



*Korpus Prava* | COMPANY PROFILE

## Founding of Korpus Prava

- Key services:
- Legal advice
  - Tax disputes

5<sup>th</sup> of March  
2003

2004

First issue of  
"Korpus Prava Analytics"  
was published



2005

*Korpus Prava*  
AUDIT

Launch  
of audit practice

2006



Opening of Korpus Prava (Cyprus)

- Launch of corporate practice
- Launch of international planning practice

2007

"Korpus Prava Analytics"  
is published together with  
Plekhanov Russian University  
of Economics

2008



Opening of Korpus Prava (Ukraine)

- Organized the first EuroGate conference in Cyprus

2009

Infrastructure  
development

2010

Office work  
optimization  
took place

2011



Opening of  
Korpus Prava (Latvia)

- Korpus Prava was listed  
as one of the Top-50  
legal firms in Cyprus

2012



Opening of Korpus Prava (Hong Kong)

- Launch of audit practice in Cyprus
- Co-incorporator  
of "Big Consulting" Journal



Beginning of strategic  
cooperation with Moscow  
State Law University

2013



Opening of Korpus Prava (Malta)



Opening of Korpus Prava (Russia)  
in Novosibirsk

- Launch of Private  
Wealth practice
- Launch of Easy Law  
Internet service
- Korpus Prava was listed as one  
of the top leading legal firms in Cyprus



EASY LAW

2014

- Development of sales department  
(new team and methodology)
- "Korpus Prava. Analytics"  
published in AppStore
- Korpus Prava was listed as one  
of the Top-80 legal firms in Cyprus
- Positive feedback on operations  
and becoming one of the top  
corporate service providers  
in Cyprus (according to GOLD)



2015

- International Tax Planning  
Law Firm of the Year 2015  
in Cyprus according  
to "Corporate INTL" Journal
- Nomination for the best  
legal firm in Russia according  
to The Lawyer

2016

- Launch of "Korpus Prava. Analytics"  
magazine publishing on Google Play
- Korpus Private Private Wealth ranks  
No. 5 in Private Banking and Private  
Wealth in Russia (Private Banking  
Russia Survey 2016 ranking of the  
prestigious magazine Euromoney)
- The best company in the tax  
and law field in Cyprus 2016  
according to the Global  
Excellence Awards 2016

2017

- The leading legal firm  
in tax planning in Cyprus  
according to Acquisition  
International Magazine
- Launch of IFRS practice

2018

- The leadership in tax  
and law services in Russia  
at Global Awards 2018 according  
to Corporate Live Wire
- Launch of Legal Tech projects:
  - "Korpus Prava.Messenger"  
is a safe and easy-to-use tool  
for messaging
  - "Korpus Prava.Conference"  
is a reliable and modern tool  
for conferences and meetings
  - "Korpus Prava.Data Storage"  
is a secure file storage designed  
for specialists and clients
  - "Korpus Prava.Docs"  
is a digital legal consultant,  
document designer

A good expert doesn't put himself first, a company puts him first. A good expert puts the client first.

Every company has its values — a set of basic principles that create the meaning of work for the entire team.

In Korpus Prava these principles that have always remained the same are each team member's distinct hierarchy of priorities: the client comes first followed by the company needs and then the experts themselves.

**Artem Paleev**  
Managing Partner  
Korpus Prava



Based on these principles we have built a client and business oriented team of experts, who are aware of clients' business activities and the goals that their business owners and board members have set for their companies.



#### We Grow Together with Our Clients

We only provide the most essential services for your business. Our experts are not facing a challenge of meeting budget needs. Their incentive system doesn't include such criteria as the number of hours spent on the project that is typical in legal business. We grow and develop together with our clients; therefore, we have a very low client turnover. Most companies become our regular clients when they start working with us.



