



ESTABLISHED 2011

G. A. S. LIMITED

GENUINE ARBITRATION SERVICE

MOSCOW

Our main services are the representation of Russian and foreign companies in international commercial arbitrations either administered by permanent arbitration institutions (LCIA, ICC International Court of Arbitration, International Commercial Arbitration Court at the Russian Chamber of Commerce and Industry, Arbitration Institute of the SCC, VIAC, DIS, SIAC, HKIAC, CIETAC, ICDR, DIFC-LCIA, arbitrations under FOSFA or GAFTA arbitration rules, etc.) or conducted on an ad hoc basis (ad hoc arbitration).

The first arbitrations our lawyers participated in go back to as far as 2002. Since then they have accumulated priceless **experience** in representing clients as counsels in a wide variety of private law disputes referred to international arbitrations seated in Russia and abroad.

Our lawyers have acted as counsels of Russian and foreign companies in arbitrations against adversaries registered in Armenia, Brazil, the British Virgin Islands, Georgia, Israel, Iceland, Kazakhstan, Moldova, Singapore, US, Ukraine, Switzerland, Sweden as well as other jurisdictions.

We handle those arbitrations which conducted in either English or Russian and in which Russian, English or private international laws apply as substantive ones. At the same time, we benefit from a **wide network** of contacts in different jurisdictions across the globe which allows us to help clients even in those arbitrations wherein applicable substantive law is different from the aforementioned.

Affordable fees represent our undoubted competitive advantage on the market. They are **considerably below** the fees of many law firms specializing in the resolution of international commercial disputes. Another important benefit for our clients lies in the fact that we analyze the probability of success of a client's case without any payment obligations on the client's part, i.e. **free of charge**. The analysis, which we communicate to a client in writing, includes an assessment of success as a percentage and brief grounds for such a conclusion.

Being not a large company, we are focused on providing high-quality specialized services for a **reasonable price**. We strive to find financial solutions benefiting both clients and lawyers which take into account the financial capacity of our clients.



**STUDIES THEMSELVES DO GIVE FORTH
DIRECTIONS TOO MUCH AT LARGE, EXCEPT
THEY BE BOUND IN BY EXPERIENCE** [F. Bacon]

[international arbitration
practice since 2002]

Alongside the representation of clients in international commercial arbitrations we also provide legal services on the **recognition** of arbitral awards in those states where the award-debtors are registered or where their assets are located. Most frequently, the recognition proceedings are based on one of the most successful international legal instruments – the UN Convention on the Recognition and Enforcement of Foreign Arbitral Awards (New York, 1958).

We also render legal services in **set aside proceedings** handled by competent national authorities (courts), i.e. in those where a party dissatisfied with an arbitral award challenges the latter. Although as a general rule (which, of course, is not absolute and which requires taking into account national/domestic laws of the state where the challenge is sought) such a challenge can be admitted on limited grounds, it is a rare case when an dissatisfied party does not have recourse to the set aside proceedings.

Apart from the above, if a client so requires we organise and control the **enforcement** of arbitral award proceedings in those states where the debtor's assets are located.

As a general rule, we provide legal services in proceedings on recognition, challenge and enforcement of international arbitral awards (if these proceedings are conducted outside Russia) in cooperation with local consultants, for the courts procedural and enforcement particularities existing in the respective jurisdictions should be heeded to.

At the request of our clients we organize as well a **search of the debtor's assets** in a wide range of foreign jurisdictions involving for these purposes trusted partners. Such a search can be of real use, particularly, while deciding whether arbitral proceeding against a debtor should be initiated and expenses associated therewith should be incurred, given the likelihood of the enforcement of a prospective award.

The benefits of extensive experience in international commercial arbitrations with application of international private law and/or the laws of different jurisdictions expand also our abilities to provide clients with **effective consultancy support** at the stage of drafting and negotiating international commercial contracts.



