

Oxana Balayan

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 20 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 Corporate & Finance practice group of the firm. Clients describe her as 'commercially focused' (Legal 500, 2014) and praise her for the 25/8 service.



Phone

+7 495 933 3016

Fax

+7 495 933 3001

Email

oxana.balayan@hoganlovells.com

Languages

English
German
Russian

Practices

Mergers and Acquisitions
Private Equity
Gaming Law

Industries

Technology & Telecoms
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

Infrastructure/Energy M&A and Joint Ventures

Private Equity and Venture Capital Funds

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

Bar admissions and qualifications

Solicitor, England and Wales

Moscow

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

- TMT (Russia), Recommended, *Legal 500 EMEA*, 2020
- Real Estate and Construction (Russia), Recommended, *Legal 500 EMEA*, 2018-2020
- Commercial, Corporate and M&A: Moscow, Russia, Leading Individuals, *Legal 500 EMEA*, 2019-2020
- Commercial, Corporate and M&A: Moscow, Russia, Recommended, *Legal 500 EMEA*, 2019-2020
- Acritas Star, *Acritas Stars Independently Rated Lawyers*, 2018-2020
- 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
- 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

- Awards and Rankings
 - Hogan Lovells partner Oxana Balayan named among the Top 30 Women in Law
- Press Releases
 - Hogan Lovells advises Netflix on its partnership with Russia's National Media Group

Accolades

Oxana Balayan "brings not only a wealth of knowledge and experience to deal with our transactional challenges, but also staffs our deals with the best lawyers"

*Chambers Europe, Corporate/M&A
– Russia, 2017*

Oxana Balayan is a "good person to get things done, she can push things through for us. She is an excellent negotiator, bringing a logical thoughtfulness to any discussion."

*Chambers Global –
Corporate/M&A-Russia, 2019*

- Hogan Lovells Publications
 - A Comparative Guide: Impact of COVID-19 on the Infrastructure and Energy Sector
- Hogan Lovells Publications
 - Coronavirus – additional obligations on the employers in Russia?
- Press Releases
 - Hogan Lovells advises pipeline integrity specialist NDT Global Limited on the sale of NDT Global Group to Canadian Eddyfi NDT Inc.
- Press Releases
 - Hogan Lovells advises Lynwood on US\$185m sale of Swiss Kopter Group