#### International Legal Practice

Today Korpus Prava is the only Russian company that has its own international legal practice that is implemented in all our offices in Moscow, Limassol (Cyprus), Hong Kong and Riga (Latvia). We have full control over the projects that are implemented for our clients. It means that we are able to provide final information on the deadlines and the costs of our services prior to the start date. It gives us a unique competitive advantage amongst other legal firms and national leaders on the legal market in the fight for a regular client base.



#### Management Structure of the Company

Korpus Prava has a divisional and functional management structure. It means that the company is not managed independently from each individual office, but globally in the head office. It gives us an advantage in work efficiency and speed as the head office is in charge of the work carried out by individual experts in all company offices.



#### Competence

We are open to our clients. We don't believe in mythology of professional services. On the contrary, we strive to give full information on the contents and methodology of our services to our clients.

We pride ourselves in providing clear and conscious descriptions of all the services and products supplied by Korpus Prava within the framework of automated procedures.

Of course, without neglecting professional judgement and expertise, the presence of automated professional procedures in our work gives us an opportunity to talk about the existence of the factual (not made up or subjective) process of internal quality control in Korpus Prava.



#### Confidentiality

We believe that confidentiality is extremely important to our clients. We take care of this in accordance with our procedures and systems. All clients' paperwork is stored electronically on our own remote server in Europe. Clients' files can only be accessed by certain experts in accordance with their access level. Experts from other offices don't have access to each other's documents.



# Korpus Prava provides services through four independently operating, but closely interacting teams.

The practices are situated in the following jurisdictions:

- 1 Tax and Legal practice — Russia, Hong Kong, Cyprus, Latvia.
- 2 Corporate (fiduciary) services — Cyprus, Hong Kong, Latvia.
- 3 Korpus Prava Private Wealth — Russia, Cyprus, Hong Kong.
- 4 IFRS Practice — Russia, Cyprus.
- 5 Audit practice — Russia.

All services that are subject to licensing or other means of regulation in each country, where Korpus Prava operates, have been duly licensed or accredited (registered).

The flagship of consulting for Korpus Prava lies in tax and corporate consulting. From the organization's point of view, the priority areas of legal and tax practice are subscriber-based consulting service and project consulting, which includes such services as financial and legal review, transfer pricing, tax and legal activity review, tax planning, support of capital and estate transactions and business restructuring.

Experts in our corporate practice have a 10-year experience in participating in projects on creation and administering investment funds in various jurisdictions: Cayman Islands, Jersey, Hong Kong, Luxemburg, etc.

When implementing the projects on investment fund creation, we are working with leading international banks and administrators. Korpus Prava does not just perform the function of the fund creator; it also further supervises fund activities as a legal adviser.

Audit services are provided by the companies that do not belong to the legal structure of Korpus Prava. They are independent representatives from the audit market, who express their professional opinion about the of accuracy of audited reports independently.

The Cooperation Agreement between Korpus Prava and audit companies regulates the work arrangements for the invited experts during complex projects that require professional auditing skills and knowledge and the preservation of professional secrecy.

Korpus Prava Private Wealth is implemented by the experts of tax and legal practice, and also from the corporate practice.





When people ask me: “Where do you work?” or “What does your company do?”, I never know what to say. And I believe that all other members of our team feel the same, as just saying that:

“We are a legal company”,  
is not enough.

This kind of answer doesn’t paint a true picture of what the work of the tax and legal practice team in Korpus Prava is really about.

**Irina Kocherginskaya**

*Managing Director, LL.M.*

*Tax and Legal Practice*

*Korpus Prava*

Tax and legal practice of Korpus Prava is not about expensive accessories, state-of-the-art signboards, narrow specialization or endless invoices, it is, first of all, about a complex approach to solving any issues that may arise in regards to taxes and the law in the jurisdictions, where our legal expertise is present.



#### Team of Advisers

It doesn’t matter for the experts from our practice what language the client speaks, whether the client has a clearly set task or they can only see a general outline of the problem, whether they are professional users of the legal and financial information or they need it to be presented separately.

