



KOSTA
LEGAL





ABOUT US

Kosta Legal is a results-oriented law firm offering a wide range of legal services to both new entrants and well-established businesses in Uzbekistan with particular expertise to offer legal advice and services to foreign investors.

We help our clients navigate through the constantly evolving Uzbek legal environment that is characterized by frequent changes and ambiguity in the actual application of legal norms, which may pose serious challenges to foreign investors, in particular. We at Kosta Legal are uniquely qualified to address these operational challenges in the Uzbek context and our law firm has the necessary legal expertise, resources and flexibility to overcome matters of various complexities.

We see our role as a local legal counsel in being first-to-call when our clients require high-quality and effective legal advice to facilitate their activities in Uzbekistan. This might include examining complex multi-party loan agreements for their compliance with Uzbek legislation or hiring/firing personnel; representing a client in negotiations for an investment agreement with Uzbek authorities or assisting in obtaining relevant licences to undertake necessary business activities; litigating in court on behalf of a client over a multi-million dollar dispute or assisting in obtaining visas for staff.

Based in Tashkent, Uzbekistan, we work with multi-national and Fortune 500 companies, financial institutions (including regional development banks), the governments of different states, and small and medium-sized businesses, along with start-ups.

WHY CHOOSE KOSTA LEGAL?

Excellent Performance

We strive to be the best in our fields of expertise and deliver the highest standard of service to our clients. Our lawyers are industry leaders in practice areas such as corporate law and regulatory environment, mergers and acquisitions, bankruptcy and restructuring, banking and finance, international trade and competition, real estate and construction, labour and employment. Our expertise and special interests particularly lie in the oil and gas, energy, mining, telecommunications, pharmaceuticals, construction and consumer goods sectors.

Customized Approach

At Kosta Legal, we believe in taking a customized approach to our clients and their needs. We always make the time to learn about the client's business, its structure and model as well as the environment in which it operates. This gives us an intimate knowledge and understanding of our client's needs and helps them to achieve their objectives.

Creative Thinking

At Kosta Legal, we deliver creative and pragmatic solutions that are consistent with our clients' commercial objectives in the most efficient and cost-effective manner. We always stand behind our legal advice and are ready to defend our position with any third party entity, including government authorities and courts. Our lawyers make things happen.

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We strive to be the best in our fields of expertise and deliver the highest standard of service

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Professional Team

The team of professionals at Kosta Legal is the firm's greatest asset. We are proud of our experienced and incredibly devoted team of lawyers and support staff.

The professionals at Kosta Legal are known for their excellence, innovative approaches to problem solving and willingness to exceed expectations. Our lawyers are widely recognized for their exceptional knowledge in their fields of expertise, as attested by a number of reputable independent rankings.

Kosta Legal attaches great importance to professional development and the team's continued legal training. As the legal landscape is ever-changing, we strive to keep abreast of these developments by ensuring that our lawyers and support staff are up-to-date with current practice. In order to achieve this, we have developed and implemented a holistic system of continued learning that allows our professionals to proudly stand at the forefront of legal science.



Azizbek Akhmadjonov
Founding Partner



Nail Hassanov
Founding Partner

KOSTA LEGAL



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Highly competent and diligent experts. They demonstrated very professional work and streamlined our negotiations with the state tax and foreign relations authorities.



They have extensive market experience and are very thorough, conservative and attentive to our needs and timing.



Founding partners of the firm are praised for being extremely proactive, helpful and always available.



They understand our business needs and always keep the big picture in mind.

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Banking and Finance



OUR PRACTICE

Our Banking and Finance team has extensive experience and an unsurpassed knowledge of the complexities of the Uzbek banking and financial sector. We provide legal advice on all types of financing, including corporate financing, acquisition financing, asset financing, project financing, syndicated and bilateral loans, financial leases, Islamic finance and export credits.

Moreover, we have considerable experience advising on Uzbek foreign exchange control mechanisms and regulations as well as on the licensing regime in the banking, financial services and securities markets.

Our lawyers advise investment and commercial banks, institutional investors, investment funds, insurance companies, asset managers, large corporate clients, governments and state-owned enterprises on capital markets and banking matters.

