

Lovells



Moscow

About the firm

Lovells is a leading international legal practice with over 350 partners and 1,700 lawyers. We work with our clients in commercial, regulatory and legal arenas in pursuit of their business goals.

Clients take centre-stage in this firm, because we know that we only prosper as we meet their needs and exceed their expectations. As a result we have expanded rapidly over the past few years. We now serve them in all of the world's major economic centres.

Many of our clients operate globally. They have exacting legal requirements. We offer clear, practical advice on complex legal issues. We also make a point of getting to grips with their businesses – since the best advice is fed by in-depth industry knowledge.

We have a strong collaborative ethos. Our top-flight local lawyers work closely with their international colleagues. Clients often tell us they value the way we co-ordinate our activities for them around the world. We are cited by the Financial Times as one of Europe's most innovative legal firms.

Continual improvement is at the core of our philosophy. We focus on bringing together the wealth of knowledge available here so that we can get it to our clients as seamlessly, and as cost-effectively, as possible.

***“rational and reasonable lawyers who make your deal run smoothly”
Chambers Global 2007***

Lovells in Moscow

Russia is undergoing an enormous economic transformation. With its maturing commercial, consumer and financial markets and rapid growth this powerful economy has emerged as a compelling investment destination. At the same time, powered by the stronger domestic markets, Russian companies are expanding internationally.

In our Moscow office you will find international lawyers with strong local roots. Although we formalised our Russian presence in 1997 when we set up our accredited office, we have been advising foreign investors and Russian clients since the early 1990s.

We have always taken a pragmatic approach to the law. We concentrate on adding value with our legal work. Our talented team in Moscow has achieved that, consistently, for over a decade. They have significantly helped and impressed a succession of clients with their dedication and drive. As a result, the Moscow office has grown rapidly.

Our highly capable lawyers in Moscow have the critical skills and experience to get to the nub of complex issues swiftly. Their advice is always relevant to the problem.

The Moscow office is very close to all of the firm's other offices, allowing it to advise and assist on even the most challenging multi-jurisdictional transactions.

Our practice

Lovells today is one of Russia's leading law firms. We take on complex multi-jurisdictional assignments for both inward and outward investors. Whether we are dealing with transactions, disputes or advisory work, we always deliver top-quality services.

International clients want advisers who understand the market. We have been active in the region since the early 1990s – not just in Russia, in every major CIS jurisdiction. Our thriving domestic legal practice is an important source of strength. It gives us first-hand knowledge of what it takes for businesses to succeed in Russia. On a daily basis we are dealing with advisers, government bodies and its leading companies.

Our clients can rely on informed, experienced advice. We know how local businesses and regulators like to operate and we have built up strong working relationships with local practitioners. Our service encompasses all aspects of business law. We handle corporate matters, finance and capital markets, real estate, intellectual property and dispute resolution.

We are especially active in M&A. In 2007 the respected Russian business magazine “Mergers and Acquisitions” ranked us a top-ten international firm, based on the number and size of transactions.

Clients expect their advisers to be flexible and responsive. Our lawyers are team players for their clients and they act accordingly.

And clients want advisers who speak their language. All of our lawyers have extensive experience of advising on cross-border matters. They can call on knowledge and experience through our international network. And they are all fluent in at least three languages, including Russian, English and German.





Our approach

What is it about Lovells Moscow that appeals to our clients?

They clearly like the fact that we can support their business objectives. We have sophisticated legal services to help clients operate effectively, both at home and abroad.

They appreciate our informed perspective. We work very hard to understand our clients, their industries and the territories where they are active.

They rate our highly targeted approach. We assemble teams to meet each client's specific needs. We make a point of sharing knowledge across the firm.

It is our job to find the best solution for each client, having properly assessed the alternatives, but we also know that time is often at a premium. A swift result can be the difference between success and failure. So the best legal advisers are also business savvy and ours are.

Achieving all of this is not just about managing the delivery of our services, it touches on every aspect of the client relationship and we are always on the look out for better approaches.

We do that by investing in our people, in our culture and in technology. We analyse our own performance by examining projects, from start to finish, from the client's perspective. And we use whatever we learn to improve our services.

We aim to provide:

- incisive legal work
- direct access to partners and senior lawyers within the firm
- rigorous project management
- a highly responsive service
- appropriate staffing for every transaction
- outstanding value for money

Our clients

Clients are central at Lovells. Their priorities are our priorities.

It means that the law, for us, is not some dry academic exercise. It's far more dynamic than that. We work closely with our clients and we help them to make things happen.

We have some simple criteria for judging performance, which seem to work. We ask ourselves: are we providing a quality service; are we meeting and exceeding client expectations; are we achieving consistently high levels of client satisfaction?

We have built up a formidable reputation as a client-facing firm, but in fact Lovells has always prided itself on its approach to clients. We see our clients as business partners; our task is to add value to their businesses with tailor-made solutions that meet precise requirements.

The firm has extensive experience within Russia and the CIS and a deserved reputation for the quality of its cross-border work. Internationally, we serve many of the world's largest corporations and financial institutions. Our lawyers in Moscow are part of a highly capable international network. Alongside colleagues in other jurisdictions, they are meeting client needs with first-rate, integrated legal services.

"It's great that you can go to Moscow and find a Lovells office – one that smells like Lovells, feels like Lovells and behaves like Lovells, and one that liaises properly with London."

Chambers Global 2006

www.lovells.com

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Dubai	Prague
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