The team of Korpus Prava consists of consultants who are always ready to listen to the client, identify their problem, evaluate it taking into consideration all its benefits, risks and financial consequences, offer a best solution, answer the questions that the client didn’t ask out loud, and take full responsibility for their recommendations.

We are a team of advisors that is trusted, that our clients share their concerns with, and that our clients come back with new ideas to.



#### Experience in Problem Solving

Korpus Prava started its activities as a tax and legal practice, and it is now more than 15 years old. The experience of successful operations has shown that we have helped to solve more than one problem to most of our clients. The majority of our clients subscribe to our consulting service after receiving a consultation from us.

Clients’ business grows and expands with time, and they refer to us with requests to support the reorganization or a new investment project.



#### Due Diligence

Clients, who order investment object due diligence, refer to us to support the acquisition deal of this object afterwards, and then transfer this object to us for subscriber-based consulting service. Those clients, who referred to us as business consultants and got reassurance in our professional competence, trust us with their personal problems, personal assets and become the clients of Private Wealth practice in Korpus Prava. These clients return to us years later, even after they change their workplace. This is the highest appraisal for us.



#### Complexity

The experts in our tax and legal practice work in all areas, which not only guarantees effective team work, and enhances the value of the employees, but also secures continuity and interchangeability. All services are provided in accordance with intercompany standards and methods, which ensures that the client receives the best results regardless of what expert provides the service.



#### Customized Approach

We always make sure that the experts from the right practice and office, and with the right skills and knowledge required to solve client’s problem get involved in the job, regardless of which office actually receives the request. This allows us to form an international team of experts that offer a complex, reasonable and always personal solution to the problem.



During the years,  
we have developed  
three main areas  
of our work:

- 1 Current consulting in Q&A mode.  
**Subscriber-based consulting** service  
is our unique product in this area.
- 2 **Project Consulting.** Our priority products  
in this area are financial and legal  
examination (Due Diligence), tax activity  
overview, capital transactions supervision,  
reorganizations supervision and transfer  
pricing projects.
- 3 **Litigation Support.** Tax and corporate  
disputes are our priority areas. We  
also have experience of participating in  
commercial and bankrupt proceedings.



**Aleksey Oskin**  
*Deputy Managing Director  
Tax & Legal Practice  
Korpus Prava (Russia)*

#### Subscriber-based Consulting Service

Each business requires reasonable and professional legal support: when signing agreements with the contractors (contract examination, agreement of terms, negotiations with contractors), when creating and maintaining the due document flow within the company (HR record management, preparation of corporate documents), when representing the company in relationships with third parties (including state bodies and organizations, banks, commercial organizations, etc.).

Korpus Prava has been providing a wide range of services for more than 10 years, and tax and legal advice in regards with subscriber-based consulting service is taking up a considerable part of it. Customer-oriented approach is the primary and integral element of our work in relation to the clients within the subscriber-based service.

Ability to listen to the client, react empathetically to their requests, define the ways to solve their problem in a professional manner, and the ability to give professional recommendations in a timely manner, is a key to a long term and productive cooperation between Korpus Prava and its regular clients.

Personal sense of responsibility for every decision made, and being ready to help the client in any situation are the key principles of our team of professionals.



**Anna Senchenko**  
*Leading Lawyer, LL.M.  
Tax and Legal Practice  
Korpus Prava (Russia)*

#### Project Consulting

The main function of project consulting is making complex decisions to reach the goals that are set for the client. During their work, the experts from Korpus Prava explore all the important aspects related to the company or to the group of companies in detail, and form the recommendation system that would consequently help them to achieve the desired results.

The necessity to engage our experts arises during various stages of clients' business activities. So, before it even starts, there is a need to produce an appropriate business management strategy that would minimize legal and financial risks and that would help to achieve a set of objectives with the lowest expenses.