**EVENTS OF GREAT MOMENT OFTEN
HANG ON TRIFLES**

[Titus Livius]

[mandatory involvement of senior lawyers
in the evidence-gathering process]

Some representative matters our lawyers have been involved in are listed below:

- Representing a large Russian agricultural company in an arbitration under the Rules of Arbitration of the International Chamber of Commerce (ICC) with the seat in London against a Brazilian supplier of soya beans; the dispute was governed (substantive law) by the UN Convention on Contracts for the International Sale of Goods with a subsidiary application of English law;
- Representing an oil trading company in an arbitration under the Arbitration Rules of the London Court of International Arbitration (LCIA) with the seat in London against a Singaporean buyer; the dispute was governed (substantive law) by English law and related to the quality of oil products delivered to Mongolia;
- Representing a Russian company in an arbitration administered by the International Commercial Arbitration Court at the Russian Chamber of Commerce and Industry (ICAC) against a U.S. respondent in connection with a contract on a geological and geophysical survey for the construction of the Black Sea oil export terminal;
- Advising a Russian company on English law issues and on an arbitration clause of the agreement for pipeline inspection surveys at a Russian dry section and shore approach (Nord Stream project);
- Advising a consortium of the largest Russian banks and drafting of an arbitration agreement (with the consolidation and joinder provisions therein) between the banks, a borrower and the Russian Federation in connection with the PPP-agreement;
- Representing a Russian company in an ICAC arbitration against an Icelandic defendant concerning a contract on navigation and geodesic services for the operation of an underwater vehicle in the Baltic Sea;
- Recognition of an ICAC award in the U.S. District Court for the Southern District of Texas;



IF WE WANT TO MAKE USE OF
PEACE, WE HAVE TO FIGHT *[Cicero]*

[representation of clients in arbitrations
administered by the world's major arbitration
centres]

- Advising a large Russian developer and manufacturer of energy systems in a dispute against a Finnish company subject to ICC arbitration concerning the contract of energy equipment sale;
- Advising a Russian company on an arbitration agreement with a large foreign oil company subjecting disputes to English law (substantive one) and referring them to arbitration under the Arbitration Rules of the Arbitration Institute of the Stockholm Chamber of Commerce (SCC);
- Advising a large Russian food factory in a dispute subject to arbitration under the Swiss Rules of International Arbitration against a Dutch company and its Italian subsidiary in connection with a supply of equipment contract;
- Representing a large German group in an ICAC arbitration against a Russian claimant relating to the issuance of bank guarantees;
- Advising a Russian company on several issues of arbitrations under the Arbitration Rules of the Singapore International Arbitration Centre (SIAC);
- Advising a large Russian construction group in a dispute subject to arbitration under the Rules of Arbitration of Vienna International Arbitral Centre (VIAC) against an Italian company in connection with a supply of building equipment contract;
- Advising a Russian company on issues of arbitrations under the Arbitration Rules of the Dubai International Arbitration Centre and under the DIFC-LCIA Arbitration Rules;
- Advising an Italian company in an ICC arbitration against a Russian factory relating to a supply of equipment contract;
- Advising a large Maltese bank in a dispute subject to LCIA arbitration against a Russian bank concerning a shareholder agreement;
- Advising a large Russian construction company in a dispute subject to ICC arbitration against an international hotel group in connection with the construction of a luxury hotel in Moscow.



**ANY WORK WHICH IS POORLY DONE IS
ALSO A LIE. IT IS DISHONEST** [S. Smiles]

[seeking the best results for
clients]

Some feedback from our clients are listed below:

I would like to thank Genuine Arbitration Service Ltd. for their priceless assistance in an arbitration administered by the International Commercial Arbitration Court at the Russian Chamber of Commerce and Industry. This case was a very complicated one; I believe it was one of the 10 most difficult cases I participated in in terms of fundamental issues of law which had to be dealt with.

