

# Chambers

Europe —————

2022

The leading lawyers  
and law firms in Europe

Armenia



**How lawyers are ranked**

Every year we carry out thousands of in-depth interviews with clients in order to assess the reputations and expertise of business lawyers worldwide. The qualities we look for (and which determine rankings) include technical legal ability, professional conduct, client service, commercial awareness/astuteness, diligence, commitment, and other qualities most valued by the client.

**Contents:**

General Business Law p.77  
 Leading Individuals p.79

**General Business Law**

<b>General Business Law</b>
<b>Leading Firms</b>
<b>Band 1</b>
Concern-Dialog Law Firm
<b>Band 2</b>
Harutiunian & Partners
Investment Law Group LLC
K&P Law Firm
TK & Partners
<b>Band 3</b>
ADWISE Business & Legal Consulting LLC
AMERIA Legal and Tax Advisors
AM Law Firm
Arlex International CJSC
Grant Thornton Legal & Tax LLC
Knyazyan & Partners Law Office
Legelata
Ter Tachatyran Legal and Business Consulting
<b>Eminent Practitioners</b>
<b>Eminent Practitioners</b>
Samuelian Thomas J Arlex International CJSC
<b>Leading Individuals</b>
<b>Band 1</b>
Orbelyan Aram Concern-Dialog Law Firm*
<b>Band 2</b>
Harutiunian Haik Harutiunian & Partners
Kakoyan Artashes F Investment Law Group LLC
Khudatyan Tatul K&P Law Firm*
Melkumyan Armen M Fidelity Consulting CJSC (ORL) ◇
Sargsyan David AMERIA Legal and Tax Advisors
<b>Band 3</b>
Grigoryan Sargis Grigoryan & Partners (ORL) ◇
Khzmalyan Ara ADWISE Business & Legal Consulting LLC
Knyazyan Sarkis Knyazyan & Partners Law Office
Margaryan Vanik AM Law Firm
Stepanyan Vardan K&P Law Firm*
Ter Tachatyran Armen Ter Tachatyran Legal and Business
Zohrabyan Ara Zohrabyan & Partners (ORL) ◇
<b>Up-and-coming individuals</b>
Beglaryan Narine Concern-Dialog Law Firm*
Khachaturyan Aleksandr TK & Partners
* Indicates individual with profile.
◇ (ORL) = Other Ranked Lawyer.
Alphabetical order within each band. Band 1 is highest.

**Band 1**

**Concern-Dialog Law Firm**

**What the team is known for** Concern-Dialog is a top-tier full-service firm occupying a market-leading position in Armenia. It offers stellar experience in employment law mandates. The law firm is highly esteemed for contentious matters, including bankruptcy proceedings, arbitration, unfair competition claims and libel cases. It is one of the best firms in Armenia for public law matters, applications for gaming licences and construction projects. The team also has a strong reputation in intellectual property matters and tax law mandates.

**Strengths** An interviewee believes that Concern-Dialog is “one of the few firms that really has expertise in the mining and natural resources area in Armenia,” and goes on to enthuse that the law firm is “very easy to deal with” because the lawyers “focus on the bottom line and the end result and are very flexible in terms of responding to requests.”

A client stresses that the firm’s lawyers “are so helpful, they go above and beyond to assist me and to make me feel comfortable.”

Another client reports: “I feel secure, I feel protected –if anything happens, I know I can rely on Concern-Dialog.”

**Work highlights** Advised Veolia Jur on a restructuring that led to the removal of 215 positions within the company, and defended Veolia Jur in unfair dismissal and wrongful termination claims.

**Notable practitioners**

**Aram Orbelyan** (see p.79) is one of the leading lawyers in Armenia for contentious matters. An interviewee praises him for his breadth of practice, enthusing: “He has encyclopedic knowledge of Armenian law and you can ask him any question.” Aram Orbelyan has notable expertise in tax litigation, contractual disputes, unfair competition cases and trade mark infringement claims. A client underlines his “quick mind in finding exact and winning solutions for each case, and his persistence to get work done in a reasonable time frame and with a successful result.”

**Narine Beglaryan** (see p.79) enters the rankings this year on the back of positive feedback from clients, with one enthusing that she is “very diligent, hard-working, passionate about her job and very empathetic.” Narine Beglaryan has a broad practice, offering experience in construction projects, cross-border investments and licensing applications, as well as shareholder arbitration and banking litigation proceedings.

**Band 2**

**Harutiunian & Partners**

**What the team is known for** Harutiunian & Partners is well known for acting as local counsel to international clients on project financing and corporate governance matters, particularly within the energy sector. The law firm is also known for handling contentious matters, including arbitration.

