

We offer **360°** legal support to
commercial property owners





“Consul Group is a group of companies providing professional legal advice on real estate and construction, specialising in tax law, dispute resolution and asset valuation.

Over the years we have repeatedly identified problems in Russian legislation and in the way it is applied. The rules governing real estate have been changing rapidly over the past 10 years, and this makes it hard for the parties to understand the new rules of the game.

Our work for clients in disputes with state bodies ultimately brings order: legislation is corrected and court and administrative practice becomes stable. In this way we help both business and the state.”

Sergei Pivovarchik,
Managing Partner

pss@consul.group



CONSUL GROUP IN NUMBERS



12

years of work



20+

lawyers, economists
and experts



100+

court cases
a year



500+

clients —
commercial
property owners



900+

RUB bn — total value
of our clients'
commercial property

500+ commercial property owners have entrusted us with legal support of their business, including:

KR Properties
Aktion Development
Millhouse
Pioneer Group
Ingeocom-KRK
Rolf
Sberbank

VTB Bank
Trust Bank
Moscow Exchange
Dixy Group
Rostic Group
Mospromstroy PJSC
TASHIR Group

TPS Real Estate
Rosbank
Selgros
SIBUR
National Settlement Depository
Moskovsky Shelk JSC
Expobank

Investtorgbank
China Construction Bank
Patero Development
Midland Development
Hunt Holding

[Full list of properties](#)

Consul Group experts support commercial property owners in four main areas:

We also help with corporate conflicts, corporate law and business restructuring, M&A transactions, protecting business reputation and dealing with public authorities.

/01

Real estate and construction consulting

/02

Tax law and tax planning

/03

Dispute resolution

/04

Asset valuation

REAL ESTATE AND CONSTRUCTION CONSULTING

- We structure and support commercial real estate transactions
- We carry out due diligence of real estate
- We develop compliance programmes
- We help settle construction and real estate disputes out of court
- We advise on owning and managing commercial property



TAX LAW AND TAX PLANNING

- We advise on:
 - taxation of commercial real estate
 - tax planning and reducing tax costs
 - tax structuring of transactions and investment projects
- We carry out tax audits
- We help settle tax disputes out of court
- We represent commercial property owners before regulatory authorities