OUR SERVICES

- Banking and credit products
- Asset-backed finance and securitisation
- Project finance
- Structured finance
- Secured lending transactions
- Foreign exchange controls, licensing and regulatory compliance
- PPPs and infrastructure financing
- Real estate and construction financing
- Distressed debts settlement
- Financial restructuring and insolvency
- Banking and financial litigation
- Insurance claim resolutions

Recent engagements

- Acting as local counsel to a consortium of international lenders in the financing of a leading Russian oil and gas company's multi-million dollar limited recourse project
- Acting as legal counsel to a borrower (a leading financial leasing company in Uzbekistan) to arrange a debt investment from one of the largest Islamic financial institutions
- Acting as local counsel to a consortium of financiers engaged in the construction and operation of a gas-to-liquid plant
- Representing one of the largest Asian commercial banks in its financing of an Uzbek telecommunications company
- Acting as local counsel to a regional development bank to develop a financing structure for the funding of a state rural housing project

Corporate and M&A



OUR PRACTICE

Our services in the area of corporate law include general corporate advice, commercial law, and mergers and acquisitions. We provide clients with cutting-edge, efficient and pragmatic legal advice and insights across a broad range of industries.

Kosta Legal's Corporate and M&A team advises leading international and local companies on the corporate law matters that they face in all stages of a company's life cycle. We help our clients establish their presence in Uzbekistan by developing optimal corporate structures, incorporating new legal entities, and assisting in the creation of joint ventures, accreditation of representative offices and registration of permanent establishments. We draft charters, shareholder agreements, joint venture agreements, by-laws, governance policies and other corporate documents. We assist our clients in preparing for, and holding, general meetings of shareholders, protecting their rights and ensuring compliance with corporate-related requirements, such as licensing, filing, reporting, disclosures and more.

We also advise on the dissolution of companies, joint ventures and formulating exit strategies that address issues such as ownership and licensing of intellectual property, division of territories and customers and non-competition agreements.

Our lawyers are experienced in negotiating, drafting and reviewing all types of commercial agreements, including international trade contracts, distribution, supply contracts, franchising, agency, manufacturing, licensing, outsourcing and other agreements. Our lawyers assist and represent clients in dealing with state authorities in the registration of commercial contracts, if required, and in obtaining licences and permits for their business operations.

Proposed transactions are scrutinized for their compliance with Uzbek laws to fight against the financing of terrorism and corruption and, where applicable, for their compliance with the relevant provisions of the FCPA and the UK Bribery Act. Our professionals also assist in conducting due diligence and internal investigations on the compliance of a company's internal policies with FCPA and the UK Bribery Act requirements.

Our lawyers are recognized experts in the area of M&A. The Corporate and M&A team offers our clients services on structuring and implementing transactions, including due diligence, currency control, merger clearance, negotiation and drafting of contracts and other transaction documents, including share purchase agreements, shareholders agreements, security documents, and bank guarantees.

OUR SERVICES

• Corporate

- Company formation
- Joint ventures, partnerships
- Charters, by-laws, governance guidelines, codes of conduct and other corporate programs, policies and procedures
- Corporate governance
- Corporate compliance (reporting, filing, disclosures)
- Corporate restructuring
- Dissolution and bankruptcy
- General meetings of shareholders
- Corporate disputes and shareholder litigation

• Commercial

- International trade contracts
- Distribution
- Supply contracts
- Franchising agreements
- Agency agreements
- Licensing agreements
- Licences, permits and permissions
- On-going business operations

• M&A

- Complex negotiations
- Due diligence
- Share purchase agreements, shareholder agreements and other transaction documents
- Corporate resolutions
- Merger and other regulatory clearances
- Staff transfers and dismissals
- Executive succession
- Share and asset deals

