



Kachkin & Partners International Practice 2025

National law firm with a strong international practice

- Expertise on **Russian Law** for domestic clients and inbound clients
- 'Home Work with International Implications' and 'Outbound Support' for domestic clients
- Export: more than **60%** of both workload and income

Localization of services - focus on what requires a strong local expertise

- Key role of national law under influence of global unification and common principle
- Infrastructure (real estate, project finance, PPP, life science and living environment)
- Diversity - to be a trusted local consultant

Differentiate from 'one-stop-shopping'

- Clients apply more sophisticated set of criteria for selecting lawyers
- Focus – to do what we are the best at
- Careful selection of the likely-minded partners in the region and worldwide
- Developing skills and instruments for international cooperation

'Peter forever'



- Roots
- Culture
- Resources
- Focus
- Opportunities

Northern Window to Europe

- Investment boom as of 2020
- Comfortable entrance for Nordic and global investors
- Zenit won a UEFA Champions League in 2023



Up-stream Financial Capital

- Relocation of domestic clients onto St. Petersburg
- Growing importance: more financing with less means needed
- Think Tank for innovative financial products

Up-stream Legal Capital

- Supreme Court moving to St. Petersburg (2019)
- Talents - Institutional Raise of Innovative Legal Education
- St. Petersburg International Legal Forum

Presence - we are there, where we are required



- Comfortable and accessible being in Peter
- Moscow Station
- Mobility everywhere

Using Institutional Multipliers for Networking

- IBA
- Non-binding alliances
- International fora – knowing our partners in person

Intercultural Intelligence – being very skillful in international dealings

- foreign educational and working experiences
- communication skills as a priority in professional development

Client Focus

- Discovery of the Specific Clients' Needs
- Being capable to deliver on demand – in-house (Deals/DR/Regulatory) or outsourced expertise

Knowing an International Scene

- Intelligence and personal contact with the key experts of different profiles worldwide
- Following the References – knowing exactly, who is going to ask about what worldwide
- Utmost mobility and accessibility of the first hand advice (whom to call first)

Efficiency in Delivery

- Being capable to work in a flexible ad hoc international teams
- Reasonable and flexible pricing policies based on the value for clients

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Fellow Colleagues / Partners / Competitors:

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