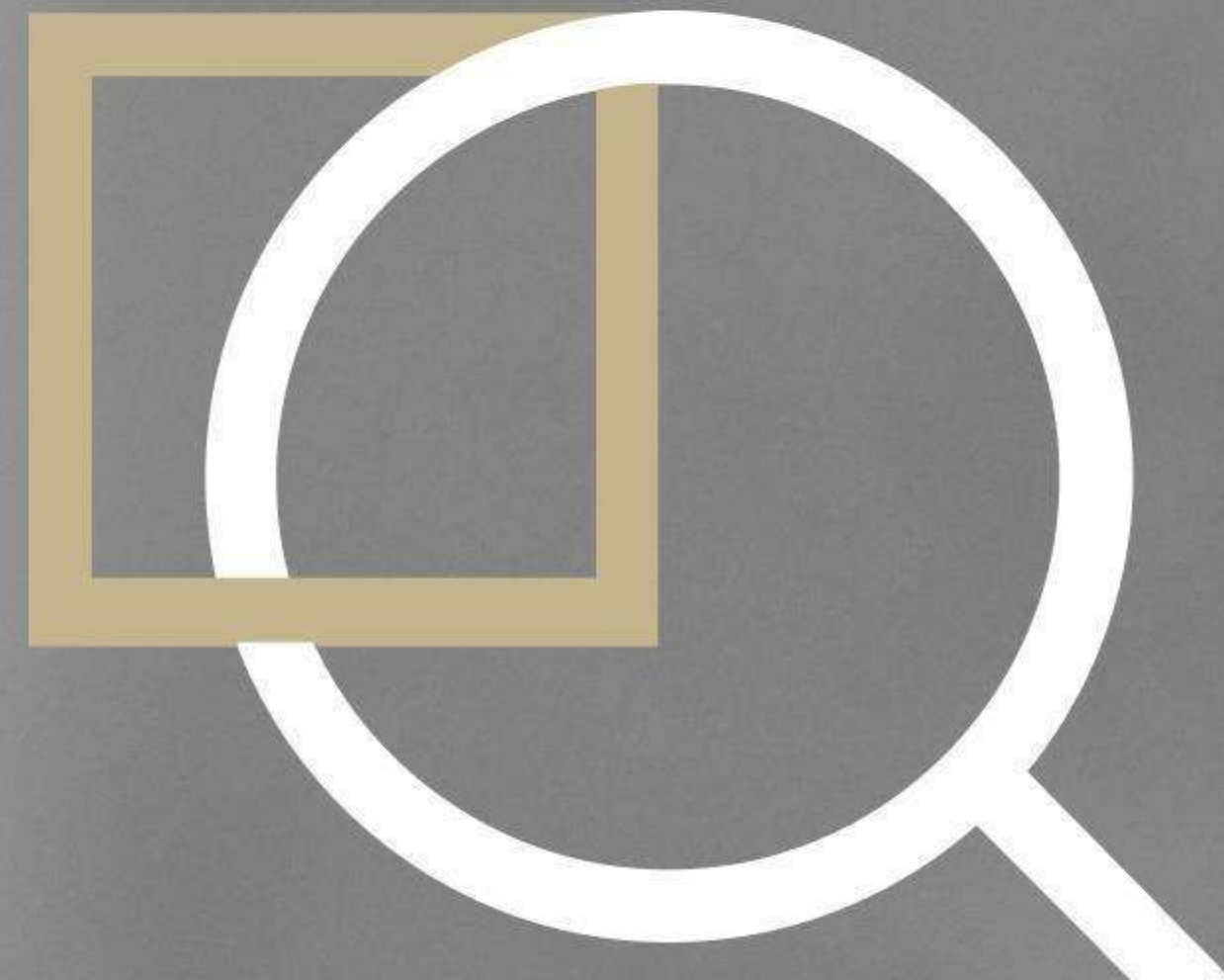
DISPUTE RESOLUTION

- We represent clients in disputes with public authorities
- We challenge the cadastral value of real estate
- We conduct tax disputes in court
- We help with disputes over changes in a property's characteristics and over unauthorised buildings



ASSET VALUATION

- We value real estate and investment projects
- We value businesses and securities
- We value intangible assets



FACT SHEET

Took part in

3,000+

court hearings

Challenged

30+ RUB bn

of additional tax assessments

Reduced the risk
of losses on real
estate deals by

**8+
RUB bn**

Identified

**2.5+
RUB bn**
of tax reserves

KEY CASES

Recovering overpaid taxes from the budget: the Yumaks case

Client: commercial property owner Yumaks LLC

Opposite party: Federal Tax Service

Excluding VAT from cadastral value: the Institute of Glass case

Client: commercial property owner Institute of Glass OJSC

Opposite party: Federal Tax Service

Minimising investment risks through due diligence

Client: a leading specialist manufacturing complex

Overturning Moscow Government Resolution No. 937-PP of 26 December 2016

Client: a group of large commercial property owners (joint administrative action)

Opposite party: Moscow Government

Protecting commercial property owners from unlawful actions of public authorities

