory Enforcement Service.

Practice Areas: Constitutional Law, Civil Law and Procedure, Administrative Law and Procedure, Competition Law, Labor Law, Mining Legislation, Intellectual Property Law, Legal Due Diligence.

Languages: Armenian, Russian, English

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Dr. Gevorg Tumanov

Partner,

Chair of International Practice Group

Education: Gevorg Tumanov holds Bachelor of Laws and Specialist degrees from Moscow State Institute of International Relations (MGIMO-University), International Law Department (2008). In 2013 he completed Master in International Dispute Settlement, LLM from Geneva University/Graduate Institute of International and Development Studies (Switzerland). In 2014 Gevorg got his PhD on International Law at Yerevan State University.

In 2012 he took Advance Defense Resources Management Course at Naval Postgraduate School (Monterey, California, USA). In 2013 he has successfully completed FIAA – International Arbitration Advocacy Course

(Geneva, Switzerland).

Professional trainings, memberships and publications: Gevorg has participated in many professional trainings and special workshops in Armenia, Russia, USA, France, Switzerland, Germany, Estonia, Belgium and Netherlands. He took part in the following Conferences: DIS Conference (Berlin) – Organizing Arbitral Proceedings – Regulations, Options and Recommendations; ASA Conference (Zurich): Inside the Black Box: How Arbitral Tribunals Operate and Reach their Decisions; III International Scientific Conference on “State-confessional Partnership and the Institutionalization of Spiritual Education of Russia and Other Countries of the CIS”; “Substantive provisions of the future base contract between Russia and European Union: positions of the parties”; “European energy law: present and future”; “The stock market: basis of successful investment”. Gevorg has also participated in Moot Courts such as: International Chamber of Commerce (ICC), Paris, France (2012); International Commercial Arbitration (MIDS), Jongny, Switzerland (2013).

Gevorg has published series of articles both in national and in international periodical publications. He is awarded with Medal of Armed Forces of the Republic of Armenia.

Practice Areas: Gevorg has been practicing International Law since 2007. He started his career with well-known investment companies, such as CJSC “FINAM” (Moscow) and OJSC “TALA” (Moscow) where he was supporting investment projects in Russian stock market; he was managing and coordinating investment projects; Gevorg participated in establishment and operating of Closed – ended Mutual Funds. He also has an experience in banking as he was Senior Legal Counsel in the LLC “BTA Bank” (Moscow) where he was particularly dealing with international syndicated loan agreements. Moreover, he worked for the Ministry of Foreign Affairs and Ministry of Defence of Armenia where he was dealing with International Law issues. While working for the Ministry of Defence he became an author of the draft treaty which is being considered at OSCE Headquarters: “Principles of investigation of ceasefire violations along the border of the Republic of Armenia and Republic of Azerbaijan”.

Prior to joining us Gevorg headed the International Legal Cooperation Department at the Ministry of Justice of Armenia where he was involved in legal and judicial reforms. He was one of the key persons for the implementation of the “EU Support to Justice Reform in Armenia” Agreement. Gevorg was responsible for the interstate legal assistance, extradition and transfer of the sentenced persons. Among other things, he was involved in Eurasian Union Law’s development process. He





advises Government on a wide range of contentious and non-contentious International Law and International dispute resolution issues. Recent highlights of his practice include working on an investment treaty dispute (ICSID) under UNCITRAL.

While working for the Ministry of Justice he headed the Working Group for Coordinating the Implementation of Actions stemming from the National Strategy for the Protection of Human Rights.

Languages: Armenian, Russian, English

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Mrs. Tatevik Matinyan

Head of Public Administration Practice, Attorney at law

Education: Tatevik Matinyan graduated from “Mkhitar–Gosh” Armenian-Russian International University (Department of jurisprudence) with Honorary Distinction in 2005, got a master degree from “Mkhitar–Gosh” in 2012. Within the frames of Undergraduate Exchange Program conducted by IREX and founded by the US State Department she studied in University of Nebraska at Kearney, College of Science and Art, USA in the Field of Studies Criminal Justice (2003-2004). Tatevik took English language professional course in “American University” Washington D.C., USA in 2003.