**Notable practitioners**

**Haik Harutiunian** is highlighted by commentators for his work on project finance matters and international arbitration. A source reports that he is “one of those rare people who knows project financing very well.”

**Investment Law Group LLC**

**What the team is known for** Investment Law Group is particularly popular with clients from the banking and energy and natural resources sectors. The law firm represents clients in contractual disputes and insolvency proceedings, as well as handling competition, tax and construction mandates. The team is also well regarded for acting on corporate transactions and corporate governance matters.

**Strengths** A client highlights the law firm for its ability to “build good customer relationships and good communication skills with the clients.”

Another client states that “with Investment Law Group’s advice we get results.”

**Work highlights** Acted for the Black Sea Trade and Development Bank on the foreclosure of collateral for a loan to a borrower that had been declared bankrupt.

**Notable practitioners**

An interviewee describes **Artashes Kakoyan** as “very experienced and wise.” Artashes Kakoyan advises clients on competition disputes, construction projects, capital markets regulations and contractual agreements.

**K&P Law Firm**

**What the team is known for** K&P Law Firm frequently assists international clients with market entry and corporate governance, as well as transactional mandates. The firm is popular with clients from the banking sector, advising on financing and regulatory requirements. The team is also particularly active in real estate and construction law matters. It advises on data protection, employment law and pensions mandates, as well as representing clients in arbitration.

**Strengths** A client praises the law firm’s “efficiency and outstanding communication and negotiation skills, which make the dealings with K&P simple and straight-

forward.”

Another client reports that the team’s “advice is not only valuable in legal terms but is also very efficient and practical.”

**Work highlights** Assisted Siemens with the establishment of a branch in Armenia.

**Notable practitioners**

A client reports that **Tatul Khudatyan** (see p.79) has “strong communication skills, a high awareness of the legal requirements and a proactive approach in all business issues.” Tatul Khudatyan has a strong focus on real estate and construction matters. He also assists clients with corporate transactions and financial regulatory matters, as well as representing them in arbitration. **Vardan Stepanyan** (see p.79) frequently assists lenders with financing mandates. He also has experience advising international clients on setting up branches in Armenia, and additionally acts on employment and pensions matters. A client enthuses: “We have benefited enormously from Vardan Stepanyan’s extensive and deep knowledge of Armenian legislation and business processes.”

**TK & Partners**

**What the team is known for** TK & Partners is popular with international and domestic financial services clients for a range of financing agreements and regulatory matters. The law firm also assists with structuring investment funds and corporate restructuring mandates.

**Strengths** A client stresses the team’s “devotion and swift responsiveness,” and also highlights the “practical solutions the lawyers always provide.”

Another interviewee comments that the team is “extremely responsive, knowledgeable and pragmatic.”

**Work highlights** Advised SS Capital on the structuring of a private equity investment fund.

**Notable practitioners**

**Aleksandr Khachatryan** enters the rankings this year on the back of positive client feedback, with one particularly highlighting his “ability to provide prompt solutions to complex legal and corporate issues combining his great expertise in law and his sharp sense of the business environment.” Aleksandr Khachatryan advises clients on corporate restructuring, structuring investment funds and on facility agreements.

**Band 3**

**ADWISE Business & Legal Consulting LLC**

**What the team is known for** ADWISE Business & Legal Consulting frequently assists clients with the establishment of new offices. The firm is also particularly active in tax law matters. In addition, the firm provides a broad range of advisory services, covering real estate, competition law, employment, data protection and intellectual property matters. The law firm also acts on financing and financial regulatory matters, as well as M&A transactions and corporate governance matters.

**Strengths** One client praises the firm’s lawyers for their “strong academic knowledge, extensive experience, punctuality and client care.”

**Work highlights** Assisted Lucin Organics with the establishment of a business in Armenia, including regulatory advice, trade mark registration and drafting share purchase agreements and lease agreements.

**Notable practitioners**

According to an interviewee, **Ara Khzmalyan** is a

“very detail-oriented person who is very responsible and has very good analytical skills.” Ara Khzmalyan has a broad practice covering corporate and financial matters, as well as tax, real estate, competition, employment and intellectual property mandates.

**AMERIA Legal and Tax Advisors**

**What the team is known for** AMERIA Legal and Tax Advisors is well known for advising financial sector clients on litigation, bankruptcy proceedings and securities transactions. The law firm also acts for clients from the technology and natural resources sectors on tax matters.

