

UNITED
ARAB
EMIRATES

Extensive Local Capabilities

Pioneering knowledge and experience

As one of the world's most open and swiftly growing economies, the United Arab Emirates continues to be a strategic business, trade and financial hub. The country has diversified beyond oil and gas exports, cultivating its services and infrastructure sectors. More emphasis has also been placed on developing travel and tourism, financial services, professional services, transport and logistics, trade and construction.

For over three decades, Baker & McKenzie and Habib Al Mulla have helped businesses optimize opportunities and mitigate risk in the Middle East and North Africa. With our unprecedented merger, Baker & McKenzie Habib Al Mulla combines proven knowledge with resources from our offices in Dubai and Abu Dhabi to better assist domestic and multinational companies operating in the country. Our multidisciplinary team of more than 50 lawyers offers a full range of local and international legal advice, as well as dispute resolution and litigation capabilities before all UAE courts.

As the first international law firm to fully merge with a UAE firm, we deliver unmatched on-the-ground support that reflects a deep understanding of the country's legal, regulatory and commercial practices. Our shared experience and insight are far-reaching — we have also assisted government institutions and other stakeholders on aligning legal and business frameworks with global best practices and standards.

What others say

Corporate and M&A

"The rapidly expanding team at Baker & McKenzie Habib Al Mulla continued to be active in sectors such as food and beverages, retail and hospitality."

Legal 500, 2016

Corporate & Commercial

"The team is very effective, client-focused and time-sensitive."

Chambers Global, 2016

Dispute Resolution

"Lauded for its 'good knowledge regarding procedural issues in the UAE', Baker & McKenzie Habib Al Mulla's team includes head of arbitration Habib Al Mulla, who has 'a sharp, strategic mind', and Mohamed El Khatib, who leads on litigious matters."

Legal 500, 2016

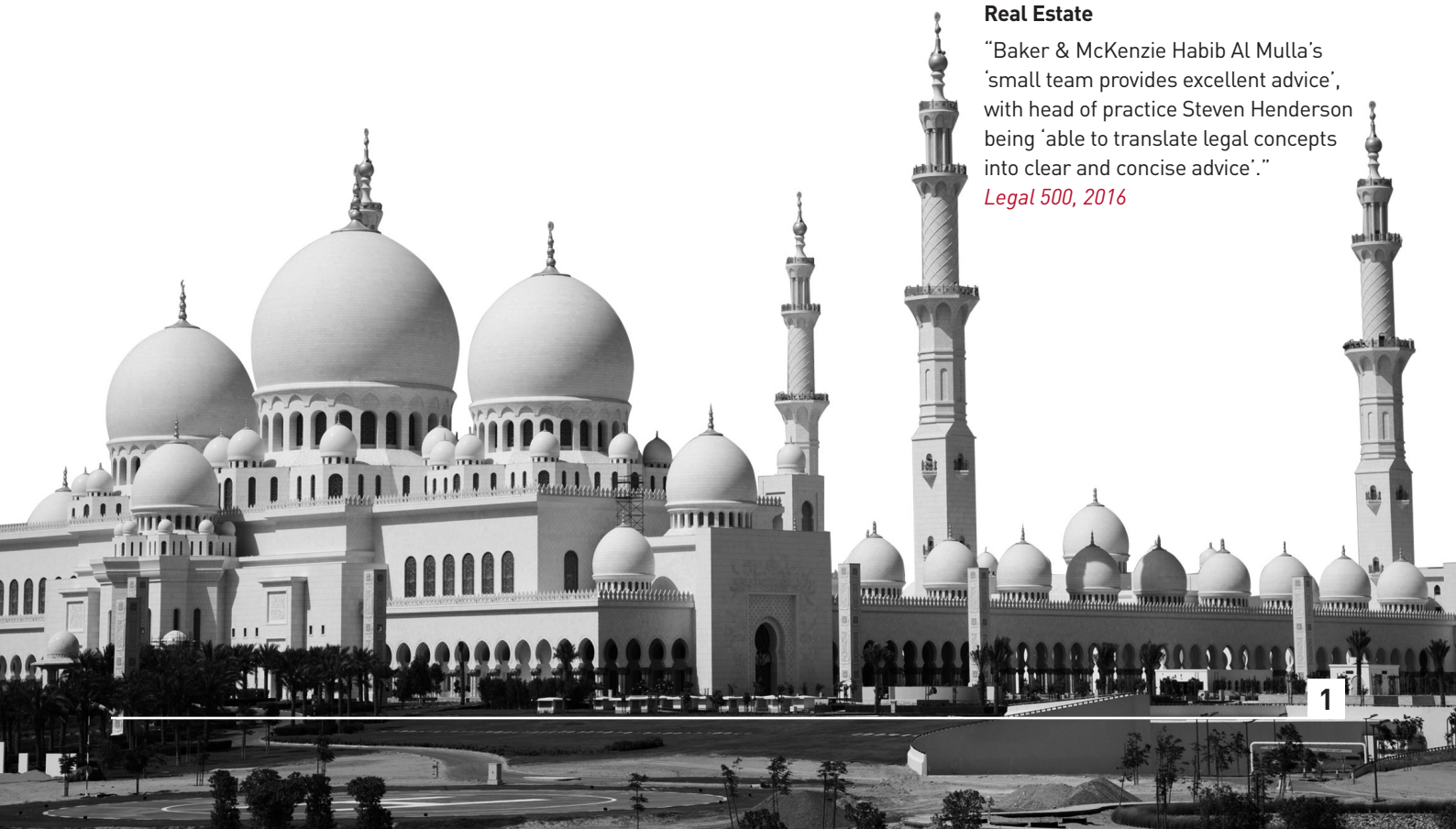
"They come highly recommended, because they can not only help with international arbitration, but can also continue the process of ratification in the courts."

