



International

EXPERTISE & EXPERIENCE



a better perspective...



◆ EXPERTISE ◆

INTERNATIONAL

The International practice of Conybeare Solicitors combines legal expertise with a sound knowledge and understanding of the international business environment. The firm provides a reliable and effective legal and business advisory service for those clients operating across borders, who wish to receive a consistent standard of service wherever they may be. Clients appreciate the firm's timely, well-considered and pragmatic approach to helping them doing business in an international environment.

OVERVIEW

We are committed to providing excellent advice to clients on all aspects of their international requirements under English law as well as other legal environments by working with appropriate advisers. Our International practice provides coverage of a full range of international commercial contracts as well as tax optimised corporate structures across a wide range of industry sectors.

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We provide a hands-on and dedicated project management service to ensure a consistent standard of

service in English so our clients' interests are properly looked after and their objectives achieved in an understandable and timely manner. We do

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this by instructing only those firms we believe capable of delivering the highest level of service and importantly by being involved at all stages. This ensures that all legal advice and proposed contractual structures match with your commercial requirements so that key aspects are not lost in translation.

We believe that our approach allows our clients to benefit from the appropriate mix of our legal expertise

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and our local partner's inherent understanding of the particular requirements arising in their jurisdictions. We offer the benefit of close-working relationships with many firms throughout the world, with a particular emphasis on those within Central, Eastern and Southern Europe, where we have a significant amount of transactional experience.

We maintain a range of international professional contacts across a spectrum of sectors and practice areas. We only work with professionals who we believe have the necessary expertise and experience to meet your requirements in the relevant sector and/or country. Usually this means working with leading independent firms, who share a similar philosophy to our own, but above all they will be people who can be trusted and relied upon to meet your requirements.

EUROPE

In the UK, we have access to an excellent range of lawyers and other professional advisers, with whom we work on a regular basis, which ensures that all of our clients have access to appropriate specialist advice and expertise, at a level consistent with their requirements. Through our connections, we can and do provide a seamless and integrated advisory service for clients, whether they are based in the UK or elsewhere. In Europe, we have particularly strong

connections in Central Europe with a particular focus on Hungary, being the heart of the region. We regularly travel to, and undertake work emanating from, various jurisdictions in the region to assist clients undertaking cross-border transactions. We have experience of working with a number of law firms in the region, so that we can always instruct local counsel appropriate to any particular requirements. Our clients and their business activities span Hungary, Austria, Slovakia, Czech Republic, Romania, Poland as well as Bulgaria, Serbia and Croatia.

We have access to a wide range of lawyers, professional advisers and business consultants.

We also have good connections in Ukraine and Russia, as well as other members of the Commonwealth of Independent States (CIS). These connections include lawyers, professional advisers as well as business contacts, all of whom are able to facilitate our clients' dealings and requirements.

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Steven Conybeare has personal ties from the Asia Pacific region, having been born in Tokyo and subsequently spending a significant amount of his

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life there. Countries include Hong Kong, China, Japan, Taiwan, Singapore, Malaysia, Indonesia, Thailand, Papua New Guinea as well as Australia and New Zealand.

Through both personal and professional contacts in the Australasia region, we have access to a wide range of lawyers, professional advisers and business consultants to whom we are able to introduce clients or whom we instruct as local counsel subject to client's requirements or preferences. In the Middle East and Africa, our

ment, charitable trusts and foundations, corporate holding structures and international financial services.

We work with leading offshore corporate and fiduciary service providers.

connections principally revolve around natural resources work, with an emphasis on Oil & Gas. However, we work with a number of local and international law firms in these regions assisting them to connect with Europe, as well as assisting our clients gain access to and work in these markets.

In addition, we work with leading offshore corporate and fiduciary service providers, located throughout the Caribbean, Asia Pacific and Europe, which allow our clients access to the full range of international services provided, including tax optimisation, asset protection, wealth manage-

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◆ **INTERNATIONAL – Oil & Gas** / Hungary

We led and managed a team of Hungarian lawyers who acted for a NASDAQ listed oil & gas company on the sale of its European subsidiary focussed on exploration and production in Hungary, which was a complex transaction covering a variety of assets from producible wells, exploration licenses, natural gas pipelines, joint operating agreements and production licenses.

