

# Effective claims management activities

Alexander Bezbodov

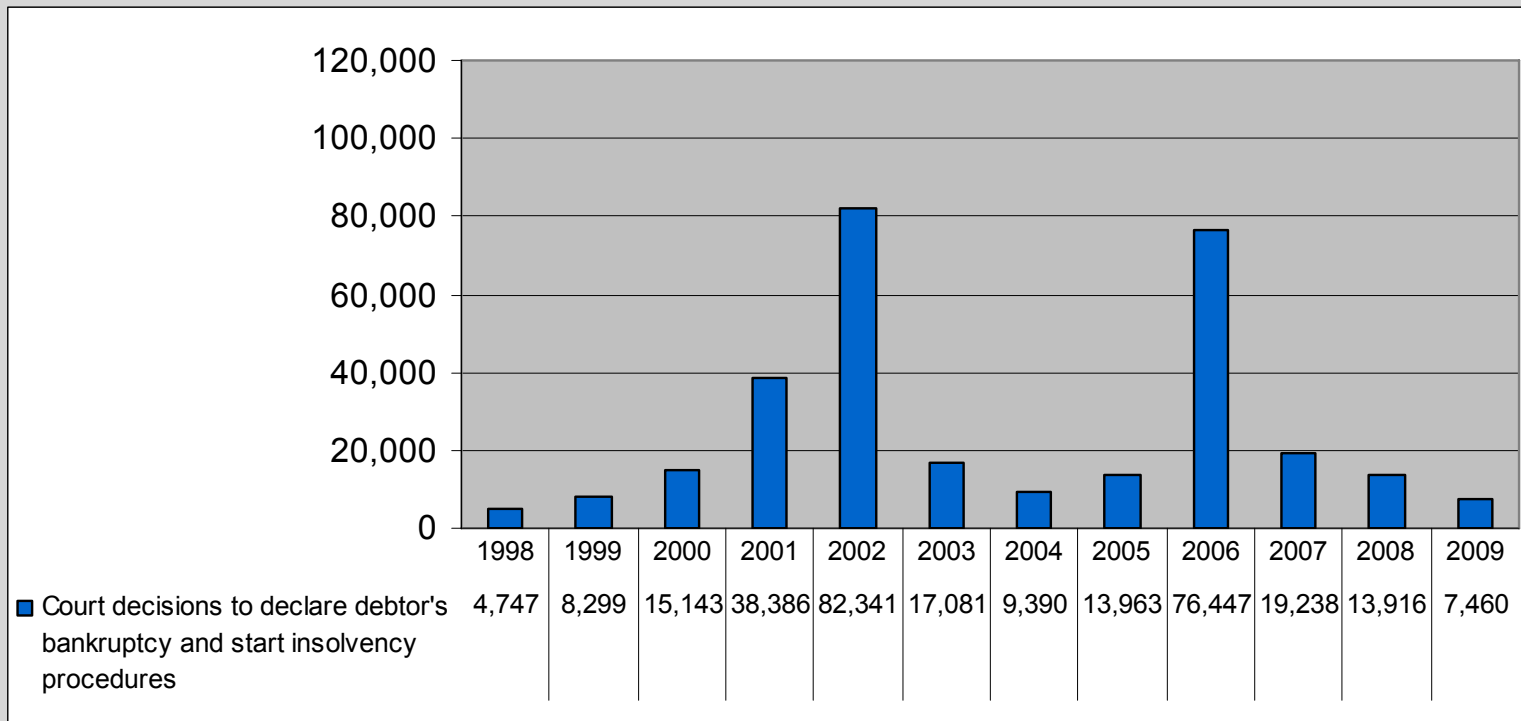
Lawyer, LL.M.