Business that has had a well-established place on the market for a long time very often needs an analysis of the means, methods and models being used to ensure that they operate in compliance with both the current legislation and the modern realities. We are prepared to offer such services to the clients who are looking to reconstruct or diversify their business.

Project consulting is probably the most multifaceted and creative area of our work because the same as there are no two identical companies in the world, it is also impossible to have an identical approach to business structuring and deal planning.



**Roman Moskovskikh**  
*Lawyer  
Tax and Legal Practice  
Korpus Prava (Russia)*

#### Litigation Support

The main asset of Korpus Prava is not the money we earn today, but the clients that will come to us tomorrow.

We regard every client as our long term partner first of all, and not just as someone who comes in to place an order. That's exactly why our partner's problems become our own, and we are ready to stand our ground until the end.

All the experts in our company are highly qualified, they possess unique skills and professional attitude that is based on a wide experience in consulting in various legal areas and the advocacy of the client in court.

Our experts can identify exactly how promising the client's case is when it is taken to court, and they know all the details and what its strongest and weakest points are. They will give advice on what steps need to be taken and what the client shouldn't do. The experts will never suggest that the client should go to court if there are no chances of winning the case. In any case, when the client turns to us for help, we never leave them without help and support; we advise them on how to minimize negative consequences.

In our company, we always have both the experts that are experienced in taking part in tax debates and the experts on bankruptcy support. Regardless of what expert is going to advocate the client in court, the whole team of Korpus Prava is going to work towards achieving results, where everyone has the same goal that is to plead the case of the client before the court.



From the moment the audit practice has been launched in Korpus Prava, its work has been based on the concept of care about the client and the satisfaction of business needs.

The approach that is applied to the audit of financial reports is based on in-depth analysis and understanding of the peculiarities of the client's activities and is aimed at risk assessment when reports are generated.

**Svetlana Sviridenkova**

*Director  
Audit Practice  
Korpus Prava (Russia)*

During the time we have been providing audit services, we have gained certain experience and have developed our own auditing system.



#### Services Quality

Our internal standards have been developed on the basis of international audit standards.

System for collecting audit evidence and the entire document selection are organized in one single database, and it allows the synchronization of the work of all team members at the system level regardless of their location. During this process, information access level is set by the expert that is selected at the beginning of each project.

Internal quality control system has several levels that reduces the likelihood of mistakes during the production of audit opinion to zero.



#### Constant Improvement

The experts of the company enhance their professional qualifications and improve their skills in accordance with audit and consulting market tendencies of change on a regular basis.



#### Certified Experts

We are regarded as certified auditors that is demonstrated through our membership in self-regulated organization of auditors "Institute of professional auditors", Non-commercial Partnership. "Institute of professional auditors", Non-



#### Within the Market Sector

In the world, the market of audit services has become an independent market sector long time ago, and it becomes more reasonable every year in Russia.



#### Competitor Expansion

In recent years, the trust the clients put in the advice of our auditors has grown significantly, and the competition on the market has increased. It leads to the situation where only the strongest players, who really provide high quality services and keep up with mid-market prices, stay on the market of audit services.



#### International Projects

Having our own offices and experts in various regions allows us to carry out numerous united projects, and gives us competitive advantages in the form of appropriate pricing and availability of information to the client that owns an international business.



A portrait of Julia Vints, a woman with long brown hair, wearing a light pink ruffled-sleeved top. She is smiling slightly and has her arms crossed.

## Demand came first.

The client wants to receive a full range of services at a single location, i. e. in the company he knows and trusts.

It seems that the present-day Korpus Prava is much more than just a firm providing legal services.

**Julia Vints**

*Director  
IFRS Practice  
Korpus Prava*

IFRS practice is quite new, but is actively growing and developing.



### Full range of services

When clients turn to Korpus Prava for legal advice or conclusion of a corporate services agreement, the last thing they want to do is to seek accounting services from someone else. They want to get a full range of services at a single location, and in the company they know and trust.