Recent engagements

- Drafting and negotiating a joint venture agreement between a foreign investor and an Uzbek state-owned company in the oil and gas sector
- Acting as local counsel for a regional development bank in connection with its investment in an Uzbek printing company, including carrying out a legal due diligence review and transaction support services
- Representing the interests of a European investor in the dismissal of its subsidiary's director and restoration of control of the company
- Acting as a representative of a foreign investor in the liquidation process of its local subsidiary with an annual turnover over USD \$12m
- Developing internal policies, procedures and regulations for the operational activities of a leading financial leasing company in Uzbekistan
- Legal due diligence of an Uzbek commercial bank in an M&A deal
- Representing a foreign purchaser in its acquisition of a textile factory with further investment obligations



Real Estate and Construction

OUR PRACTICE

Real Estate and Construction is a key area of our practice. Our professionals provide comprehensive and commercially driven legal advice that meets the needs of our clients during real estate transactions and throughout all stages of a construction project. We combine legal expertise and extensive experience in this area with an innovative and pragmatic approach that considers all the special features of navigating the real estate business in Uzbekistan.

Our experts regularly represent local and foreign investors, sponsors and lenders, commercial banks and leasing companies, embassies and trade missions, landlords and tenants, construction companies and developers, and manufacturers and agricultural companies in transactions involving commercial, industrial and residential real estate. We are actively engaged in all stages of a real estate transaction: from legal due diligence, transaction structuring and funding to contract negotiations, registration of transfers of title and property management. Our team has enthusiastically supported the construction of a range of green-field and brown-field projects and infrastructure development projects of different complexities and scales.

OUR SERVICES

• Real estate transactions

- Legal due diligence
- Transaction structuring
- Transaction negotiation
- Real estate financing
- Tax implications of deals
- Mandatory state registration of deals with real estate and title transfer
- Operation and management
- Securitization (charges, mortgages and other collateral agreements)
- Dispute resolution

• Construction

- Legal due diligence
- Legal matters concerning design and engineering documentation
- Land allotment/acquisition
- Licences and permits (project approval, design and construction permits and authorizations, licences and environmental permits)
- Negotiation and contracting construction companies according to FIDIC standards
- Construction and commissioning
- Industrial safety
- State acceptance of the project
- Title registration of assets under construction
- Operation and management
- Dispute resolution

Recent engagements

- Representing an investment fund to facilitate its investments into a company operating in the commercial real estate market
- Acting as local counsel to the government of a European state during the transfer of immovable property to a public fund along with the further sale of the property on the open market
- Acting as local counsel to the government of a foreign state in the purchasing of a residence for the ambassador
- Representing a foreign investor in the purchase of the largest state hippodrome and a stud farm
- Acting as counsel in the construction of a copper processing plant

Project Finance and Infrastructure Development



OUR PRACTICE

Project finance and infrastructure development in Uzbekistan has grown considerably since 2000. At Kosta Legal, we recognize that through the effective participation of the private sector in infrastructure development and the implementation of limited-recourse projects, the government can more effectively achieve its economic and social goals. Kosta Legal is ready to assist both the private sector and public agencies in their efforts. Kosta Legal's Project Finance and Infrastructure Development Practice team uses its knowledge and experience to provide clients with the highest quality in-depth legal and strategic advice on all aspects of the development, financing and operation of a project from implementation to completion. Our lawyers are incredibly experienced in advising sponsors, creditors, banks, credit agencies, underwriters, advisors, special purpose vehicles, construction companies, multilateral institutions and public sector bodies. Kosta Legal's professionals have extensive experience in the infrastructure development and financing of projects across a wide range of industries, including transport, energy, water and wastewater management, oil and gas, mining, manufacturing, construction, and social infrastructure. Given the size of the financial resources committed and the impact that these projects regularly have on the local economy, along with the number of local and foreign parties involved in the project development and implementation, many of the projects involving our specialists can be described as high-profile and complex.