Client: Russia's leading brewery

Opposite party: Rosreestr

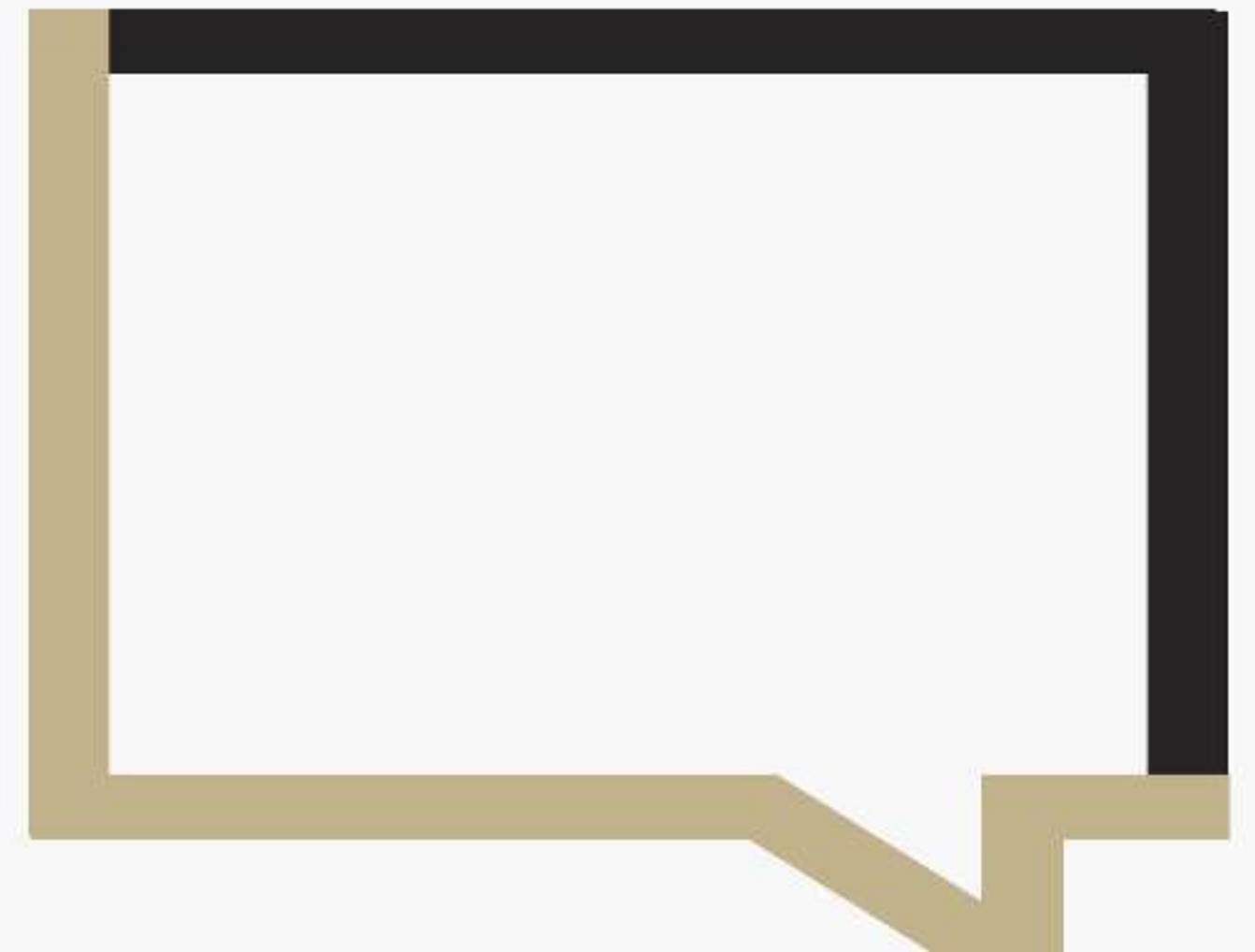
Reducing the risk of land expropriation

Client: a large developer

Opposite party: Moscow Region Ministry of Property Relations

[All cases](#)

TEAM





SERGEI PIVOVARCHIK

Managing Partner

pss@consul.group

SPECIALISATION

Real estate transaction support, tax disputes, protecting business from unlawful actions of public authorities, building services to automate commercial property management: founded ASSETO, a commercial property monitoring platform.

[projects and publications](#)



EXPERIENCE

Over 10 years of practice in consulting on construction and real estate, taxation and tax planning. Before founding Consul Group, Sergei headed business development at leading Russian and international consulting firms.

Member of the Committee on Entrepreneurship in Real Estate Economics of the Chamber of Commerce and Industry of the Russian Federation.

Comments on taxation and property matters for Kommersant, RIA Real Estate, Garant.ru and other business media.



ALEXANDER VEREIN

Partner

verein@consul.group

SPECIALISATION

Asset valuation, business valuation, challenging the cadastral value of real estate.

[projects and publications](#)



EXPERIENCE

Over 15 years of advising on asset valuation. His other main area is forensic valuation, including the valuation of equipment and businesses.



EKATERINA KHMARA

Head of Asset Valuation

HmaraEN@consul.group

SPECIALISATION

Valuation of real estate, businesses and investment projects, forensic valuation, cadastral value disputes.

[projects and publications](#)



EXPERIENCE

20 years of professional experience in valuing real estate, businesses and investment projects, and in forensic valuation.

Worked at Rosimushchestvo, reviewing valuation reports on state assets, including the largest companies in banking, transport and agribusiness.

Was a state forensic expert at the Russian Federal Centre for Forensic Examination under the Ministry of Justice: about 250 expert opinions on the market value of real estate in cadastral value disputes.

Member of the Council and the Expert Council of SMAO.



ILYA TSIRULEV

Head of Construction and Real Estate

cirulev.i@consul.group

SPECIALISATION

State registration of rights to real estate, permitted use and intended use of land plots, unauthorised construction, land use and development rules, challenging cadastral value.

[projects and publications](#)



EXPERIENCE

More than eight years of practice in land and property relations; specialises in state registration of rights to real estate.

Before joining Consul Group he worked in the Moscow Government, supervising the City Property Department, Mosgosstroynadzor, Moskomarkhitektura and other executive bodies.



