



PAVEL DUNAEV

Associate Director

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BIOGRAPHY

Pavel is a corporate lawyer with a particular focus on cross-border transactions. Pavel advises on complex cross-border mergers and acquisitions, as well as on private equity transactions and corporate restructurings. Dual-qualified in the UK and Russia, he has a strong track record guiding Fortune 500 companies and institutional investors on high-value divestitures, joint ventures, and asset sales and purchases across the UK, EU, Central Asia and Russia, as well as on related regulatory matters. His expertise encompasses high value commercial agreements as well as intellectual property related matters in various sectors.

Pavel works across a broad range of sectors with particular experience in energy, mining, hospitality as well as software development and technology related sectors.

CIVIC INVOLVEMENT & HONORS

- Recognized in the Best Lawyers ranking for Russia in corporate law (2021 - 2022).
- Listed in the 2021 edition of The Legal 500 EMEA for Commercial, Corporate and M&A.

SPOKEN LANGUAGES

- Russian
- German

ADMISSIONS

- England and Wales
- Russian Federation

RELATED CAPABILITIES

- Corporate
- M&A & Corporate Finance
- Private Equity
- Mining
- Hotels & Hospitality
- Commercial Transactions

EXPERIENCE

PRIVATE M&A

- **PPG Industries** on its divestiture of three companies in Russia manufacturing industrial paint products and on the sale of its architectural paint business, Tikkurila Oyj.
- **IPG Photonics Corporation** on the sale of IRE-Polus, its wholly owned subsidiary in Russia, involving numerous regulatory approvals, both inside and outside of Russia.
- **IFC** on its investment in a medical group with business in ex-Soviet countries.

- **Mechel**, a Russian coal mining group, on its disposal of the Kazakhstan mining plant and Russian ferroalloy plant.
- A **Russian energy company** on the acquisition of a mining group in Kazakhstan (coal, uranium, etc.).
- **Kinross Gold** on numerous M&A deals in Russia, including its divestiture of all of its Russian holdings, one of the first transactions approved of by a newly formed Russian Government Commission.
- A **UK investment manager** and an **emerging market investment manager** on the sale of Russian real estate assets to a Russian sovereign wealth fund.
- A **Canadian public company** on an MBO sale of its Russian division in the oil and gas sector.

PRIVATE EQUITY

- A **private equity firm** (with over US\$5 billion of assets under management) on a partial exit from a European business in Central Europe and on restructuring of another business in Eastern Europe.
- A **private equity firm** (with over US\$10 billion in assets under management) in connection with the acquisition of a software developer.
- A **private equity firm** on the acquisition of an investment fund structure owning major mixed-use properties in St. Petersburg, Russia.

JOINT VENTURES

- **Sinopec** in a US\$10 billion strategic joint venture with a leading Russian petrochemical listed company.
- A major **Russian automobile manufacturing company** on its acquisition of a 40% stake in a leading domestic automotive parts supplier and formation of a JV with a Russian manufacturer of trucks and engines.

OTHER

- A **Canadian metal mining company** on an exploration mining development agreement with an African country Government.
- A **Canadian precious metals** streaming and royalty company on a number of royalty arrangements through a debenture and as a part of equity sale proceeds.
- **EBRD** on the divestment of distressed assets in Central Asia.

- An **American multinational hospitality company** on hotel projects in Central Asia and post-Soviet states, including establishment of operations, management, licensing, servicing and regulatory matters.
- A **multi-national hotel management group** on opening a hotel in Russia, including on a management and licensing arrangements.