

Oxana Balayan

Office Managing Partner

Moscow

Biography

Oxana is a modern dealmaker and a star lawyer focusing on cross-border M&A and a full spectrum of corporate work. She is the 'advisor of choice' when it comes to complex domestic and international transactions or critical operational issues. Oxana has worked on more than 100 announced or completed M&A deals with a total transaction value exceeding U.S. \$50bn.

With over twenty years of unique multi-jurisdictional experience, Oxana is one of the most recognised and experienced transactional lawyers in Russia. She has a creative and thorough approach to problem-solving with an excellent grasp of corporate finance, regulatory, compliance, governance and antitrust issues. Oxana's portfolio consists of transformative deals across a variety of industries including media, technology, telecoms, retail, financial institutions, automotive and many others.

Clients benefit from Oxana's strong international background which includes her dual qualification in Russia and England & Wales and work in international offices including in Germany. Oxana heads the Russian office and the Russian Corporate practice of the firm. Clients describe her as 'commercially focused' (Legal 500, 2014) and praise her for the 25/8 service.



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Languages

English
German
Russian

Practices

Mergers and Acquisitions
Private Equity
Gaming Law

Industries

TMT
Life Sciences and Health Care
Diversified Industrials

In 2016 Oxana was awarded the inaugural Hogan Lovells' Innovation Award 'Innovative Individual'. The international jury composed of General Counsel of Airbus Group, Uber, ITV plc as well as representatives of University College London, RSG Consulting, The Advisory Board Company and Financial Times.

Watch Oxana's TV and radio interviews: "Women Talk" (available in Russian with English subtitles) on the [World Business Channel](#) (2016) and "PROmotion" (available in Russian) on the Radio Mediametrics (2018) on Oxana's professional and personal achievements, diversity and secrets of success for female professionals.

Representative experience

Discovery Communications on a JV with Russia's National Media Group.

Moscow Credit Bank Capital on €500m sale of Veropharm to Abbott Group, Russia's largest foreign takeover in 2014.

A&NN Capital Fund Management, controlled by the prominent Russian businessman Alexander Mamut on US\$1.2bn sale of 50.1% of shares in Euroset.

Advising X5 Retail Group, Russia's second-largest food retailer on strategic expansion including US\$1.65bn acquisition of Kopeyka, the largest acquisition in Russian retail sector.

Rostelecom, Russia's largest telecoms company on US\$1.3bn acquisition of National Telecommunications Company (NTK) operating broadband Internet and digital TV.

Russia's top 10 development company on acquisition of the Four Seasons hotel (former legendary Moskva hotel) at the Red Square.

Otkritie Financial Corporation, one of the leading financial institution in Russia, on US\$100mn sale of a

Consumer

Areas of focus

Carve-outs, Spin-offs, and Split-offs

Cross-border Mergers and Acquisitions

International Programs

Joint Ventures and Strategic Alliances

M&A and Joint Ventures

Private Equity and Venture Capital

Public Company Mergers and Acquisitions

Education and admissions

Education

Executive Education, Harvard Business School, 2000

Ph.D., University of Regensburg, 1996

LL.B., Lomonosov Moscow State University, 1992

Memberships

Daimler-Benz Fellow

minority stake to IFC.

Sinara Group, Russia's major diversified holding, on two strategic JVs with Siemens AG in the transportation sector including for Sochi 2014 Olympics.

Awards and rankings

- Acritas Star, *Acritas Stars Independently Rated Lawyers*, 2018-2019
- Corporate/M&A (Russia), *Chambers Global*, 2012 - 2019
- Commercial, Corporate and M&A (Russia), Leading Individual, *Legal 500 EMEA*, 2016-2019
- The Best Lawyers in Russia, Corporate, M&A, Private Equity, TMT, 2009 - 2019
- Transport, *Legal 500 EMEA*, 2019
- Real Estate and Construction, *Legal 500 EMEA*, 2018-2019
- Finalist at Euromoney "European Women in Business Law" Awards as best in M&A in Europe, 2011, 2013 - 2016
- Dealmaker of the Week, *The American Lawyer in December*, 2010

Latest thinking and events

- Hogan Lovells Events
 - Tech M&A series: The View from Silicon Valley
- Hogan Lovells Events
 - Tech M&A: The View from Moscow and Silicon Valley
- Hogan Lovells Publications
 - Online sale of pharmaceuticals in Russia remains prohibited and lawmakers are yet to pass the bill allowing online sales
- Hogan Lovells Publications
 - Digital Battle in Russia: Russian Parliament will consider a Draft Law on Foreign Ownership

Bar admissions and qualifications

Solicitor, England and Wales

Moscow

Restrictions in Significant Internet / Information
Resources in Russia *Corporate and M&A Practice
Alert*

- Hogan Lovells Publications
 - Russian Supreme Court unified the approach to the definition of the Russian territory for the purposes of e-commerce
- Hogan Lovells Events
 - Celebrating 25 years in Russia