**Notable practitioners**

An interviewee reports that “whenever clients need complicated and good advice,” **David Sargsyan** is “amazing in that.” He offers particular experience in corporate governance and the establishment of new companies in Armenia. David Sargsyan also handles tax matters and financial law issues.

**AM Law Firm**

**What the team is known for** AM Law Firm is noted for its ability to handle employment law matters, including work permit applications. The firm also advises on intellectual property law, representing clients in trade mark and copyright issues. The team assists clients with tax mandates, bankruptcy proceedings and contractual negotiations.

**Strengths** A client reports that AM Law Firm is “very good and supportive” and adds: “We always get replies and feedback on time.”

**Notable practitioners**

**Vanik Margaryan** assists clients with intellectual property law, in particular advising on copyright matters. He also has experience in corporate mandates, including joint venture agreements.

**Arlex International CJSC**

**What the team is known for** Arlex International is known for its experience in employment law, financial law matters, transactional mandates and regulatory compliance. The law firm also advises on tax and intellectual property mandates, as well as representing clients in litigation and arbitration.

**Notable practitioners**

**Thomas Samuelian** is highlighted by commentators for his work on international transactions, particularly involving the USA. He is also well regarded for energy sector projects.

**Grant Thornton Legal & Tax LLC**

**What the team is known for** Grant Thornton Legal & Tax is particularly popular with clients from the financial services sector, often advising on loan agreements. The law firm has a strong advisory practice, assisting clients with employment matters, restructuring mandates and corporate and real estate transactions. Clients benefit from the firm’s strong international presence and close collaboration with the firm’s tax and auditing practices.

**Strengths** A client reports: “The key strengths of Grant Thornton I would consider to be the effectiveness, flexibility and the amount of effort the lawyers put in every time we conduct business with them.”

**Work highlights** Advised Araratbank on the enforcement of loan agreements.

**Notable practitioners**

**Aram Poghosyan** is a key contact in Grant Thornton’s Armenian branch.

**Knyazyan & Partners Law Office**

**What the team is known for** Knyazyan & Partners is one of the leading law firms in Armenia for intellectual property matters. A highly experienced IP boutique, it assists clients with trade mark portfolio management and patent applications. The law firm represents clients in intellectual property infringement matters and anti-piracy mandates, as well as advising on domain names and the intellectual property aspects of transactions.

**Strengths** An interviewee reports that Knyazyan & Partners is a “high-quality boutique firm on intellectual property law.”

**Notable practitioners**

**Sarkis Knyazyan** is well known for handling contentious intellectual property matters. He often represents clients in trade mark litigation, as well as geographical indication and designation of origin, copyright and patent mandates.

**Legelata**

**What the team is known for** Legelata has a notable focus on banking law matters, advising financial services clients on project finance and credit facilities mandates, as well as banking and cryptocurrency regulations. The law firm also assists clients from the technology industry with regulatory compliance. The team acts on corporate transactions and structuring matters, as well as tax and intellectual property disputes, real estate transactions and insolvency proceedings.

**Strengths** A client appreciates that “all the advice Legelata gives is very detailed and precise.”

**Work highlights** Acted for China Machinery Engineering Corporation on the financing and construction of a solar power plant in Armenia.

**Notable practitioners**

Managing partner **Gor Margaryan** is a key contact at Legelata.

**Ter Tachatyan Legal and Business Consulting**

**What the team is known for** Ter Tachatyan Legal and Business Consulting is a long-established Armenian law firm with a good reputation for assisting clients from the mining industry. The team is also known for handling M&A transactions and representing clients in litigation. The lawyers also advise on intellectual property, tax and employment law mandates.

**Strengths** An interviewee praises the breadth of the firm’s specialisation and experience.

**Notable practitioners**

**Armen Ter Tachatyan** is particularly praised by one interviewee for his work with Russian-speaking clients. Commentators also note his experience in aviation law and banking mandates.

**Other Ranked Lawyers**

**Sargis Grigoryan** of Grigoryan & Partners is particularly active in contentious matters, representing clients in investment arbitrations, as well as shareholder, construction and banking disputes. He also assists clients with corporate transactions and restructuring mandates, as well as advising gaming companies on licence applications. One client particularly underlines that Sargis Grigoryan is “very experienced in cross-border transactions.”

**Armen Melkumyan** of Fidelity Consulting CJSC represents clients in bankruptcy and liquidation proceedings, as well as advising on restructurings. He

also acts for clients on real estate transactions and corporate governance matters.