Maxim Kulkov, Head of Dispute Resolution Freshfields Bruckhaus Deringer Moscow (now – Managing Partner at Kulkov, Kolotilov and Partners)

Genuine Arbitration Service Ltd. advised us on the jurisdictional issues of a dispute in connection with a transaction involving several contracts, disagreements out of which were subjected to different forums (including LCIA, as well as the courts of England and Wales). We are grateful to the lawyers of Genuine Arbitration Service Ltd. for dealing with our tasks with professionalism, competence and efficiency which demonstrated their strong academic background coupled with the extensive experience in the resolution of international commercial disputes. Undoubtedly, we will be ready for a future co-operation with Genuine Arbitration Service Ltd. and recommend this firm as a counsel in international commercial arbitrations.

Olga Lozovaya, lawyer of FRONTIER MINING LTD, Cayman Islands

I would like to express my gratitude to Genuine Arbitration Service Ltd. for the successful representation of our company in two arbitral proceedings: one was administered by the International Commercial Arbitration Court at the Russian Chamber of Commerce and Industry and another – by Gazprom arbitration court. In each of these proceedings Genuine Arbitration Service Ltd. showed a competent approach to handling the cases, professionalism and high level of discipline.

A.Y. Yuriev, Commercial Director, Svarog LLP, Moscow

Genuine Arbitration Service Ltd. proved itself as a partner capable of solving complex tasks in adjudication of international commercial disputes by arbitral tribunals.

E.P. Gorbunova, Head of Legal, SMAK JSC, Yekaterinburg, Russia



HOW MANY THINGS ARE LOOKED UPON AS
QUITE IMPOSSIBLE UNTIL THEY HAVE
ACTUALLY BEEN EFFECTED

[Pliny the Elder]

[support of clients in complex
cross-border disputes]

We would like to thank Genuine Arbitration Service Ltd. for their invaluable services rendered in an arbitration administered by the London Court of International Arbitration (LCIA). The lawyers carried out an enormous work with a high level of professionalism and patience. The case was resolved in our favour.

Alina Yakhlakova, Representative of Petrovector Energy Ltd., British Virgin Islands

Genuine Arbitration Service Ltd. advised us on various legal issues in an arbitration administered by the International Commercial Arbitration Court at the Russian Chamber of Commerce and Industry against a German supplier of technological equipment. We are thankful for promptness in dealing with our request, a thorough analysis of the documents at stake and diligence in the provision of services.

E.F. Nikolayeva, CEO, Uchet Audit Service Ltd., Moscow

Services provided by Genuine Arbitration Service Ltd. were of high quality and corresponded to our expectations. The results of the lawyers' work evidence of their extensive experience in the resolution of disputes by international commercial arbitral tribunals.

N.A. Khaustov, CEO, Energy Star JSC, Saint-Petersburg

Genuine Arbitration Service Ltd. represented us in an arbitration against Brazilian supplier of agricultural goods. The arbitration was conducted under the Rules of Arbitration of the International Chamber of Commerce (ICC) with the seat in London; the UN Convention on Contracts for the International Sale of Goods applied to the substance of the dispute with subsidiary application of the English law. We are very satisfied with the quality of services provided by Genuine Arbitration Service Ltd. Apart from that matter, this law firm advised us (i) on certain issues of arbitrations under the arbitration rules of the Federation of Oils, Seeds and Fats Associations Ltd (FOSFA) and of the Grain and Feed Trade Association (GAFTA), as well as (ii) on several issues of English law. We would like to express our thanks for a consistently high professional level of services and extraordinary dedication to the client. Reasonable fees charged by the firm for such a high-quality job is of a special note.

Vladimir Khomyakov, Deputy Head of Legal and Corporate Affairs, Rusagro Group of Companies, Moscow



**IT IS BETTER TO WIN BY INGENUITY
AND BRAIN RATHER THAN BY
REBELLION**

[John of Damascus]

[pursuit of unconventional solutions for
effective representation]

INTERNATIONAL ARBITRATION PRACTICE

Should you have any further queries please do not hesitate to contact Vladislav Zaytsev,
a managing partner and the firm's Head of International Arbitration Practice

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