

Goftoogo International Legal Group (GILG)



Specialists in International Trade Law and Government Contracts

1- About Us

Goftogoo International Legal Group (GILG) included lawyers, legal experts and university professors on **only Special Legal Areas such as international trade law, oil and gas law, investment law, government contracts law, litigation and alternative dispute resolution (ADR).**our practice is global and includes matters originating **in /or outside Iran.** We provide full legal services to our international and internal clients with focusing on the economic and financial results of any legal action. We appraise and evaluate any legal decision with the formula cost-benefit before any proposal and action.

Furthermore we combine the knowledge, experience and energy of engineers, financial and commercial experts to solve our clients' most complex challenges in shape of **Project Legal Management and Claim Management** especially at the government contracts. Our strong claim management team is well-versed and highly experienced in quantification, documentation of raised claims before bringing them against arbitration tribunal or court. In this regard, we firstly propose to our client it is better and optimal to manage the claims via alternative dispute resolution (ADR) then other methods.

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Our vision

Based on our greatest experience that is our clients trust, we want to expend **our special services** to all clients everywhere and cover the whole of their concerns regarding special legal issues and occasionally in shape claim management. We trace the client satisfaction to the highest levels and being preferred choice for them.



Our Mission

To provide **full and special legal services** with regard to their **economic and financial effects** based on cost-benefit formula and **occasionally in shape of Project Legal Management and Claim Management**. We will accomplish this through the empowerment, specialist, and skilful team including lawyers, university professors, engineers, financial experts and financial advisers.

Our Values

- * Rendering **Special Legal Decision** with regard to economic, financial and commercial effects;
- * Treat clients with respect, consideration, courtesy and satisfaction;
- * Thinking professional and working globally;

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- * Team working and mutual trust inbound;
- * Knowing business deeply and practically;
- * Adding values to our clients.



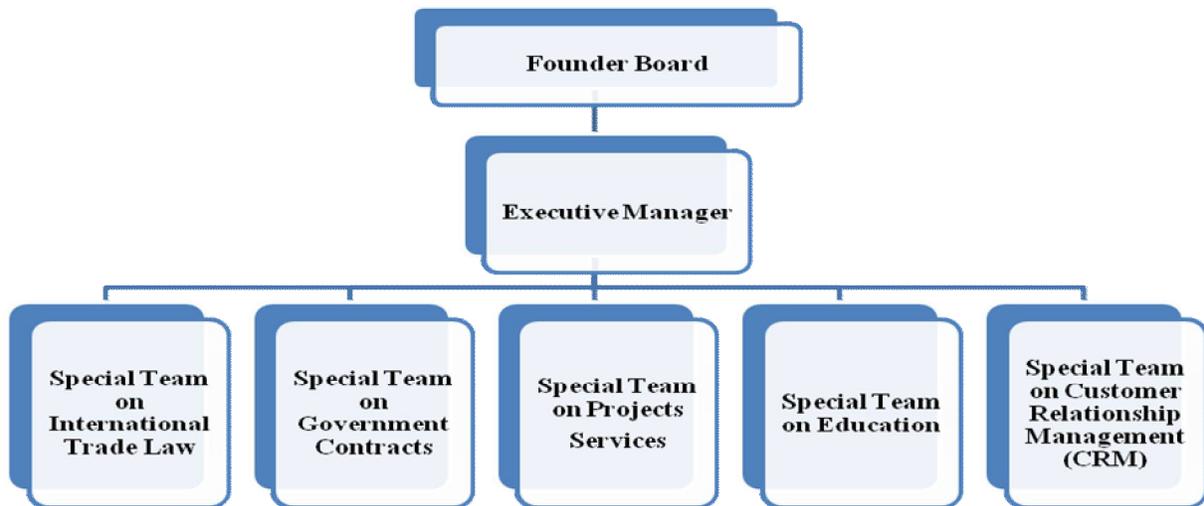
Why Us

- * We are expert on **special legal areas especially in the field of International trade law;**
- * We act in the shape of **Project Legal Management and Claim Management especially at the government contracts;**
- * **We decide and operate with regard to business environment not only based on legal issues;**
- * We enjoy our work and are determined to deliver the best and special to our clients;
- * We recognize that the reputation of our group is vital to our success and we all have a duty to preserve and grow it for the long term.
- * **We work wherever our clients need us in /or outside Iran.**

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Structure

Goftoogo International Legal Group (GILG) is an independent and multi-skilled in the fields of providing special legal services based on the continuous training and academic and professional enhancement of its lawyers occasionally together with engineers, financial and commercial advisors. On this basis, GILG structured and equipped to meet the special legal areas and claim management.