**Ara Zohrabyan** of Zohrabyan & Partners has notable experience in civil and criminal proceedings and arbitration.

## Leaders' Profiles in Armenia

### **B EGLARYAN, Narine**

Concern-Dialog Law Firm, Yerevan  
+374 10 575121  
narine.beglaryan@dialog.am

*Featured in General Business Law (Armenia)*

**Practice Areas:** Narine Beglaryan is a partner and has joined the firm in 2013. She has initially joined the firm as senior associate and has been promoted to the position of partner in 2016. Narine Beglaryan heads the firm's corporate law, privacy and reputation management, as well as banking and financial institutions practice areas. She represents clients within judicial and arbitration proceedings, as well as consults clients on major M&A transactions.

**Career:** Prior to joining Concern Dialog, Narine Beglaryan has been a Legal Advisor at Armentel CJSC, and has further held the position of Chief Lawyer at BTA Bank CJSC.

**Professional Memberships:** Narine Beglaryan is a member of Chamber of the Advocates of the Republic of Armenia since 2012.

### **K HUDATYAN, Tatul**

K&P Law Firm, Yerevan  
(+374 10) 529 509  
tatul@armenialawoffice.com

*Featured in General Business Law (Armenia)*

**Practice Areas:** Tatul represents and advises multinationals, industry associations and government authorities. He handles complex legal and interdisciplinary issues confidently, often involving highly focused knowledge in several related areas of law and policy and affecting the business of the client on the Armenian market. Tatul has built up a solid expertise in broad range of legal matters within the real estate industry, construction, and investments. He specializes in all aspects of real estate development and acts for public and private sector, land owners, investors, debt financiers, developers and contractors through contractual joint ventures, project agreements, development management agreements and funding documents direct and indirect. He is also advising leading telecommunication and IT companies in matters related to software licensing, including regulatory and intellectual property issues. His experience also includes advice on mergers and acquisitions and participation in infrastructure and privatization projects.

**Career:** He has previously practiced commercial banking law at the HSBC Bank CJSC and later has joined the "Armenia Telephone Company" (ArmenTel) CJSC as Head of Real Estate Listing and Management Division. Prior to joining the Karakhanyan & Partners Mr. Khudatyan has also practiced at "Harutiunian & Associates" Law Office.

**Professional Memberships:** Member of the Armenian Bar Association

### **O RBELYAN, Aram**

Concern-Dialog Law Firm, Yerevan  
+374 93 662726  
aram.orbelyan@dialog.am

*Featured in General Business Law (Armenia)*

**Practice Areas:** Aram Orbelyan heads the dispute resolution (including international arbitration and International Human Rights) and competition law areas of practice of the firm. In addition, he's is being engaged in significant M&A transactions in Mining, Telecom and Energy sectors, as well as significant GR projects.

**Career:** In 2014, after a four-year break, Aram Orbelyan rejoined to Concern Dialog team as a Senior Partner, now he holds the position of Managing Partner. From 2011 to 2014, Aram Orbelyan held the position of the Deputy Minister of Justice of the Republic of Armenia. From 2009 to 2011, he was employed at "Concern-Dialog" law firm, first as a Senior Associate and then as the firm's Deputy Director. From 2006 to 2007, Aram Orbelyan worked at the International Committee of the Red Cross (ICRC) regional delegation in Moscow as an Assistant to Senior Legal Adviser and later as a Legal Adviser. In parallel to his main activity, Aram Orbelyan lectures at the School of Advocates of RA, at the French University in Armenia and the Justice Academy of RA.

**Professional Memberships:** Chamber of Advocates of Armenia Chairperson of the Arbitrators' Association of the Republic of Armenia

### **S TEPANYAN, Vardan**

K&P Law Firm, Yerevan

*Featured in General Business Law (Armenia)*

**Practice Areas:** Vardan is a corporate and finance lawyer with extensive experience on Armenian legal market since 2001 and in Ukraine since 2009. He is the Managing Partner of K&P Law Firm and is heading Banking and Finance projects of the firm. Vardan also contributes to the firm's M&A, Securities and Corporate Finance, Competition and Tax law matters. His private practice focuses on financial institutions, Insurance, Energy and Mining as well as Media and Entertainment industries. He has extensive experience in banking and finance work and in restructuring and insolvency, with an in-depth knowledge of Armenian, Ukrainian and international law and practice and of complex international finance transactions. He has advised and lead K&P teams in numerous transactions involving syndicated finance, project finance, trade finance, IPOs, debt restructuring, requisition finance and settlements.

**Professional Memberships:** Member of the Armenian Bar Association