Chambers Global, 2015

Real Estate

"Baker & McKenzie Habib Al Mulla's 'small team provides excellent advice', with head of practice Steven Henderson being 'able to translate legal concepts into clear and concise advice'."

Legal 500, 2016



Meeting Your Needs

We offer focused legal services in strategic business areas in the UAE, delivered by a team with extensive experience across the local commercial landscape. Our lawyers are fluent in both Arabic and English, and can provide integrated and insightful advice tailored for local companies and multinational corporations in the country.

Banking & Finance. We advise on all aspects of domestic and cross-border banking across a broad range of industries. Our experience includes secured and unsecured asset finance; corporate, commercial and trade finance; structured finance; conventional capital markets; securitization; derivatives; regulatory and legislative compliance; investment funds; Islamic finance; insurance and takaful; fraud; and DIFC law and insolvency.

Commercial Law. We are experienced in drafting and negotiating a wide variety of commercial documentation, particularly in specialized sectors such as healthcare, retail and luxury brands, pharmaceuticals, and education. We also advise on commercial and civil matters under UAE law as well as on the enforceability of agreements in the country.

Corporate/M&A. We advise on a full range of M&A, capital markets, private equity/funds, and general corporate and commercial matters. Our M&A experience extends to joint ventures, divestitures, financings, reorganizations, spinoffs, strategic alliances and other business combinations.

Regulatory and Compliance. With an established presence in key financial centers, we are well-placed to help you stay compliant with local regulations, including in financial services, corporate governance, anti-corruption and bribery, privacy laws, trade sanctions, renewable energy, and clean technology. We maintain close links with UAE ministries and government departments, as well as regularly draft major legislation that impacts the local legal landscape. Our thorough understanding of UAE law and legislative developments result in pragmatic advice on all regulatory and legislative matters.

Employment. We advise on all aspects of UAE labor law and provide legal support in the structuring, management and organization of your workforce. We also work closely with our dispute resolution team on employment disputes before the Ministry of Labor and Social Affairs, UAE courts and the DIFC.

Real Estate. We provide legal support across project lifecycles, from initial land acquisition to corporate structuring and joint ventures, project financing, construction, development, subdivision, titling and leasing. We work with landlords and tenants on leasing issues arising from industrial estates, warehousing and other commercial uses. We have also advised master developers, sub-developers, investment funds and Islamic banks on large-scale, mixed-use integrated tourism, commercial hotel, retail and residential developments.

Construction. We counsel on all aspects of construction law, from project inception to completion, and assist in procurement, contractual documentation and dispute resolution. We are experienced in drafting and amending standard forms of contract used in the region, including FIDIC. We also draft non-standard, project-specific contracts.

Hotels, Resorts & Tourism. We assist owners, managers and lenders on high-profile acquisitions and dispositions as well as on financing, joint venture, and ground lease transactions. We have also represented clients in negotiations of hotel management, licensing, branding and franchising agreements. In addition, we engage construction professionals and finalize construction projects concerning new developments and rehabilitation.

Litigation. We have full rights of audience before all courts of the UAE, free zone authorities and tribunals, as well as advise on all aspects of litigation including civil, commercial, criminal and DIFC, in every industry and area of the law. Our local court advocates are native to the UAE and can conduct litigation proceedings in Arabic.