**BEITEN BURKHARDT**

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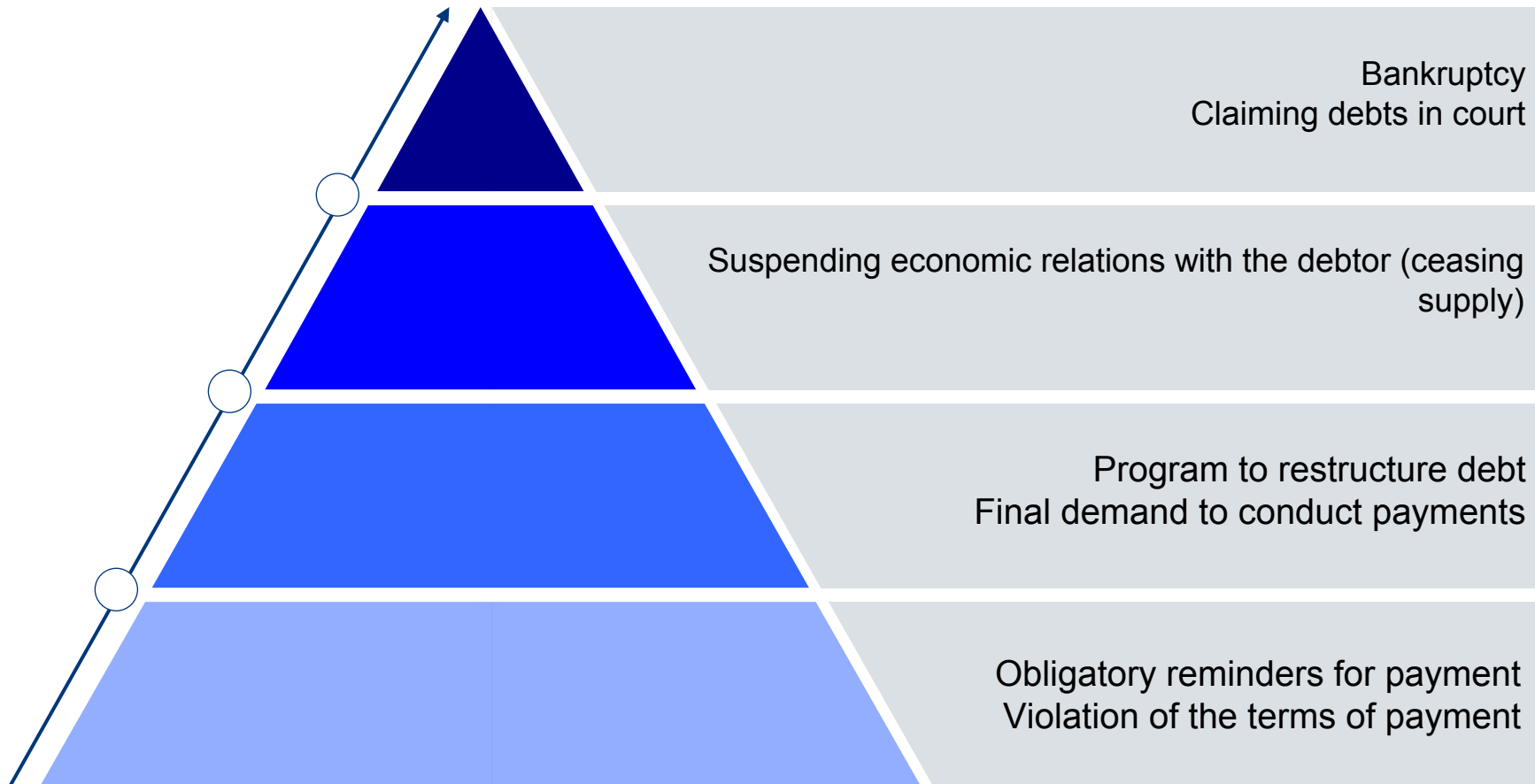
- Claims presented against a debtor within the bankruptcy procedure
- Legal grounds for presenting claims against a debtor
- Preparation of claims
- Managing financial risks
- Managing legal risks
- Contact

# Declared bankruptcies in Russia



Source: Supreme Arbitration Court of the Russian Federation, <http://www.arbitr.ru/>

# Stages of developing insolvency



# Managing financial risks

- Control over the financial position of the debtor
- Automation of the process of managing calculations with clients (use of 1C, SAP etc.)
- Management of accounts receivable (definition of the maximum acceptable terms of delay, definition of the maximum acceptable size of debt)
- Formation of a unified database bank and credit history for each client