ANDREY RYMAREV

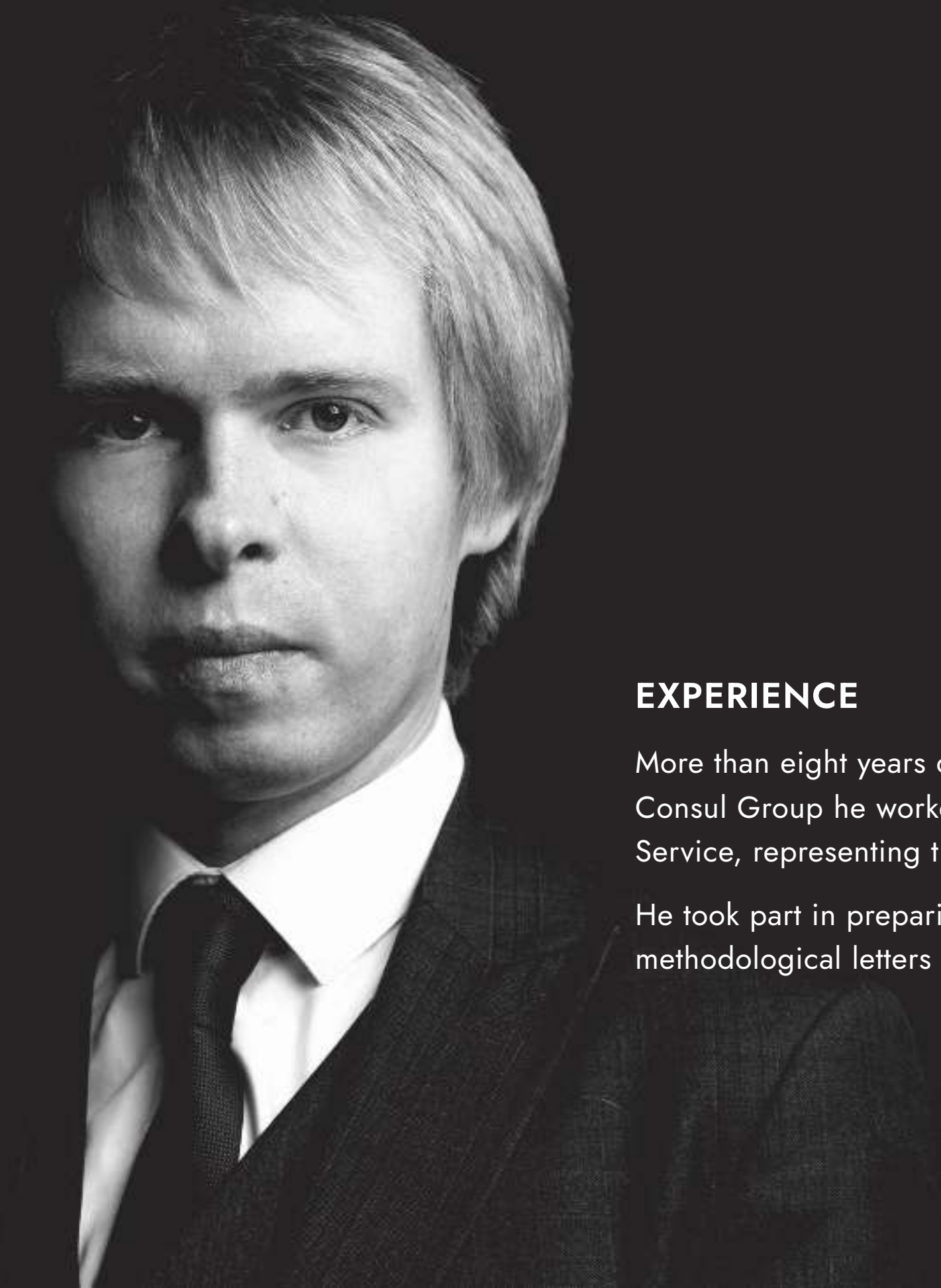
Head of Tax Advisory

rymarev.a@consul.group

SPECIALISATION

Taxes and taxation: changes in tax legislation, current tax case law, tax reconstruction, the simplified tax system, the impact of sanctions on the Russian tax system, property tax, VAT, profit tax.

[projects and publications](#)



EXPERIENCE

More than eight years of practice in tax disputes. Before joining Consul Group he worked at the central office of the Federal Tax Service, representing the tax authorities in the Supreme Court.

He took part in preparing the Federal Tax Service's methodological letters on key aspects of taxation.



CONSUL GROUP —

a group of companies providing professional legal advice on real estate and construction, specialising in tax law, dispute resolution, asset valuation and cadastral work. It was founded in 2014 by real estate and tax law experts. Over 12 years the group has advised more than 500 commercial property owners on a wide range of legal matters, including court disputes, demonstrating a high level of expertise and challenging more than RUB 30 billion of additional tax assessments for its clients. Today more than 20 lawyers, economists and valuation and cadastral experts work on its projects. Consul Group's advantage is comprehensive support for the business of commercial property owners on every issue that arises, supplementing the client's in-house team in areas that require deep specialisation.

General enquiries

+7 495 648 64 45
info@consul.group
www.consul.group

Novodmitrovskaya St. 2, Building 2,
Moscow, Russia, 127015