How We Can Help

In the special practice areas mentioned, Goftoogo International Legal Group (GILG) proposes its special legal services in three stages respectively as following:

- * **First Stage:** Providing contractual advice for entering into international and government contracts and also negotiations connected to them;
- * **Second Stage:** After occurrence any claim, its management in related authorities including quantification, evaluation, documentation and prosecution.

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* **Third Stage:** Bringing claims before arbitration tribunal or court.

Contact Us

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2- Practice of Areas

Goftogoo International Legal Group (GILG) takes a multi-disciplinary approach to handling complex litigation matters and in advising clients on a special range of legal issues. With broad industry knowledge and significant experience in our areas of practice, we devise solutions that address each client's particular needs and objectives to assure the highest levels of effective representation. The most important of special areas of our legal group are as following:

1- Contract law

We know how important the smooth operation of commercial agreements is for the daily operation and profitability of a business. Our group works closely with clients to understand and advise on how a given commercial agreement will support the client to achieve its individual business goals, considering the core values of the respective industry. We also provide clear and commercially valuable legal analysis of the risks attached to commercial agreements, supporting our clients' needs on regular basis. The support that we provide aims the commercial agreements to be clear and appropriate, as well as not to be exposed to unnecessary or unintentional legal and financial risks. Attorneys of group provide complete and customized solutions with respect to local and international commercial contracts, incorporation of partnerships, insurance, taxation, bankruptcy/insolvency, agency, leasing, franchising, distribution and licensing agreements, transportation and logistics agreements, equipment finance and leasing, employment agreements, and employee benefits. In this regard, full services of GILG include three stages:

1-1 Pre-Contract Services

The services of this part start after the end of feasibility study phase (if applicable) and include all services related to legal and contractual feasibility analyses up to the preparation of the first draft of the contract such as Analysis of the limitations and opportunities set out in feasibility study, Identification of the pivots of contract based on feasible study, Choosing best suited contract model based on feasibility study, negotiation, revision of the foreign law (law of the foreign party's state) by the assistance of foreign legal advisors, revision of customs and practice applicable to the business relationship

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1-2 Preparing Draft of Contract

After abovementioned stages, the GILG prepares the first draft of the contract taking into account client's requirements, feasibility study outcome and domestic and international laws and practice. That is a draft to rely on in negotiations assured of legal accuracy.

1-3 Contract Management Services

The third category of GILG services is legal and contract management including: Preparing Contract Check List, Preparing Contract Risk Analysis, Risk Management, Modification and Amendment Management, Claim Management.



2- Legal Management

From time to time, a business may face a significant claim (or group of related claims) that has the potential to disrupt their normal business activity. Examples include mass litigation or claims arising from: product liability, data security and privacy breaches, bankruptcy, environmental incidents, natural disasters or significant customer issues such as product rebates and recalls.

When such a claim or event occurs, especially if it is complex and involves significant potential Liability, an organization needs to take legal action at several levels. Even the most sophisticated organizations may find it difficult to initiate and manage these activities due to the size, scope,

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and complexity of the claim or event, the speed of response required, and the resources and costs necessary to respond in the appropriate time frame. GILG can help clients at the:

2-1. Claim Legal Management

GILG's Claims Management Services team has worked on some of the nation claims management projects. We bring a wealth of knowledge and experience, structured approaches to assist our clients in responding to large and rapidly-evolving claim situations, across the claims process life cycle. Our professionals have extensive experience in crisis management, incident response, project management, and data and claims processing with focusing on project's legal issues. We provide services to our clients virtually anywhere in the Iran and around the world through the global resources of GILG.

GILG applies a multi-faceted claims management model with focusing on legal issues and risk management to help clients achieve the cost efficiency of outsourced operational. This approach can enable clients to respond to the legal and regulatory requirements associated with large-scale claim situations.

GILG has a history of supporting corporations with customized claims consulting and administration services that are based on leading industry practices and the integration of advanced technical and analytic techniques. Our claims administration and management team has considerable experience in managing the life cycle of claims processing for various clients. We manage claims via professionals who have specialized knowledge and diverse backgrounds in the following fields: Business, Statistics, Engineering, Commercial, and Financial.