OUR SERVICES

- Legal due diligence
- Project structuring
- Structuring and negotiation of financing and securitization
- Establishment, operation, and liquidation of all project financing related legal entities
- Preparation and negotiation of all project related contracts (shareholders agreements, joint venture agreements, investment agreements, contract agreements, off-take agreements, supply agreements, concession/licensing agreements, product sharing agreements, operation and maintenance agreements, technical service agreements, etc.)
- Advice on all financing documents (inter-creditor agreements, loan agreements, facility management agreements, security agreements)
- Advice on legal and administrative regulations
- Permits and licences related to project development and implementation
- Dispute resolution

Recent engagements

- Acting as local counsel for a leading European construction company in the energy sector in its project for the construction of a combined-cycle power plant
- Acting as local counsel to a consortium of financiers engaged in the construction and operation of a gas-to-liquid plant
- Acting as local counsel for the construction and operation of a gas-to-petrochemical plant - the largest petrochemical project financing transaction in the former Soviet Union
- Advising a company involved in the construction of a national highway on its daily operations
- Acting as counsel for a foreign investment bank financing the construction of a soft drinks factory



Cross-Border Trade and Customs

OUR PRACTICE

Kosta Legal regularly advises companies engaged in international trade by providing custom legal solutions to handle and resolve complex customs and trade-related matters. Our Cross-Border Trade and Customs Practice team is a group of highly-qualified lawyers who possess extensive and broad experience in this area.

We specialize in structuring cross-border deals that take into account existing foreign currency practices in Uzbekistan, and consider tax implications along with stringent and complex customs regulations. Our specialists have developed a number of innovative structures in import-export operations that not only adhere to the requirements of Uzbek law, but also to the internal compliance requirements of foreign parties, particularly those that combat bribery, corruption and money laundering.

The quality, attention to detail and practical implementation of these schemes distinguishes us from the rest of the legal market. Our professionals routinely represent clients in their relations with the Uzbek customs authorities with respect to import-export operations, customs clearance, customs controls and payments of customs duties.

Specific areas

- Export-import operations
- Customs and foreign exchange regulations
- Agency and distribution
- Trade structuring
- Contract law
- Structured trade and commodity finance
- Settlements under cross-border trade transactions
- Dispute resolution

Recent engagements

- Representing a leading European stainless steel tank producer in a contract for the supply of its products on credit basis
- Advising an exclusive Korean automobile distributor on the structure of importing cars to Uzbekistan and customs clearance matters
- Advising an international mining company on import procedures, including the temporary import of specific goods, e.g. armoured vehicles, live animals and others
- Regularly advising foreign goods suppliers on the various ways to receive payment in foreign currencies considering the existing complications with foreign currency conversion in Uzbekistan
- Representing a client in a court dispute against the state customs authority regarding the incorrect levy of customs payments



Competition and Antitrust

OUR PRACTICE

Competition regulation has always been high on the agenda of numerous countries and Uzbekistan is no exception. In recent years, the Uzbek state competition authority has begun to play an active role in extensively regulating and monitoring business practices in numerous markets as well as protecting consumer interests. As a result, competition laws have proliferated and become increasingly complex.

The lawyers at Kosta Legal are ideally positioned to provide clients with exceptional legal services, assisting them in ensuring their compliance with anti-competitive regulatory requirements and minimizing the risk of infringing competition law. Our lawyers possess deep knowledge and vast experience in a number of key areas of competition and antitrust legislation, including merger control, concerted practices, abuse of dominance, unfair competition, antidumping and other related matters.

Specific areas

- Antitrust
- Merger control and clearance
- Abuse of dominance
- Anti-competitive concerted/restrictive practices
- State monopolies, market dominant positions
- Public procurement
- Distribution, consumer and advertising law
- Competition investigations, administrative hearing and court proceedings

Recent engagements

- Assisting a leading Korean commercial bank in obtaining M&A clearance from the state competition authority for the purchase of an Uzbek commercial bank
- Representing a leading international pharmaceutical company in a dispute with the state competition authority regarding the company's promotion materials
- Representing a leading international pharmaceutical company in a dispute concerning its competitor's unfair competition practices
- Assisting a European investor in obtaining clearance from the state competition authority for the acquisition of a company operating in the oil and gas sector
- Representing a client in an administrative hearing on a claim of the state competition authority regarding alleged restrictive practices

Labour and Employment



OUR PRACTICE

Our Employment Law practice specializes in a wide range of employment matters across all industry sectors. We always make it a priority to thoroughly understand our clients and their industry-specific needs in order to assist them in finding solutions to employment matters in an effective and efficient way.