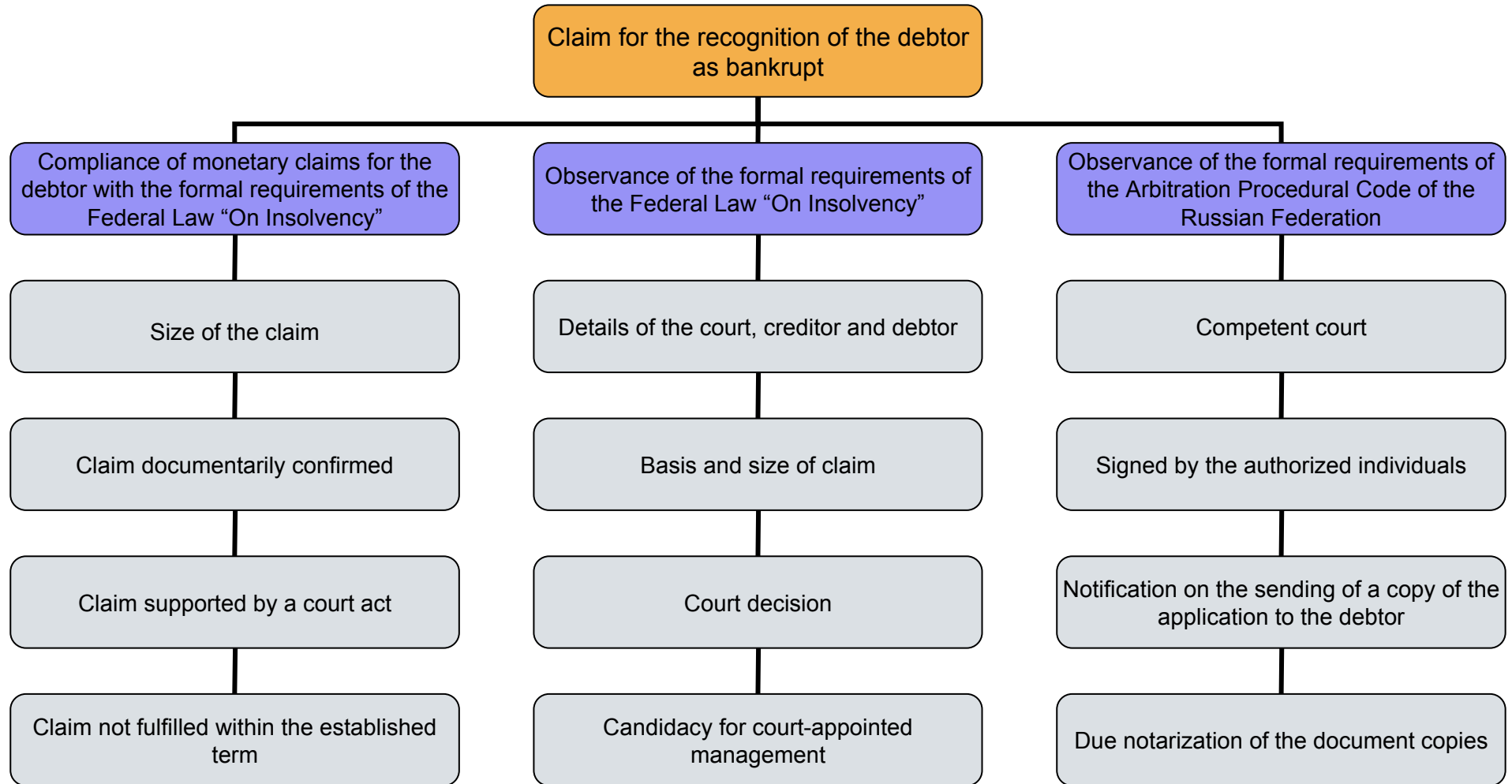
# Managing legal risks

- Concluding agreements with observance of the requirements of applicable law and the requirements of imperative regulations
- Usage of guarantee measures
- Concluding amendments and additions to agreements in writing
- Due registration confirming the fact of execution of obligations under the agreement
- Management the process of resolving disputes (establishing a procedure to decide disputes, establishment of acceptable terms of extrajudicial resolution of a dispute, circulating documents: official correspondence, negotiation records)

