

# Legal Support of Digital Solutions for Your Business



#### About Us

#### More than 10 years

we provide legal support to client

We work in **53 jurisdictions** around the world

We have supported **over 500 projects** in the following areas:

- IT
- Fintech
- Blockchain/crypto
- Gamedev

Our expertise is recognised by **authoritative rankings**:







Коммерсантъ



#### Who can we be useful to?

#### IT

- → Accelerators/Incubators
- → Business angels/investors
- → Startup (MVP, Pre-seed, Seed)
- → Gambling (online casino, prediction markets)
- → Game studios, publishers
- → Projects in online education (courses, school, academy)

#### **Fintech**

- → Investment funds
- → Payment service providers
- → Banks

#### Blockchain/crypto

- → Crypto asset service providers (exchanges, wallets, trading platforms)
- → Trading bot providers
- → Mining/Mining pools
- → Asset tokenizing projects
- → DeFi projects
- → Launchpad



## For easy access to the desired service, just click

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## Services Digital Economy



Select the service and click

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### Support for licensing of regulated activities



- → Advising on the type of license and jurisdiction for obtaining it, including:
  - gambling licenses,
  - licenses to virtual currency service providers (exchange / trading platform / investment consultant),
  - investment fund licenses (for qualified investors);

- → Preparation of an application supporting documents for obtaining a license, including AML documentation, platform use policy, investment memorandum and others
- → Assistance in the selection of the necessary personnel for obtaining a license
- → Representation of the client's interests before local government bodies



## Support for ICO/Token Sale/IEO/STO



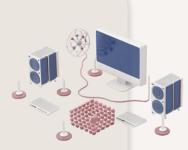
- → Selection of jurisdictions and assistance in the registration of legal entities
- → Determination of the legal status of a token (Legal Opinion). Analysis of functionality for qualification as a security, including on the basis of Howey Test
- → Development of documentation to ensure the possibility of tokenization of a real asset (RWA)
- → SAFT, Token Sale Agreement and other agreements with investors
- → Development of documentation for websites (Terms of Use, Privacy Policy)
- → Audit of marketing policy in terms of legal risks



## Support of activities in mining (miners, miner pools)



- → Assistance in registration of legal entities for activities in the mining sector
- → Preparation of documentation for inclusion in the register
- → Developing an Anti-Money Laundering Policy
- → Preparation of an agreement on the organization of a mining pool
- → Preparation of hosting agreements
- → Preparation of an equipment supply agreement
- → Preparation of a cryptocurrency purchase and sale agreement
- → Support of interaction with government agencies
- → Support in opening a bank account abroad and filing notifications to the tax office about the opening and movement of funds on it





## Support of activities related to digital financial assets (DFA)

- → Registration of the operator of information system where DFAs are issued
- → Legal opinion on the possibility of the DFA issue
- → Preparation of documentation for the DFA issue
- → Legal opinion on the possibility of qualifying foreign assets as a DFA



### Services



## TMT

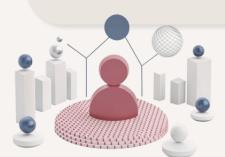
Select the service and click

Personal Data	
E-commerce	7
Support for online schools, academy, courses	$\overline{A}$

### Personal Data (PD)



- → Advice on PD processing in the Russian Federation and abroad
- → Submitting a notice of the start of personal data processing to Roskomnadzor
- → Preparation of a PD processing policy for the website (privacy policy)
- → Preparation of internal documents of a PD processing organization
- → Advising on compliance of activities with GDPR requirements
- → Legal audit of GDPR compliance
- → Support for the organization of cross-border transmission and localization of PD



#### E-commerce



- → Preparation of documents for the website: license agreements, SaaS agreements, terms of use of the service, privacy policy, etc.
- → Preparation of contracts with developers and other contractors
- → Preparation of local regulations to regulate relations with employees
- → Support for software registration in the Russian software registry
- → Getting benefits (tax, IT, etc.)