Our team regularly advises clients on structuring labour relations, headcount optimization, employment of foreign personnel, employment contracts and their modification and termination, internal company working rules, collective labour agreements and relationships with local labour authorities. Our lawyers are also experienced in representing employers in human resources-related disputes.

Additionally, we regularly provide updates on employment-related changes in Uzbek law that affect the day-to-day operations of companies in Uzbekistan.

OUR SERVICES

- Drafting, amending and terminating employment contracts
- Negotiating, drafting and modifying collective bargaining agreements
- Drafting documents governing labour relations (policies, internal regulations, orders, employee manuals, duty instructions)
- Advising on salaries, compensation, severance and other allowances, social and medical insurance for employees and managers
- Employment and migration due diligence
- Employment of foreign personnel (licences, work permits, visas)
- Advising on the application of disciplinary measures
- Staff reduction
- Confidentiality and non-competition agreements
- Personal data collection, processing and transfers abroad

Recent engagements

- Employment due diligence for a company operating in the mining sector
- Obtaining licences for the employment of foreign personnel and obtaining work permits for foreign employees of an Uzbek telecommunications company
- Development of internal employment policies and regular monitoring of employment practices for their compliance
- Representing an employer in its dispute with employees over the termination of employment contracts
- Representing a large textile company during its staff reduction process



Dispute Resolution

OUR PRACTICE

Kosta Legal's lawyers have long been recognized as industry leaders in Uzbekistan. Our team has significant experience in factually and legally complex local and cross-border disputes in all fields of commercial law. Our success in dispute resolution is strongly supported by our lawyers' in-depth understanding of governing laws, commercial customs, and business culture in Uzbekistan.

Our litigation lawyers have extensive experience in representing our clients in the Supreme Court, the Higher Economic Court, lower courts, arbitration courts as well as before quasi-judicial and competition authorities. We also represent clients in administrative procedures before state agencies and authorities, such as the Antimonopoly Committee of Uzbekistan.

We provide both pre- and post-dispute advice. Our lawyers frequently participate in the preparation of legal opinions and advice on pleadings abroad. We also assist clients in the recognition and enforcement of foreign arbitral awards and judgments.

In all our cases, we aim not only to win in court, but also to ensure the enforcement of the court's decision.

OUR SERVICES

- Litigation risk analysis
- Developing a litigation strategy
- Developing a legal position on a legal action and preparing legal opinions
- Collection of evidence, preparing statements of claim, counterclaims, complaints, motions, petitions, appeals and cassation appeals and other service documents
- Representing clients during execution proceedings
- Enforcement of judgments as a part of the execution proceedings
- Enforcement of foreign judgments and international arbitral awards
- Drafting and executing settlement agreements
- Assistance in administrative inquiries and procedures

Specific areas

- Arbitration
- Debt collection litigation, including disputes involving distressed debt
- Administrative and other disputes with public authorities (tax and customs authorities, etc.) and local government bodies
- Corporate litigation; disputes related to acquisitions of control over legal entities, in particular
- Commercial disputes over contracts and other business arrangements
- Bankruptcy and insolvency litigation
- Disputes related to immovable property or immovable property rights
- Labour disputes
- Investment disputes
- Bankruptcy and insolvency litigation

Recent engagements

- Representing the interests of a European investor in court in the matter of restoring control over its local subsidiary and the return of its investments
- Representing the interests of a Russian investor in court in a dispute with the state over recognizing the invalidity of the share purchase agreement of a large commercial facility
- Representing a Chinese supplier of industrial equipment in out-of-court proceedings in a dispute arising from non-payment for supplied goods
- Representing a leading global pharmaceuticals company in a dispute concerning its competitor's unfair competition practices
- Representing a client in their dispute with the state tax and customs authority on an improper tax levy and mandatory payments
- Representing the interests of a European contractor in a dispute over the registration and taxation of its permanent establishment



Energy and Natural Resources

OUR PRACTICE

Continued economic growth and a growing need for energy contributes to the increasing demand for natural resources in Uzbekistan. The Uzbek government is implementing a number of programs aimed at increasing the production capacity of its energy and natural resource sectors by modernizing and expanding existing infrastructure and mining sites as well as by developing further capacity for the production of renewable energy. At Kosta Legal, we are proud to participate in this process by contributing our services and expertise.