# Forms of claim

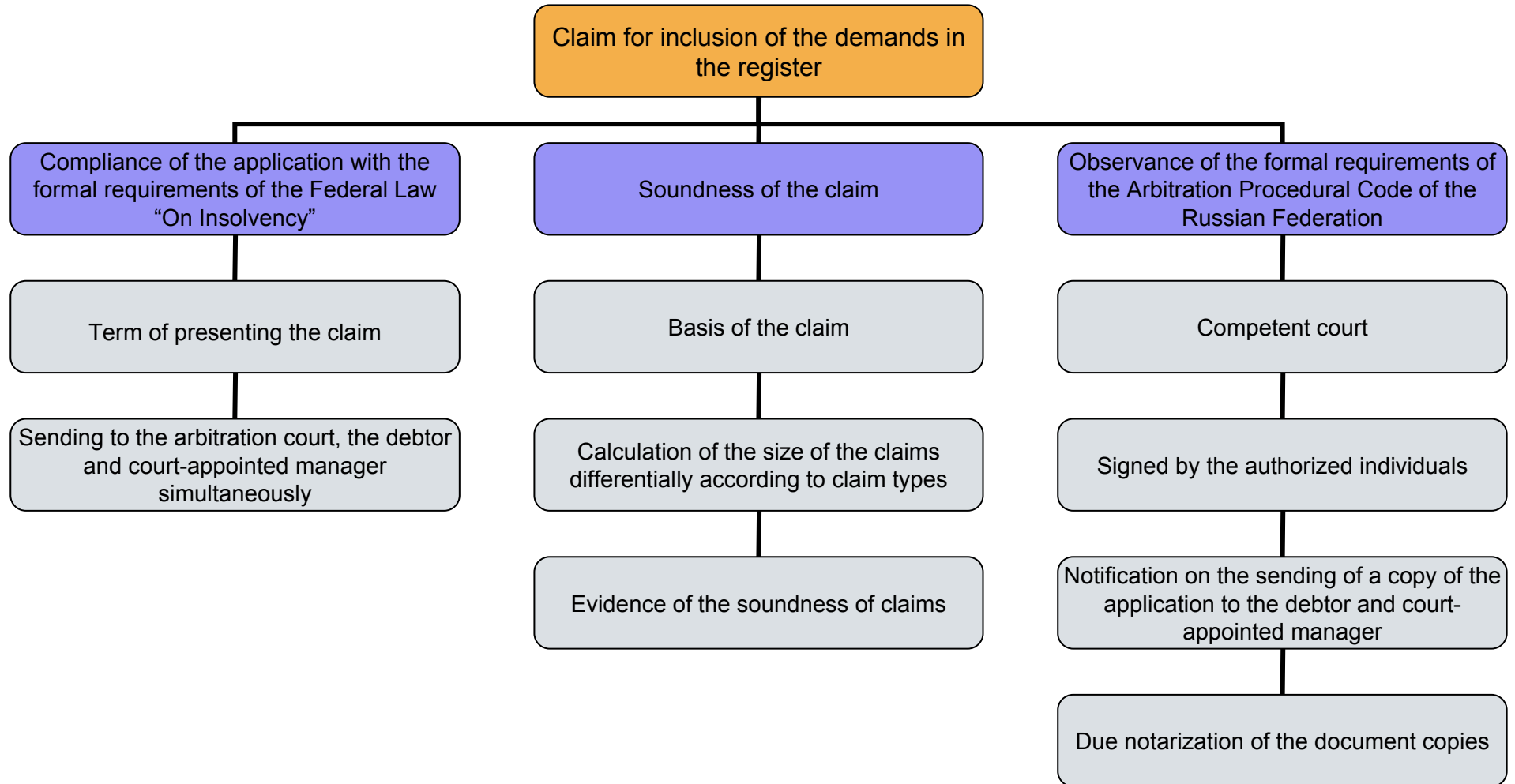
- On the recognition of the debtor as bankrupt
- On the inclusion of claims in the register
- On current payments