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2-2. Project Legal Management

GILG advises sponsors, governments, construction companies and lenders on projects and project financings across energy, infrastructure, mining and telecoms throughout the world. We provide our clients with a totally integrated service on all aspects of project work with specialists in all relevant areas of law. Our lawyers and other specialists win praise for their technical ability as well as their commercial approach and can provide a comprehensive service, including advising on joint ventures, project structures (BOT, BOOT, DBFO, DBFM, PPP and others), conducting legal due diligence, risk allocation and reviewing the "bankability" of project agreements, financing arrangements (Bank and bond) and relevant security packages and considerations across the Globe. In this regard some of our services as following:

- * Drafting and preparing tender documents regarding the type of tender (public, specific) with the focusing on main issues such as guarantees (APBG, PBG,..);
- * Preparing contract draft and its annexes;
- * Holding meetings with other side to clarify ambiguities and contractual problems;
- * After contract, providing legal advices on financial issues, monetary transactions;
- * Legal review of contract identifying potential claims and documenting them;
- * Settlement of disputes between the employer and the project by the use of amicable legal mechanisms with focusing on documenting
- * Analyzing delays and documenting giving reports to clients.

2-3. Heads of Departments

* Engr Ali Aliyari.

Statistics and Engineering Department

* Dr Javad Kazemi

Litigation & Dispute Consulting Department

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* Eng Teymor Jamali

Commercial Department

* Dr Hasan Fallahi

Financial Department

* Dr Farokh Javandel

Contractual Department

* Engr Mahdi Ahangar Kani

Technical Department

3. Foreign Investment Law

Goftogoo International Legal Group (GILG) has extensive experience in assisting companies and individual business persons with their foreign direct investment projects in Iran. Our clients include various sizes of corporations from small to large businesses. We have our competent team of lawyers ready to advice in different industries on every aspect of foreign direct investment. Our clients benefit from our comprehensive experience not only in the field of Foreign Direct Investment (“FDI”) but also the various areas relevant to FDI such as corporate structuring, employment, intellectual property protection and dispute resolution. Attorneys can assist your company on the following matters:

* Advising on the establishment of your foreign invested company in Iran, which includes advice on related issues such as the type of the company, required documents and the expenses;

* Legal registration and announcement of your company in Iran established among various kind of company types;

* Restructuring of your company including company type changes, transfer of shares, M&A, liquidation;

* Negotiating with local partners and companies, drafting of agreements, corporate documents and any other related documents required for the operation of your company;

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- * Advising on trademarks, patents, copyrights in terms of protection of intellectual property rights of the company;
- * Advising on general assembly meetings as per Iranian commercial law and relevant regulations;
- * Advising on employment issues for your company including drafting of agreements and other related documents related to recruitment, termination and employment;
- * Providing legal advice relating to criminal or civil liability of foreign partners and managers pursuant to the regulations.



4- Government Contract Law

GILG has handled types of government contract formation, litigation or counseling problem, representing. Government contracts Practice is comprehensive in scope, with expertise in areas including:

- * Claims by and against the government;
- * Compliance with other governmental authorities;

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- * Conducting due diligence and handling regulatory issues, including financings arising in corporate transactions involving government contractors;
- * Prosecuting of civil fraud cases arising out of government contracts;
- * Settling of disputes and other issues related to contract performance
- * Formulating, implementing, and auditing corporate compliance programs;
- * Major bid protests at the Iran Government and arbitration tribunal or Courts;

5- Oil & Gas Law

Oil and gas sector and its related LPG, LNG and CNG are the most attractive sector in Iran. GILG's lawyers have a lot of legal experiences and knowledge regarding the type of oil contracts entered into yet and attended at some of contractual negotiations of these contracts. We have worked with the gigantic and very well-known clients in this regard and advised them about National Oil Company of Iran, Independent Oil and Gas Companies, and funders (debt and equity) on all legal aspects of the oil and gas supply chain, including upstream (exploration and production), midstream (storage and transportation), downstream (fuels and lubricants, marketing and refining, retail and chemicals) and LNG. Our integrated legal practice advises clients on transactions relating to project development, M&A (both public and private), funding (equity, debt and Islamic financing), energy and emissions trading and litigation and arbitration, taxation, regulatory, environment and employment.



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6- Alternative Dispute Resolution Law

GILG provides private corporations, investors, enterprises and companies full services new methods resolving disputes such as **Negotiation**, **Arbitration**, **Conciliation** and **Mini Trail** by sophisticated lawyers, negotiators, arbitrators and conciliators. GILG's specialists regularly and successfully handle proceedings under all of the major international rules for example ICC International Court of Arbitration. GILG represents clients through a dispute's lifecycle from drafting dispute resolution clauses, through arbitration to arbitration-related litigation. If the client's matters have not been solved by the ADR, GILG's Lawyers meets that matters are final step and start the judicial procedures. GILG's trial lawyers have a remarkable track record of success trying in courts. Our litigation lawyers draw upon the particularized skills of colleagues in different practice areas and locations to forge a comprehensive approach to problem solving. We offer clients deep industry experience and outstanding service across multiple practices.