### Support for online schools, academy, courses



- → Documents for the website: terms of use of the service, public offer, privacy policy, etc.
- Preparation of internal documents of a personal data processing organization
- Preparation of contracts with curators, teachers and other persons involved in the operation of an online school

- → Submitting a notice of the start of personal data processing to Roskomnadzor
- → Support for obtaining an educational license
- Checking training materials for legal compliance
- → Checking creatives for compliance with the Advertising Law
- → Protecting an online school from unsubstantiated customer claims under the Consumer Protection Law

#### Services



## Corporate Law

Select the service and click

Registration, reorganization, liquidation of legal entities in the Russian Federation and abroad

 $\nearrow$ 

Support for investment transactions

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Advising on company management issues

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## Registration, reorganization, liquidation of legal entities in the Russian Federation and abroad

- → Assistance in the selection of jurisdiction and type of legal entity for the purposes of the client's business
- → Support for the registration of legal entities (turnkey) and individual entrepreneurs
- → Support for making changes to the constituent documents of a legal entity and entering relevant information into the Unified State Register of Legal Entities
- → Comprehensive support for the procedures of reorganization, liquidation of legal entities
- → Accounting support for companies



## Support for investment transactions



- → Due diligence
- → Transactions under sale agreements of shares/stocks
- → Options
- → Convertible loan agreements
- → Shareholder agreements (SHA)
- → and others



## Advising on company management issues



- → Holding general meetings of participants/shareholders
- → Support for deadlock overcoming procedures
- → Development of internal documents to regulate the activities of the management bodies of a legal entity and the introduction of an effective internal control mechanism



## Services Intellectual Property



Select the service and click

Trademarks (logos, brands, trade names)	
Copyright protection	$\nearrow$
Intellectual property protection	

## Trademarks (logos, brands, trade names)



- → Checking trademark registrability
- → Trademark registration (from drafting and filing an application to obtaining a certificate)
- → Accelerated trademark registration
- → Response to a request and/or refusal of an expert of Rospatent
- → Obtaining a letter of consent from the trademark owner

- → International trademark registration (in any country of the world)
- → Registration of a license agreement for a trademark (franchise)
- → Registration of alienation of rights to a trademark
- → Renewal of rights to a trademark
- → Making changes to a trademark

## Copyright



- → State registration of computer programs (software), databases
- → Registration of copyright for the results of the author's intellectual activity: game characters and artifacts, music, developers' rights, advertising, media content, online education/courses, etc.



→ Conducting a legal audit in order to identify copyrightable objects

## Intellectual property protection



- → Representation of interests and protection of the client's rights in:
  - Chamber of Patent Disputes
  - Intellectual Property Court (IPC)
  - Arbitration Court
  - Federal Antimonopoly Service (FAS)

#### → Examples of disputes that we support:

- challenging the refusal to register a trademark;
- prevention of illegal use of a trademark;
- recovery of compensation and/or damages for illegal use of a trademark;
- cancellation of rights to a trademark;
- domain names vs trademarks;
- trade secrets and know-how;
- unfair competition

## Other Services



Subscriber's Support	
Advice	
Tax Support	

## Subscriber's Support



Our experience and expertise will help you select the most necessary services for comprehensive legal services for your business. Example of a list of services:

#### Corporate support

(creation of a project corporate structure, support for company registration, obtaining licenses, monitoring deadlines for preparing reports and extending companies, performing other corporate actions, interaction with an agent at the client's request, assistance in responding to agent requests)

\*excluding the cost of services of agents/involved local employees

#### Drafting contracts

(employment contracts, contracts with suppliers, contracts with developers)

Written and verbal advice on the project implementation

<sup>\*</sup>Selection of services is individual

#### Advice



Verbal advice on various issues of legal protection of business, which will allow you to gain access to many years of experience of our company's lawyers in 1 hour.

#### Examples of verbal advice:

- taxation
- selection of jurisdiction for a project
- copyright protection in relation to intellectual property assets
- registration of relations with contractors/partners
- receiving benefits/subsidies, etc.

For complex cases, we offer written advice that will allow you to get a detailed and clear plan of actions.

#### Examples of written advice:

- building a legal structure for the client's activities (determination of jurisdictions, types of legal entities and contracts necessary to ensure the client's activities)
- optimization of taxation of legal entities
- opinion on the arrangement of an investment transaction



## Comprehensive tax services for businesses and individuals, including the following services:

## Support for interaction with the Tax Service of the Russian Federation

(including support for filing various notifications and applications);

#### Advice on taxation for Russian citizens relocating to various countries

(including the features of the tax law in Georgia, Armenia, Kazakhstan, Germany, Italy, Spain, Estonia, Cyprus, etc.);

#### Tax planning support, taking into account the features of the laws in various countries

(including Georgia, Armenia, Kazakhstan, Germany, Italy, Spain, Estonia, Cyprus, etc.)