# Legal grounds for presenting claims

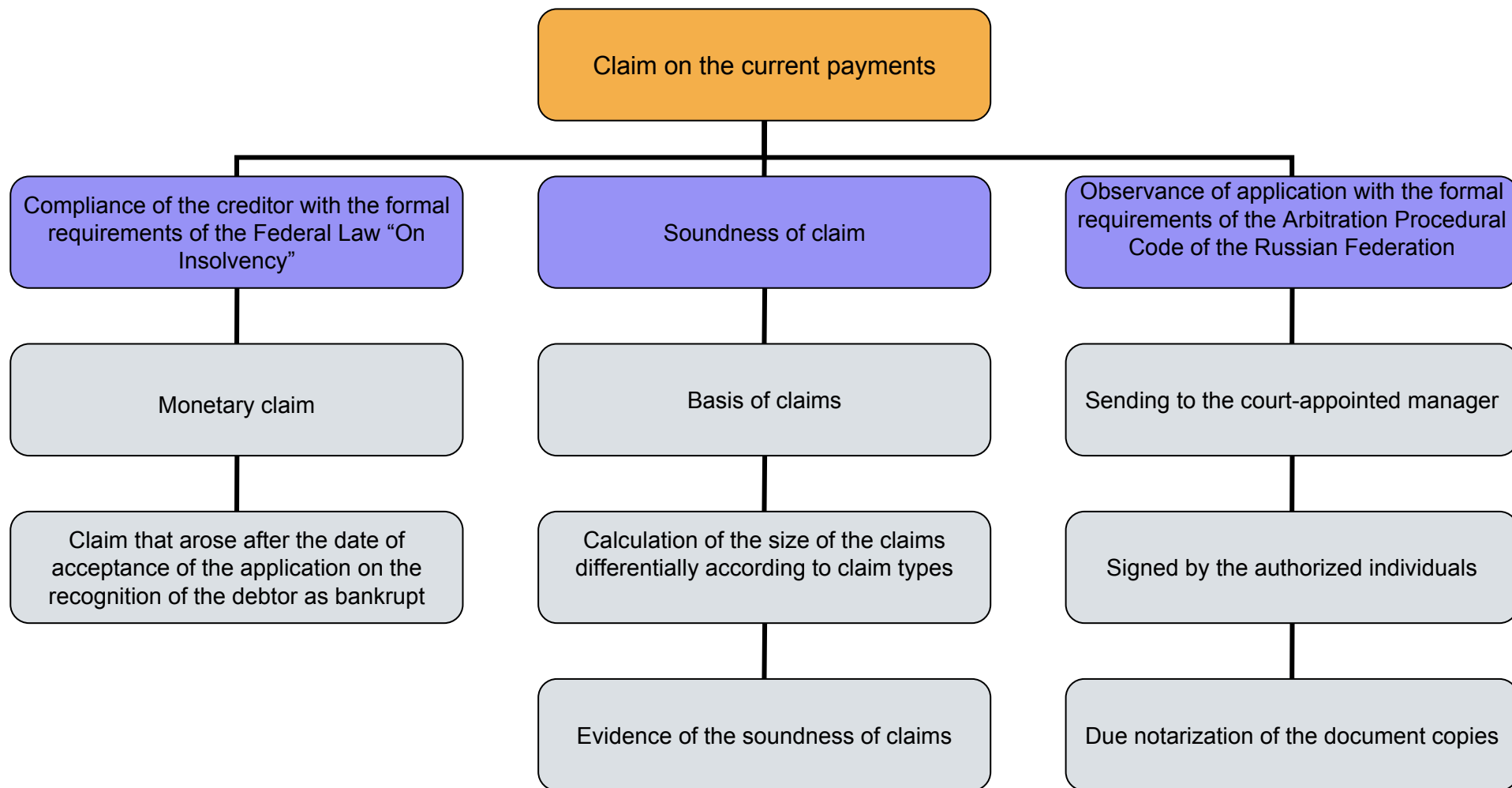




# Legal grounds for presenting claims



# Legal grounds for presenting claims



# Preparation of a claim

- Collection of information on the presence of claim against a debtor
- Examination of claims for compliance with the criteria of the Federal Law “On Insolvency”
- Legal examination of the soundness of claims
- Legal examination of the evidential basis: search and amassing evidence
- Division of claims as active and registered
- Planning the application
- Sending the application

## Contact

Alexander Bezborodov  
BEITEN BURKHARDT  
Turchaninov per., 6/2  
119034 Moscow

Tel.: +7 495 2329635

Fax: +7 495 2329633

E-Mail: [Alexander.Bezborodov@bblaw.com](mailto:Alexander.Bezborodov@bblaw.com)

[www.beitenburkhardt.com](http://www.beitenburkhardt.com)

Thank you for your attention