The Kosta Legal Energy and Natural Resources Group is a team of dedicated professionals that combine their skills, in-depth knowledge and experience to provide comprehensive counselling and strategic regulatory advice to public agencies, mining and energy generation and distribution companies, financial institutions and international agencies. We have a profound understanding of the business needs of parties involved in the oil and gas, power generation, renewable and alternative energy, coal and iron ore mining and infrastructure sectors.

Our lawyers provide bespoke legal services ranging from general consultation on regulatory requirements to advising on project development, from the structuring of project financing to the drafting and negotiation of contractor agreements for power generation and transportation facilities, to providing assistance in obtaining extraction licences and concession rights, the drafting and negotiation of production sharing agreements, and making investment agreements with the state.

Our services

- Advising on legal matters related to the exploration, production, distribution and transportation of oil, gas and other natural resources
- Drafting and negotiating contracts for acquisitions and divestitures of oil and gas properties and facilities
- Drafting and negotiating joint operating agreements, concession agreements and production sharing agreements
- Drafting and negotiating contractor and technical support agreements, outsourcing and service agreements
- Advising on general regulatory and compliance matters
- Advising on, and assisting with, licensing regimes, permits and approvals
- Legal due diligence
- Structuring of transactions and financing
- Operation and management of power generation facilities
- Environmental matters
- Dispute resolution

Recent engagements

- Acting as local counsel to a consortium of financiers engaged in the construction and operation of a gas-to-liquid plant
- Acting as local counsel for the construction and operation of a gas-to-petrochemical plant – the largest petrochemical project financing transaction in the former Soviet Union
- Drafting and negotiating a production sharing agreement in the mining sector
- Assisting a leading oil and gas company in obtaining a mining allotment act and a licence for the exploration of gas fields
- Providing a general overview of the energy market in Uzbekistan and assisting a European company in participating in the tender process for the construction of a solar plant

Pharmaceutical and Healthcare



OUR PRACTICE

The pharmaceutical and healthcare industry is one of Kosta Legal's key engagements. We provide legal support to our clients operating in industries including pharmaceuticals, medical services, medical products and equipment, cosmetics, and specialty food products.

Members of our Pharmaceutical and Healthcare Practice Group proactively provide tailored, comprehensive and practical advice to our clients based on their extensive experience, knowledge and fundamental understanding of the relevant industries. Our clients regularly engage us to provide them with expert advice during all operational stages, but we particularly focus on regulatory issues, sales, competition and intellectual property law matters, such as licensing, approvals and permits, trade regulations, price setting, advertising, labelling, trademarks and patents.

Our professionals also assist clients in conducting due diligence and internal investigations into their compliance with the company's internal policies, including those covered under the US Foreign Corrupt Practices Act of 1977 (FCPA) and the UK Bribery Act of 2010.

Specific areas

- Government approvals (licensing of pharmaceutical activities, registration of medical devices and pharmaceutical products, certification of medical equipment, etc.)
- Import-export operations (contractual arrangements, customs clearance, forex regulations)
- Distribution (due diligence of potential distributors, development of distribution schemes, distribution infrastructure)
- Competition matters (M&A, distribution and franchising, price setting, advertising and product promotion)
- Intellectual property (patents, trade names, trademarks, parallel imports, infringing products)
- Licensing and franchising
- Product liability and product safety
- Human resources matters (employment, benefits and compensation schemes, non-competition agreements, non-disclosure agreements, internal policies, personal data protection)
- Compliance matters (anti-bribery and anti-corruption, engagement of state health professionals, tenders)
- Dispute resolution