### Our key advantages:

- Client-oriented approach (we don't just hear you, we do listen to you)
- Comprehensive approach
- Qualified professionals who improve their professional skills
- Close intercompany cooperation (all practices and offices are operating as one team).



### IFRS

The difference between the International Financial Reporting Standards and various national regulations is that IFRSs are based on principles rather than rigid rules. As a result of such flexibility and competence of our specialists, IFRS financial reporting helps the client to make economically viable decisions regarding business management.



### Frequency of Accounting and Audit

The frequency of accounting is determined based on the particularities of the enterprise and may vary depending on the scope of activities (monthly, quarterly, annual accounting). We have rich experience in working with auditors from various jurisdictions and fully engage in all dealings with external auditors during the audit at the request of the client.

Korpus Prava also provides services for calculating financial performance of controlled foreign companies. We keep up to date on legislative changes to maintain a high level of service quality.





## We implement the most complicated projects in various jurisdictions with maximum efficiency.

Many years' experience in working with the contractors in different countries has demonstrated that the only effective way of working with the client when implementing their request is having our own experts who follow a single set of corporate quality standards. In this way, the development of Korpus Prava corporate practice started in 2006, when the office in Cyprus was opened.

### Aleksandra Kaperska

*Managing Director  
Corporate Services  
Korpus Prava*

Positive experience in creating our own practice that's is using a single set of standards and infrastructure, made it possible for us to launch offices in Hong Kong and Latvia in 2012 within a very short period of time.



### Concentrating on International Business

Concentrating on the clients from the international business world that have very high expectations on service quality and speed, we have developed very strict criteria for the team of experts. Today, our professionals speak English, Chinese, Russian, Latvian and Greek languages; that's why we implement the most complex projects in various jurisdictions with maximum efficiency.



### Full Support

Through the efforts of our own experts and also time-tested partners, we provide company and trust registration and professional administration services in Cyprus, Hong Kong, Latvia, England, Holland, offshore and in other jurisdictions. In addition to registration procedures, we help our clients to organize real presence of their business in the country where the company is registered if necessary: rent an office, hire employees and organize document flow in accordance with the required legislation.



### Effective Solutions

The main task of Korpus Prava corporate practice is not just to provide the service required by a client, but also to study the clients' issues in detail together with the experts from tax and legal practice and offer the solution that would fulfil the task that has been set with maximum efficiency.



### Budget Planning

Transparent price policy and fixed service costs allow our clients to plan project implementation, registration and yearly company administration in various jurisdictions budgets at the early stages of their work.



### Closer to our Clients

Despite remoteness of our offices and time difference in different countries, we are trying to be as close to our clients as possible. The client is always able to get in touch with our experts in any of the offices of Korpus Prava by dialing company's single telephone number. When several offices participate in project implementation, we select a project management expert from the office that is the most convenient for the client to get in touch with.

We perform procedures related to opening a company or a bank account in accordance with our clients' requests without the need of the client to be physically present in any jurisdiction. However, we are always prepared to organize a meeting with the client in the office that is more convenient for the client to get to.



### License in Cyprus

In 2013, Korpus Prava was one of the first companies in Cyprus to acquire a license to provide corporate services, which once again confirmed the presence of highest criteria for service quality control that meets the requirements of European regulating bodies.





We care about the relationships with our clients and still follow the principle of looking after and putting their interests first.

We realize that all the lawyers, auditors and consultants talk about the aspects that make them different from everyone else. Nevertheless, it is very difficult and almost impossible to measure quality as a criterion for evaluation of work activities.

**Natalia Lubimova**  
*Business Development Director*  
*Korpus Prava*

That is exactly why we prefer to demonstrate our professional attitude and our good understanding of industry-specific business to our clients prior to the beginning of working with us. How do we do this?

#### Our own Journal

Since 2004, we have been publishing a quarterly journal on tax and law for businesses, and distributing it among our clients and business community concerned free of charge. We prepare tax and legal reviews in various fields of economics and also country reviews yearly.