## Packages



A service package is a comprehensive offer, the purpose of which is to provide the most favorable and comfortable conditions for solving the client's problems in a specific issue.

Packages "Starting a Business Abroad"	
Packages "Starting a Business in Russia"	
Package "Legal Support of Investment"	
Package "Getting Benefits for IT Companies"	$\overline{\ \ }$

## Packages "Starting a Business Abroad"\*



#### Standard:

- → Registration of a company
- → Development of documents for the project website

#### **Business:**

- → Standard + preparation of documents for employees and shareholders
- → Verbal advice (2 hours)

#### Premium:

- → Business + preparation of a legal opinion to simplify the selection of jurisdiction for a group of companies
- → Development of standard form contracts to be concluded with the main service providers
- → Verbal advice (+2 hours)

<sup>\*</sup> Bank account opening services are paid separately

## Packages "Starting a Business in Russia"



#### Standard:

- → Determination of the most convenient tax regime
- → Preparation of constituent documents, company registration
- → Preparation of employment contracts for the company
- → Preparation of service contracts for freelancers

#### **Business:**

- → Standard + support of the procedure for introducing a trade secret regime in the organization
- → Implementation of the procedure for handling intellectual property in the Organization
- → Verbal advice (2 hours)

#### Premium:

- → Business + Getting benefits (tax, IT, etc.)
- → Obtaining statuses (personal data operator, data system operator, Skolkovo resident, etc.)
- → Preparation of internal documentation for the processing of personal data
- → Verbal advice (+2 hours)

## Package "Legal Support of Investment"



- → Determination of the most appropriate mechanism for the transaction
- → Conducting due diligence (investor/subject of investment)
- → Formation of documents for the transaction, incl. corporate agreement (if necessary)
- → Participation in negotiations
- → Formation of final documents for signing
- → Support for registration of shares/stocks

## Package "Getting Benefits for IT Companies"



- → Advising on the issue of obtaining tax benefits, including determination of the compliance of the client's company with the requirements for obtaining benefits:
  - support for the process of obtaining accreditation in the Ministry of Digital Development of the Russian Federation
  - drafting employment contracts
  - drafting contracts for IT-activities (eg: software development agreements, etc.)

\* Optional: software registration in the Russian software registry

### They trust us





































## They trust us



























































### GMT Legal in ratings



## **300**

- 1. Recognised by the Federal rating of Law Firms Право 300:
  - 2021 in the nomination "Digital Economy";
  - 2022 in the nomination "Digital Economy";
  - 2023 in the nomination "Digital Economy".



- 2. Recognised by the international legal rating **Chambers & Partners**:
  - 2021 in the Fintech Legal nomination.



3. Recognised in the ranking of the best law firms in Russia according to the **Forbes Club Legal Ranking 2022** in the nomination "Asset transactions: Cryptocurrency transactions".



4. Recognised in the «Leaders of the Legal Services Market» rating by **Коммерсант**:

- 2022 in the nomination Digital Economy / Fintech;
- 2023 in the nomination Digital Economy / Fintech.

## Individual ratings of lawyers GMT Legal





1. Individual ratings according to **Chambers & Partners** in the Fintech Legal nomination 2021:

Managing partner GMT Legal Andrey Tugarin.



2. Lawyers recommended by the federal rating **Право 300** in the Digital Economy:

- 2022 год Managing partner GMT Legal Andrey Tugarin;
- 2023 год Managing partner GMT Legal Andrey Tugarin.



3. Best lawyers: federal rating according to **Коммерсантъ**:

- 2022 год Managing partner GMT Legal Andrey Tugarin;
- 2023 год Managing partner GMT Legal Andrey Tugarin;
- 2023 год Head of the Digital Economy practice at GMT Legal Denis Polyakov.

#### **Our Cases**



- → Compliance of the crypto project with the legislation of the Russian Federation
- → Support of the activities of a cryptocurrency exchanger
- → Creation of an investment fund for asset management in digital currency
- → Blockchain project legalization
- → Providing legal protection and protection of intellectual property assets of the Client's group of companies
- → Building a structure for a future video game publisher and developer
- Creating documentation for a game project with the possibility of converting earned points into real money with a referral system for a future video game publisher and developer

View all cases on the GMT Legal website



## We are ready to answer your questions:

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