Recent engagements

- Assisting a client in obtaining a licence for the production and wholesale of pharmaceutical goods
- Legal due diligence of a large pharmaceutical production facility
- Developing internal policies, procedures and regulations for the operational activities of a world leading pharmaceutical company in Uzbekistan
- Representing a leading international pharmaceuticals company in its project to conduct clinical trials in Uzbekistan
- Assisting a client to import non-standard medical equipment and in the receipt of mandatory state certifications and permits



Telecommunications, Media and Technology

OUR PRACTICE

As one of the fastest growing sectors in the global economy, the telecommunications, media and technology (TMT) industry offers a wealth of opportunity for businesses. At the same time, due to technological advances, rapidly changing business models and a generally competitive environment, certain aspects of the TMT industry in Uzbekistan lack adequate regulation or market precedents. Appreciating such peculiarities in this area of business, our TMT practice team has the skills required to provide our clients with up-to-date legal advice and cutting-edge practical solutions, ensuring that our clients are able to successfully operate in the country.

Our experience extends to all segments of the telecommunications industry and we represent telecommunications companies engaged in local and international markets, along with infrastructure providers, hardware and software manufacturers, software licensors, outsourcing providers, internet companies, website developers, and the like.

Specific areas

- Telecommunications services and telecommunications infrastructure
- Equipment supply, maintenance and support
- Licensing and overall regulatory compliance
- Privacy and data protection
- Technology and product development
- Outsourcing and freelancing
- Advertising and marketing
- Dispute resolution and litigation

Recent engagements

- Advising a leading telecommunications equipment provider on its daily operations in Uzbekistan
- Legal due diligence of a telecommunications infrastructure company
- Representing a foreign owner of a software development company during the transfer of ownership to another foreign entity
- Conducting legal due diligence and providing legal assistance in acquisition of an internet provider
- Acting as local counsel for a foreign bank financing the purchase of cellular and other high-technology equipment for one of the leading Uzbek telecommunications service providers



Retail and Consumer Goods

OUR PRACTICE

Nowadays, the retail sector is under constant competitive and compliance pressure. Retail chains, multinational brands, consumer goods producers, distributors and importers are also challenged by Uzbekistan's foreign currency conversion issues. Consequently, players in the retail market are seeking effective business-oriented advice to overcome these challenges, particularly those concerning foreign currency conversion and customs clearance. Possessing fundamental knowledge and understanding of the special features of Uzbekistan's retail business field as well as having extensive experience in dealing with the most complex legal, customs and tax issues in the market, Kosta Legal's Retail and Consumer Goods Practice is perfectly positioned to help clients overcome these challenges and achieve their business objectives.

Our lawyers proactively advise clients operating in such sectors as food and beverages, clothing and footwear production, alcoholic and tobacco products, pharmaceuticals, household chemicals, consumer electronics and automotives throughout the complexities of their entire life cycle - from the company's formation and launch of its operations to the introduction of its products and distribution network arrangements, to litigation and IP protection and beyond. Kosta Legal's Retail and Consumer Goods team regularly advises clients on all commercial transactions, including supply and distribution agreements, joint venture and partnership arrangements, franchising and licensing issues. Proposed transactions are examined for their compliance with Uzbek legislation to combat against the financing of terrorism and corruption and, where applicable, for their compliance with the relevant provisions of the FCPA and the UK Bribery Act.