#### Educational Activity

We organize seminars for our clients and partners free of charge and prepare monthly legislation reviews.

Since 2013, we have carried out a research in the area of law and tax in partnership with the leading Russian law school Kutafin Moscow State Law University. The main aim of our researching, publishing and educational activity is not only to demonstrate our professional attitude and the understanding of clients' businesses, it is also to provide free information and data that, in our opinion, is crucial in reducing the risks and increasing business efficiency.

#### Cooperation and Innovations

Sustainable development is mandatory for the team of professionals; and we constantly focus on the search for innovative solutions and work together with our partners on complex tasks. We cooperate with financial organizations, state structures, professional associations and many other bodies; we participate in the life of business communities, business presentations and exchange professional experience. Trust of our partners is an essential part of our success. We continue to offer various partnership programs and invite representatives of various areas for mutually beneficial cooperation.



### Non-commercial Initiatives

**365**  
Days



International  
Legislation

4  
Overview



The Legislation  
of the Russian Federation

12  
Overview



Korpus Prava  
Private Wealth

12  
Overview



client  
partnership  
conference

Seminars

~12  
Events



MSAL  
Research  
Development



facebook  
twitter  
linkedin

Activities  
in Social Networks

~200  
Publications



News Posting

> 1000  
Subscribers



Messenger  
Conference  
Data Storage  
Docs

Own Legal Tech  
Projects Support

4



Webinars

~4



Journal  
"Korpus Prava.Analytics"

5 Editions   5000 Copies   2 Languages   Followers Worldwide



iBooks  
Google Play

Journal  
"Korpus Prava.Analytics"

~600  
Downloads



The Website Support  
korpusprava.com

3  
Languages





More than five years ago,  
our company launched  
a new activity on legal  
and tax support  
of individual clients.

This practice turned out to be highly demanded  
against the backdrop of the present-day hasty  
changes to the Russian legislative environment.

**Tatiana Frolova**

*Leading Lawyer*

*Korpus Prava Private Wealth*

## Korpus Prava Private Wealth

Nowadays, if you hold any assets outside the Russian Federation, you face various obligations for filing various types of reports.

It may be quite difficult to figure everything out by yourself and keep track of all the innovations and changes in tax, anti-offshore and currency legislation.

The objective of the Korpus Prava Private Wealth team is to timely remind, prepare and submit all necessary documents to the regulatory authorities. Our clients are able to calmly run their business without being distracted by dealings with tax inspectors.

Due to an individual approach to each client, the Korpus Prava Private Wealth team has managed to become a reliable partner for many entrepreneurs over the years.

Having asked for assistance once, clients come back to us every year to solve not only on-going issues. We are also trusted with the most intimate, exclusively family problems that we are able to solve within our competence

Until recently, Korpus Prava worked only with corporate clients, dealing with legal and tax matters of individuals only when it was relevant for business tax and legal risk management goals.

In 2014, as a result of longstanding cooperation with Private Banking subdivisions of leading private banks of Russia and Europe, we have created a team and launched a new activity on legal and tax support of individual clients.