◆ **INTERNATIONAL – Tax Optimised Structure** / British Virgin Islands / Denmark / Gibraltar

We worked with specialist international tax advisers to design and develop a tax optimised corporate holding structure for the ownership and operation of a European management consultancy company dealing with worldwide water technology issues and we subsequently worked with offshore service providers to incorporate the companies and set up bank accounts as well as offices.

◆ **INTERNATIONAL – IPR Royalties Structure** / Hungary / Netherlands / Gibraltar

We worked with a specialist tax adviser to help our client to design and implement a tax optimised international corporate structure for the ownership, licensing and subsequent collection of royalty income from the commercial exploitation of various intellectual property rights (trademarks and software) within the European Union.

◆ **INTERNATIONAL – Oil & Gas** / Singapore / Australia / Europe

We worked with an offshore service provider to assist our client to design and implement an international corporate structure headquartered in Singapore with subsidiaries in Europe and Australia to perform services for majors including BHP Billiton & Chevron in Australia and BP in Azerbaijan, including project management for construction, operation and maintenance of off-site infrastructure for LNG plants; deployment of RFID technologies; cost management and operational efficiency consulting and software; as well as engineering services for upstream oil & gas companies operating worldwide.

◆ **INTERNATIONAL – Hotel Industry** / Hungary / Denmark

We worked with a specialist tax adviser to help our client to design and implement a tax compliant and commercially optimised corporate structure to hold the beneficial interest in a new boutique management advisory and consultancy firm advising and executing services in the hotel, tourism and leisure sectors throughout Central and Eastern Europe.

◆ **INTERNATIONAL – Investment Structure** / Cyprus / Hungary / UK

We reviewed and enhanced a proposed tax-efficient corporate structure to ensure it was both tax and legally compliant for a series of private investments into a Cypriot company which in turn undertook equity investments in a range of Hungarian companies taking advantage of various double taxation treaties and the EU Parent-Subsidiary Directive.

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◆ **INTERNATIONAL – Group Re-organisation** / [Cayman Islands](#) / [Hungary](#) / [Turkey](#)

We acted as special counsel to a Hungarian law firm, whose NASDAQ listed oil & gas client required an intra-group ownership re-organisation concerning its Hungarian registered intermediate holding company and its Cayman Islands registered subsidiary prior to the sale of the parent's sale of producing assets in Turkey to a Scandinavian purchaser, which involved the review and analysis of legal, tax and financial issues impacting on the sale.

◆ **INTERNATIONAL – Titanium Project** / [India](#) / [Ukraine](#) / [Hungary](#) / [South Africa](#) / [Netherlands](#) / [Aus.](#)

We assisted a Hungarian law firm on the extensive negotiations and execution of a master services agreement with an internationally renowned project management and engineering company for a feasibility study to design, build and operate a titanium processing plant in India, which was concluded under English law. Subsequent to this agreement there were a series of ancillary service contracts negotiated and executed with service providers from across the world, all of whom were direct contractors of the client company. The aggregate purchase value of the contracts was in excess of USD 100m.

◆ **INTERNATIONAL – Telecoms** / [Czech Republic](#) / [Uganda](#) / [Congo](#)

We acted for the Czech subsidiary of a leading Russian cellular telecoms provider in connection with the review of a number of high value contracts for the installation, operation and maintenance of cellular telecommunications equipment and software in Uganda and Congo and the subsequent detailed advice relating to a dispute with counterparties and other sub-contractors.

◆ **INTERNATIONAL – Software Consultancy** / [UK](#) / [South Africa](#)

We assisted our UK client in extensive negotiations lasting over 12 months for the execution of a detailed high value master services agreement with a leading South African banking group for the provision of various software consulting services including trouble-shooting, software development and licensing of proprietary software, and subsequent transaction-specific agreements with the banking client, as well as a range of sub-contractor agreements, confidentiality and non-disclosure agreements and the assignment of intellectual property rights.



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