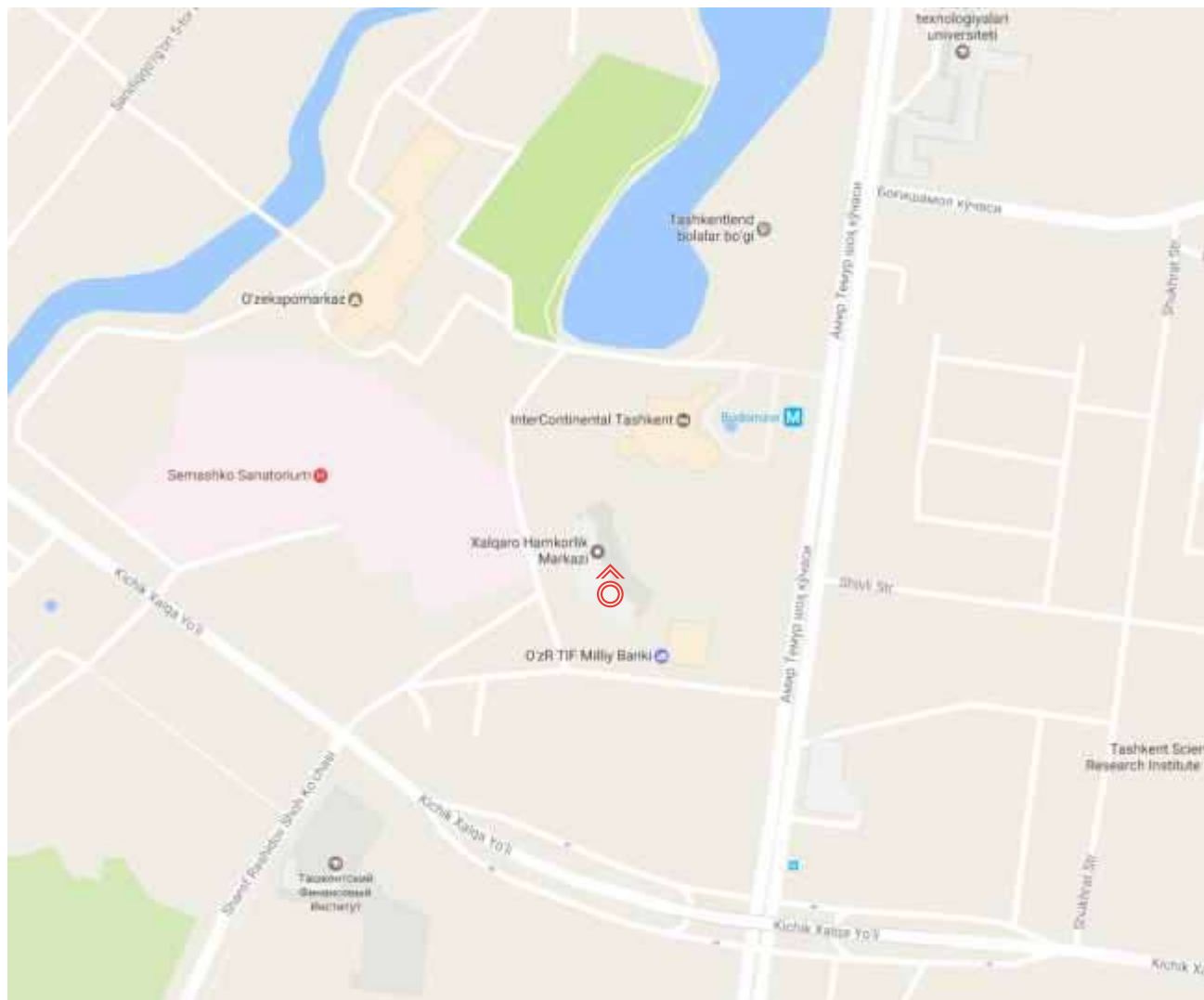
Specific areas

- Franchising
- Antitrust and competition law matters
- Marketing, advertising and other types of promotion
- Import-export operations
- Commercial relationships, including logistics, distribution, packaging, manufacturing and marketing and sales
- Customs and foreign exchange regulations
- Certification, licensing and regulatory compliance
- Product liability and foods safety issues
- IP protection
- Debt finance arrangements and securitization structures
- Dispute resolution
- Real estate matters: construction, acquisition, lease, sale and leasebacks of supermarkets, shopping centres, warehouses, etc.
- Anti-money laundering and bribery/corruption checks

Recent engagements

- Development of the legal aspects of the distribution network in Uzbekistan for a leading international tobacco company
- Assisting a client in obtaining required permits and certifications for the production of food products and beverages
- Regularly advising foreign FMCG suppliers on various ways of receiving payments in hard currency given the existing difficulties with foreign currency conversion in Uzbekistan
- Legal due diligence of a large soft drinks producer for the purposes of attracting foreign investments
- Representing a client in a dispute over the unauthorized use of the client's international trade name

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