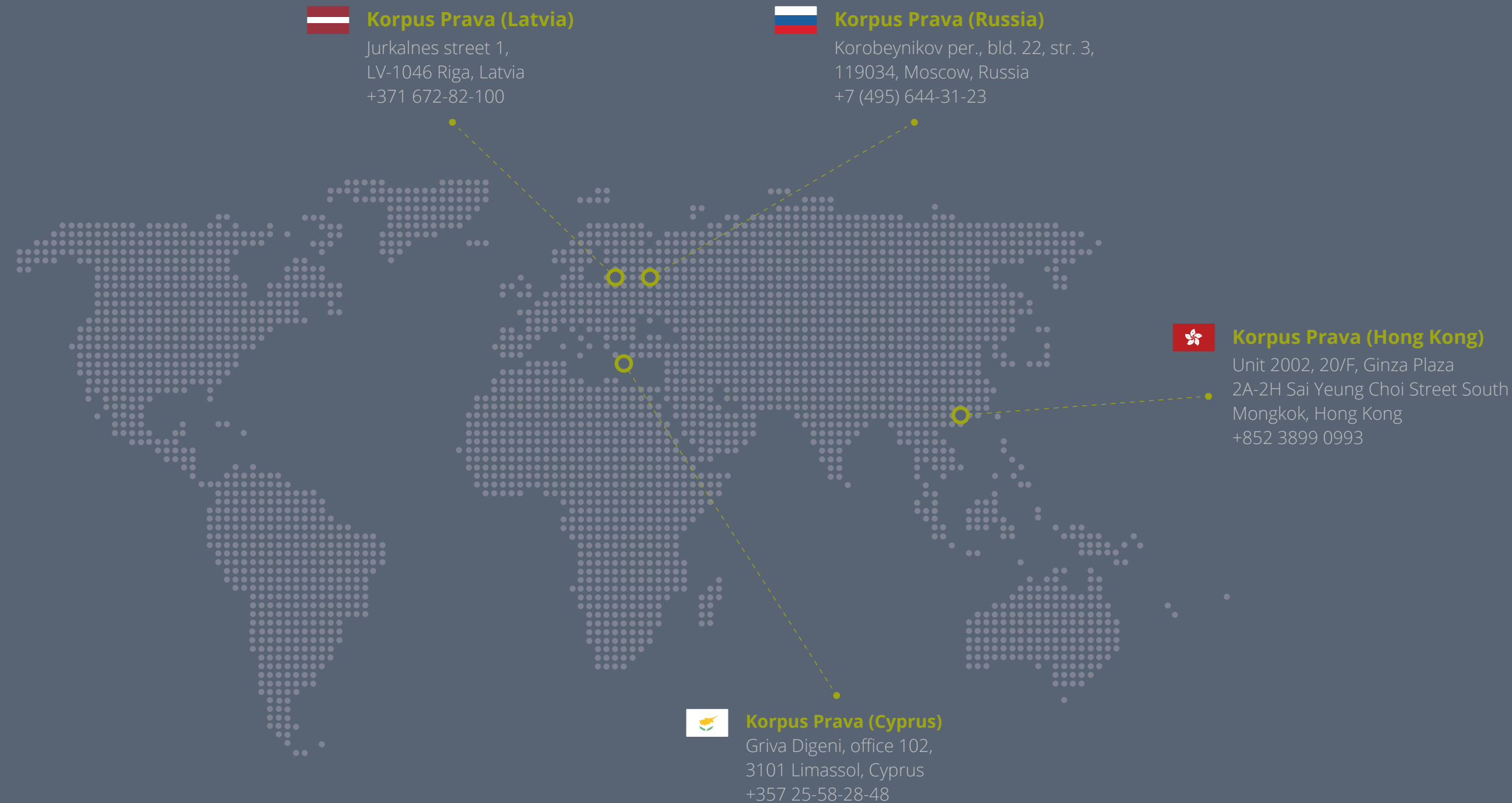
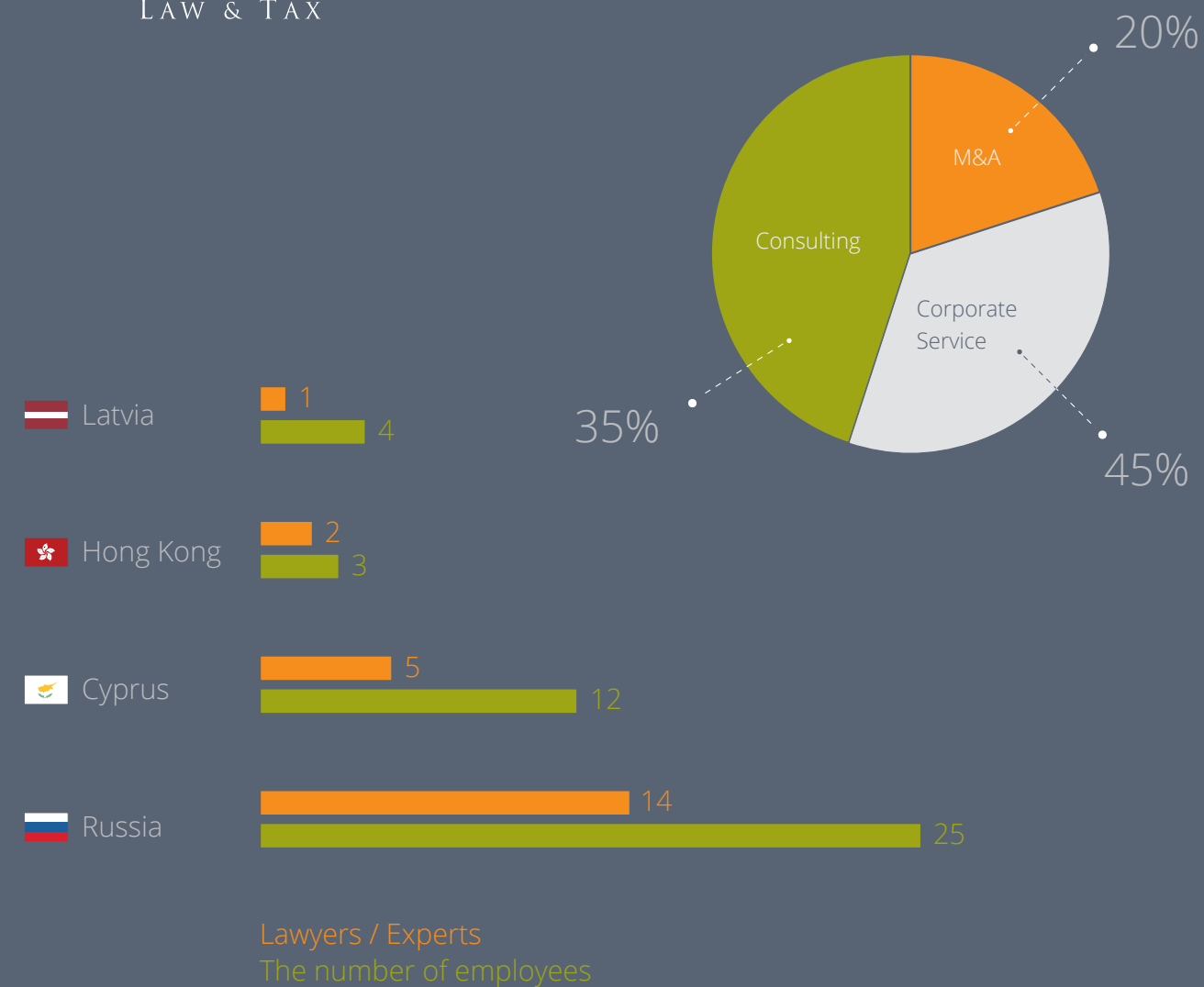
Private Wealth team works in close cooperation with experts on other activities in all offices of the company.

Such service is provided both on the project basis (support of transactions on acquisition or sale of assets, structuring of investments in Russia and abroad and other), and on the subscription basis.

Private Wealth activity includes legal and tax services in Russia and abroad:

- Currency Legislation
- Family and Inheritance
- Land and Real Estate
- Private Yachts and Planes
- Investments Structuring
- Bank Accounts and International Transactions
- Tax Planning
- Tax Returns
- Trusts and Funds
- Residence Permit and Citizenship in EU Countries
- Family Office Support
- Assets Protection
- Family Constitution

*Korpus Prava*  
PRIVATE WEALTH







[korpusprava.com](http://korpusprava.com)