Professional trainings, memberships and publications: Since 2010 she is a member of the Chamber of Advocates of the Republic of Armenia; since 2009 is the founding member and the chairperson of the board of “Center for Strategic Litigations” human rights NGO; founding member of “Youth Center for Democratic Initiatives” NGO, member of “Youth Human Rights Movement” Russia. Tatevik is authored and co-authored of number of books in the field of criminal law, human rights comparative analyzes, constitutional law.

She is a freelance expert and human right specialist, collaborating with different non-governmental organizations and conducting thematic researches, drafting laws, writing peer reviews, developing analytical and comparative researches, conducting seminars and trainings. Recently became the expert of the Venice Commission and conducted training on strategic litigations during meetings at the Council of Europe.

Tatevik has participated in several professional trainings and conferences in France, Poland, Germany, Georgia, Moldova, USA.

Practice Area: Litigation, Human Rights, Constitutional Law, Civil Law and Procedure, Criminal Law and Procedure, Administrative Law and Procedure, Labor Law.

Languages: Armenian, English, Russian.

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Mr. Karen Nalbandyan

External Adviser of Banking and Finance Practice

Education: Karen Nalbandyan graduated from Moscow State University named after M.V. Lomonosov (Faculty of Mechanics and Mathematics) with financial and actuarial mathematics specialization in 2001. Karen holds Russian Federal Financial Markets Service 1.0 and 5.0 certificates.

Professional trainings, memberships and publications: Karen has participated in several trainings and projects in Russia, CIS, East Europe.

Practice Areas: Karen has worked for several financial and investment companies in Russia and Armenia for more than 12 years and has extensive background in Project management, Investment banking, Financial management,

Strategy, Business development and Venture capital.

He started his career in 2002 in Russian insurance Company as the head of actuarial division and was responsible for insurance tariffs, reserves and re-insurance limits calculations and adjustments. Then he moved to RCF Corporate Finance (an investment boutique with financial advisory services, asset management and proprietary investments) as senior analyst at Investment Banking Division and was involved in such deals as acquisitions of two alternative fixed line telecom operators Rosnet and Aerocom by CenterTelecom with combined size of transactions over \$50mn (advisor to the acquirer); \$114mn of project financing for SkyLink telecom group; development of the concept and recommendations for the implementation of the Russian Federal Program of the National technological parks; Penza-GSM mobile operator controlling stake sale; numerous strategic advisory assignments for Svyazinvest Group (now Rostelecom), including five traded corporations with MCAP over \$1bn.

Then he worked in Globex Capital (investment banking company of Vnesheconombank Group) as a project manager at Investment Banking Division having key responsibilities in structuring deals, led planning and budgeting, management accounting, financial control of projects and portfolio companies, built complex financial models, valued equity, priced debt, conducted valuation analysis, wrote investment memoranda, teasers, business plans, helped companies to go through due diligence, negotiated term sheets, share purchase agreements, settlement agreements, loan agreements, pledges, etc. Here he has the following main achievements: LBO of Mirel - the largest manufacturer of cakes in Russia (advisor to the strategic investor on equity side and debt side of the LBO); placement of \$90mn debut credit-linked-notes (CLN) issue of the Siberian regional fixed line telecom operator; \$240mn project financing from Commerzbank for a Russian oil company (advisor to the borrower); \$65mn of project financing for development of «Cascade» - a shopping mall in Cheboksary (advisor to the borrower); structuring and attraction of investments for two closed-end real estate funds in Moscow region, etc. During this period Karen also worked as CDO and CFO of Armenian multi-profile subsidiary managing start-ups and development of industrial and advisory projects. Among key achievements – creation of crushed-stone and stone processing factory strategy and development program; strategic advisory project on creation and development of two Free economic zones (RAO MARS and The Yerevan Computer R&D Institute) in Armenia operated by SITRONICS. Karen also participated in launching and development of several e-commerce and private equity projects.