4- Projects

GILG is proud due to fulfilling many projects on behalf of large clients or against them. Some of these projects include:

Legal management of Radioisotope Centre POLATOM



National Center for Nuclear Research POLATOM Radioisotope Centre is a Polish manufacturer and distributor of the isotope used in medicine, science, industry and environmental protection. Research is a research and development. They concern the nature of the application and radio chemical and nuclear technology and scientific disciplines such as radiochemistry, biochemistry, and

Goftoogo International Legal Group (GILG)

immunology. The result of research is developing their own technology, implemented by NCBJ OR POLATOM.

Website: <https://www.polatom.pl/en>

Legal Management of Van de Wiele Company



For more than a century, Van de Wiele assumes its leadership in innovation through a comprehensive range of high performing textile machines, finishing equipment, accessories, control systems and tailored services for the textile industry.

Website: <http://www.vandewielegroup.com/>

Legal Management Related to Gedik Welding Company



GEDIK WELDING was established in Turkey in 1963 and is now a global industry leader in the field of welding consumables and equipments. Under its internationally – registered trademarks GeKa, GeKaTec, GeKaMac and GeKaRobot; the company manufactures about 90.000 ton / year of superior quality coated stick electrodes, gas-shielded arc welding wires, submerged arc welding wires, submerged arc welding fluxes and flux cored welding wires as well as brazing rods, special repair and maintenance products. The company also produces its own GeKaMac branded rectifiers, gas-shielded arc and submerged arc welding generators. Keeping abreast of the largest technological developments in the domain, GEDIK WELDING also generates robotic solutions and welding automation equipment for various industries, both in Turkey and overseas. GEDIK WELDING is one of the largest manufacturers in Europe and is rewarded with “Golden Star” since 2011.

Website: <http://www.gedikwelding.com/>

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Legal management with Hik Vision Company



Hangzhou Hikvision Digital Technology Co., Ltd. was established in November 2001, founded with 49% foreign capital. The company was officially listed on Small and Medium Enterprise Board in China Shenzhen Stock Exchange on May 28, 2010. As of September 16, 2016, Hikvision has a market capitalization of more than \$20 billion USD, more than 18,000 employees and 40 wholly-owned subsidiaries or shareholding companies worldwide.

Website: <http://www.hikvision.com/en/index.html>

Legal Management of Ace Valve Company

ACE VALVE Corporation is in the business of manufacturing and supplying high quality valves conforming to most demanding international standards to various industries since 1998. Due to exceptional quality and competitive price, and exported to over 27 countries and some of the well known multi-national companies such as Saipem/Italy, SWCC/Saudi Arabia, LURGI AG/Germany, BASF/China etc are our regular buyers. This was possible due to employing advanced manufacturing processes that include casting, machining, assembling and testing facilities to meet high quality standards of the demanding modern industries according to International standard (ASME, API, DIN etc). The various types of valves based on the requirement of the buyer are made from Casting or Forged Carbon Steel, Stainless Steel, Alloy Steel, Duplex steel etc conforming with international standard (API & ANSI & ASME) with adequate capability to withstand high pressure applications.

Website: www.acevalve.com www.acevalve.kr www.acevalve.eu

Legal Management with the Sepanir Oil and Gas Engineering Company



Sepanir Oil and Gas Engineering Company is Subsidiary of Khatam al-Anbya Construction Headquarters that work specially in the field of oil and gas.

Website: www.sepanir.com

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Legal management with HUTCHISON PORTS



HUTCHISON PORTS is the world's leading port network. Over 30,000 employees, operating ports and terminals in 25 countries in Asia, the Middle East, Africa, Europe, the Americas and Australasia

Website: <https://hutchisonports.com>

Legal Management related to Port and Marine Service Development Company (BETA)

BETA Co. as a leading port, marine and off-shore services operators in Islamic republic of Iran marine industry, considering the existing requirements of the country, aiming at promoting port industry and maintaining domestic independency stepped into operation arena in container terminal No. 1 in Shahid Rajaei port.

Website: <http://www.betaco.org/>

Claim Management against Khatam al-Anbiya Construction Headquarter



Khatam al-Anbiya Construction Headquarter is an Iranian engineering firm is the major engineering arm and one of Iran's largest contractors in industrial and development projects. Khatam al-Anbiya has diversified over the years into companies dealing with mechanical engineering, energy, mining and defense.