Arbitration. We represent clients during English and Arabic proceedings in the UAE and abroad, including arbitrations that involve the Dubai International Arbitration Centre (DIAC), the Abu Dhabi Conciliation and Commercial Arbitration Centre (ADCCAC), the International Court of Arbitration of the International Chamber of Commerce, and the London Court of International Arbitration. We can also draft multi-language expert reports and participate in ad hoc arbitration proceedings and other forms of alternative dispute resolution such as mediation.

Maritime, Transport & Trade. We advise on maritime law negotiations and proceedings before local and international port authorities and government departments. Our experience includes complex maritime disputes, including liability actions and settlements.

Global Scale

An integrated and efficient cross-border approach

As the UAE's legal and commercial sectors grow in sophistication, more cross-border business opportunities emerge — and no other firm is better positioned to help than Baker & McKenzie Habib Al Mulla.

We have more than 160 lawyers across eight key economic centers in the Middle East and Africa alone — Abu Dhabi, Bahrain, Cairo, Casablanca, Doha, Dubai, Istanbul, Jeddah and Riyadh. In each location, our seasoned, multi-skilled team regularly helps clients navigate varied legal and commercial environments through a deep understanding of local cultural and business nuances, as well as international best practices.

As one of the world's first and largest international firms, our lawyers seamlessly collaborate across the region and with colleagues from nearly 70 other offices worldwide. Our integrated team enables us to help clients address the most challenging cross-border legal issues with more efficiency, at a lower cost and at a higher level of service. Our collective capability and success in handling complex international deals have made us counsel of choice among the world's leading multinationals.

Awards & Recognition

- **Middle East Regulatory and Investigations Law Firm of the Year**
Corporate Counsel Middle East Awards 2016
- **Middle East Consumer M&A Law Firm of the Year**
Mergermarket Middle Eastern M&A Awards 2016
- **Corporate Law Firm of the Year**
The CFO Middle East Awards 2015
- **Number One in MENA for Real Estates Legal Services**
Euromoney's Real Estate Awards 2015
- **World's Strongest Law Firm Brand**
Acritas Global Elite Law Firm Brand Index 2015 (sixth consecutive year)



Value Proposition

We are the first international law firm to fully merge with a leading UAE law firm, delivering unmatched on-the-ground support that reflects a deep understanding of the country's legal, regulatory and commercial practices. We provide clients with turnkey legal solutions that exemplify single accountability and ownership.

Simple and efficient — one team, one firm, one relationship, one way.

In-depth local experience

Operating in the UAE since 1984, our team advises clients on a full range of legal matters. We also have unique and extensive experience drafting and advising on federal and emirate level laws and legal frameworks. Our long-standing relationships with the government, ministries and family-owned companies give us a unique approach to solving complex legal issues in the region.

Industry-specific knowledge

Our team has worked on some of the most significant and market-leading transactions and cases in the country's key sectors, including banking, energy, maritime, technology, real estate, construction and transportation.

Fully integrated service

As a full service firm in the UAE, our lawyers work across practice areas to address all aspects of an issue. We provide clients with the genuine option of working with a single law firm for all local and international needs. This translates into greater transparency on fees, a single point of contact for each mandate, and single accountability — which means less risk for clients and improved efficiency in terms of cost and time.

Truly global reach

As part of the Baker & McKenzie network, we can assist clients operating in or looking to expand into new markets. Our unmatched global network minimizes cost and time otherwise spent briefing multiple law firms and helps ensure a consistent and seamless response to multijurisdictional matters.

Talented and diverse people

In keeping with the firm's culture, our UAE practice is staffed by locally trained or qualified as well as internationally trained or qualified lawyers. Over 70 percent of our lawyers in the UAE are fluent Arabic speakers, enabling us to handle all aspects of a matter on our clients' behalf as well as work with both English and Arabic documentation. Dr. Habib Al Mulla himself is also widely considered to be one of the UAE's most prominent legal authorities.

Navigating legal complexity

As a truly international firm, we are intensely collaborative with each other and our clients, bringing the right talent to address each issue. We understand the subtle complexity of legal and business matters in different cultures and jurisdictions around the world. Our goal is to make complex things simple and understandable, and to deliver pragmatic service that matches the business needs of our clients.

Our community spirit

At Baker & McKenzie, we don't just give to the community, we invest in it. One of our goals is to help the local community improve continuously by providing greater access to legal education, knowledge and a firm that understands local needs.

Baker & McKenzie has been global since inception. Being global is part of our DNA.

Our difference is the way we think, work and behave – we combine an instinctively global perspective with a genuinely multicultural approach, enabled by collaborative relationships and yielding practical, innovative advice. Serving our clients with more than 4,200 lawyers in more than 45 countries, we have a deep understanding of the culture of business the world over and are able to bring the talent and experience needed to navigate complexity across practices and borders with ease.

Visit www.bakermckenzie.com to learn more

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