Karen has an experience with Sberinvest Management Company in Moscow (Venture funds Asset Management Company) heading the Project Management department and dealing with project management, investment analysis, exit strategies development and implementation, financial management, IR and strategy development and consulting. Up to now he has launched 4 new start-ups at seed and early stage with definition of their strategy, business and operational plans. Two exits done during the past 10 months.

Languages: Russian, English, Armenian.

Ms. Nazeli Tovmasyan

Associate, Public Administration Practice

Education: Nazeli Tovmasyan graduated from Yerevan State University (Department of Law) with Honorary Distinction in 2013; she did her Master's degree in International and European Law at Yerevan State University in 2015.

Professional trainings, memberships and publications: Nazeli is a member and the assistant to the Executive Director of the Bar Association of Republic of Armenia (since 2012). She is engaged in the activities of the Armenian Center of International and Comparative Law (ICLaw-Armenia).

Nazeli has participated in series professional trainings in Armenia and Belgium.

Practice Areas: International Law, European Law, Human Rights, Constitutional Law, Civil Law and Procedure, Administrative Law and Procedure, Corporate Law, Labor Law.

Languages: Armenian, English, Russian, French.

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Mr. Yuri Shirinyan

Attorney at Law, Litigation and Arbitration Practice

Education: Yuri Shirinyan graduated from the Yerevan State University, Faculty of Law in 2012.

Professional trainings, memberships and publications: Yuri participated in "Summer Course in Refugee Law" organized by UNHCR. He has participated in several professional trainings in Armenia and abroad.

Practice Areas: Civil Law, Civil Litigation, Arbitration, Administrative Law, Administrative Litigation, Labor Law, Commercial Law.

Languages: Armenian, Russian, English.

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Ms. Gohar Gevorgyan

Attorney at Law, Litigation and Arbitration

Education: Gohar Gevorgyan graduated from Yerevan State University (Department of Law) with Honorary Distinction in 2010; she got her Master's degree in Criminal Law and Procedure at Yerevan State University and graduated with Honorary Distinction in 2012. Now, she is doing her Ph.D. at the Yerevan State University.

Professional trainings, memberships and publications: Gohar is a member of the Armenian Bar Association, Chamber of Advocates of the Republic of Armenia. She has participated in various trainings in Armenia, Russia, and Georgia. She has published more than 10 scientific articles in Criminal and Civil procedure and Advocacy.

Practice Areas: Administrative Law and Procedure, Criminal Law and Procedure, Civil Law and Procedure, Labor Law, Tax Law, Human Rights, Negotiation and Mitigation.

Languages: Armenian, Russian, English.



Ms. Ruzanna Harutyunyan

Junior associate

Education: Ruzanna Harutyunyan graduated from the Yerevan State University (Department of Law).

Professional trainings, memberships and publications: Ruzanna has participated in many professional trainings in Armenia.

Practice Areas: Labor & Employment, Real Estate & Construction, Taxation, Corporate / M&A, Competition & Antitrust, Environmental.

Languages: Armenian, English, Russian, French.

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Ms. Satenik Poghosyan

Office Assistant

Education: Satenik graduated from Yerevan State University (BA Degree of Philology in the field of Linguistics for Cross-Cultural Communication) in 2014. Now, she is doing her Master's degree of Philology in the field of Translation Studies (English and Armenian).

Professional trainings: Satenik passed an internship in the United Nations office in Armenia as a translator. She also had a training with Nayiri Translation Service (London, UK) and worked at the Administrative Court of the RA. At the same time she participated in series of professional trainings and

conferences.

Languages: Armenian, Russian, English, Spanish.

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