Website: <https://khatam.com/>

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Claim Management related to Petroleum Engineering and Development Company (PEDEC)



Petroleum Engineering and Development Company (PEDEC) was established in 1994 aiming at supervising the engineering and development of projects by planning, engineering, constructing, and implementing giant oil and gas projects at National Iranian Oil Company (NIOC). PEDEC, as the development arm of NIOC, studies and operates development projects to explore, extract, and produce crude oil, natural gas, and other solid and liquid hydrocarbons (save for coal) to meet NIOC's requirements, improve upstream technology, and make the most of local sources in implementation of projects. Presently, PEDEC enjoys about 500 well-experienced technicians and capable managers. To implement a large number of onshore and offshore projects, PEDEC is working with many engineering and contracting companies both within and outside the country's borders. The company, thereby, provides a platform for the transfer of technology in oil and gas related projects and ushers in an era of technology self-sufficiency in Iran.

Website: <http://pedec.ir>

Claim Management against Iran Marine Industrial Company (SADRA)



SADRA was founded in 1968 as a small ship repair yard in Bushehr, at North West of Persian Gulf. Since then, SADRA has established itself as the leading shipbuilding and ship repairing company in Iran. Later on, in response to the prevailing demand in the Persian Gulf and Caspian Sea market SADRA entered into offshore and onshore oil, gas and petrochemical industries and infrastructural civil construction with emphasis on the local and international markets. Following continuous efforts of SADRA Quality Management Team, the company was awarded ISO 9001 certificate of approval in 1997. Subsequently the company managed to receive other certificates such as OHSAS 18001:2007, ISO 14001:2004 and ISO 9001:2008.

Goftoogo International Legal Group (GILG)

SADRA rapid development and growth during these years is due to its commitment to continuous improvement in engineering, project management, experienced human resource, modern equipment and machinery and construction skills that are active in different departments. During recent years, strong ties have been established and developed between SADRA and a number of international companies in the field of shipbuilding and oil and gas industries. These links have given SADRA the experience and capability to pursue projects of complex and sophisticated technologies.

Website: <http://www.sadra.ir/>

Claim Management against Tehran Mall shopping building



After the successful development and completion of Star Commercial Projects, with direct investments from the Malaysian based parent company, Kingdom Holding, several mega projects have been delivered in the cities of Shiraz, Bandar Abbas, Yazd, and Gheshm City Centers 1, and 2. With the same proficient experience of building the landmark Khalij Fars Shopping mall (the biggest mall in the World, 2500 shops, Tehran Mall, the exclusive new shopping address will have the following details: 150,000 sqm built up area, 500 shops, 13,000 sqm Hypermarket, Modern Cinemas and Amphitheaters, 20 restaurants and Fast Food outlets, 7,000 Sqm Entertainment and Amusement Center, 3,000 sqm covered parking area

Website: <http://tehranmall.com>

Claim management of Skaf Technical and Construction Company



SEKAF Construction and Technical Company was found in 1982 with three simple goals in mind, to develop and maintain the trust of our clients, to build positive relationships with every project. Their gutsy entrepreneurship, expert negotiation skills and marketing abilities quickly

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turned SEKAF from a family business into a diversified building, mechanical, pipeline, railway and utility contractor. SEKAF Company has successfully completed and delivered more than 100 projects in different parts of Iran.

Website: <http://www.sekafco.com/>

Legal Management of Azarsimab Construction Company



Considering the constructional and professional needs in Iran, Azarsimab was established in 1987, in order to share in the country's growth and development. Since the beginning, Azarsimab was organized aiming at the fields of activities which required special skills. Azarsimab managed to perform projects of particular specs such as onshore structures, quay walls, harbor, drilling and in-situ piling, soil consolidation and stabilization as well as many other fields of activities within Iran and some countries in the region.

Website: <http://www.azarsimab.com/>

Legal Management of Nasoot Company



Nasoot, as a food stuffs branch of **Silk Road Trading Raymon Holding company**, is working specially upon exporting of the five precious gold's of Iran; pistachios, dried figs, honey, dates and saffron.

Website: <http://nasootco.com/>

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Claim Management against Iranian Offshore Engineering Constriction Company (IOEC)



Iranian Offshore Engineering and Construction Company (IOEC) is one of the first Iranian offshore General Contractors. IOEC was established in 1993 to fabricate and install production facilities necessary for oil and gas industry.

Website: <http://www.ioec.com/>



We Think Global and Skillful; So Get Help to Avoid and Manage Claims