

ABU DHABI

BAHRAIN

CAIRO

CASABLANCA

DOHA

DUBAI

ISTANBUL

JEDDAH

RIYADH

Deep Roots, Broad Perspective

Over 30 years of experience in the Middle East & North Africa

Baker & McKenzie has been active in the MENA region since the mid-1970s. In that time, we have established a substantial presence, first as associated advisors in Riyadh in 1980, then opening offices in Cairo in 1985, Bahrain in 1998, Abu Dhabi in 2009, Doha in 2011, Istanbul in 2011, and Casablanca in 2012. On 1 July 2013, Baker & McKenzie merged with leading UAE firm, Habib Al Mulla, marking the firm's arrival in Dubai, and the firm opened an associated office in Jeddah in October 2014.

We have over 30 partners and 130 associates who operate as an integrated team, often with colleagues from Baker & McKenzie offices worldwide. Our approach eliminates logistical issues when coordinating international and local counsel, resulting in less duplication, greater efficiency, lower cost and a higher level of service.

Our strategic location and access to Baker & McKenzie's global network of legal resources means we can advise clients on a wide range of international and domestic matters. Tapping into a unique blend of local and international experience, we help clients navigate complex issues with ease.

Many of our lawyers are fluent Arabic speakers and are qualified to practice in the UK, US and Middle East. We work readily with both English and Arabic documentation in handling all aspects of a transaction.



Middle East Regulatory & 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 Estate
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)**

Meeting Your Needs

With seasoned, multi-skilled teams on the ground in nine locations — Cairo, Bahrain, Abu Dhabi, Doha, Istanbul, Casablanca, Dubai, as well as Jeddah* and Riyadh** — we deliver truly seamless assistance to clients throughout the region.

Banking & Finance

We advise financial institutions on project finance, pre-export and trade finance, real estate finance, acquisition finance, general corporate finance, aircraft and other asset based finance, and Islamic financing transactions. Our transactions range from short-term unsecured facilities to global banking facilities involving multijurisdictional collateral, several layers of credit (multilateral agencies, senior, mezzanine, subordinated, vendor), and often include Islamic finance structures.

Capital Markets

We regularly advise underwriters, placement agents and issuers on equity and debt capital market transactions. We are recognized for our work in areas ranging from IPOs and secondary offerings, financing corporates, private placements to convertible and debt securities. Our leading practice also provides guidance on financial services regulation.

Construction

We represent government agencies and various private entities on all aspects of major construction, engineering and infrastructure projects. We are experienced in dealing with standard local contracts as well as a wide range of project-specific agreements for project delivery approaches.

Dispute Resolution

We have represented and advised clients in relation to disputes throughout the MENA region by assisting in strategic dispute analysis, litigation, arbitration and alternative dispute resolution. We have full rights of audience before all UAE courts, free zone authorities and tribunals and frequently advise on complex cross-border disputes, including international arbitrations and commercial litigation, working closely with our other offices to provide a seamless multijurisdictional service.

Energy & Infrastructure

We are seasoned in planning, structuring and implementing varied aspects of energy, natural resource and industrial development projects. Our clients include governments and other public entities, sponsors, participants, project companies, contractors, off-takers, shippers, traders and financiers.

Islamic Finance

We have pioneering experience in structuring, documenting and advising on a wide scope of Islamic and banking and finance, treasury and acquisition finance products. Our team applies a sound understanding of Islamic jurisprudence, financial techniques and market issues to areas such as finance and capital market instruments — including sukuk, for which our experience in Saudi Arabia issuances is unrivalled.

M&A, Corporate & Commercial

We provide a range of corporate law advice on the formation and structure of corporate entities, acquisitions, divestitures, reorganizations and mergers. Our lawyers are seasoned in all transaction aspects, including due diligence, negotiation and compliance. We also deliver broad experience advising companies in a wide range of industries on commercial contracts — from services, consultancy, cooperation and development to franchising, distribution, marketing, manufacturing, licensing, outsourcing, maintenance and support.

Maritime, Transport & Trade

We help clients address issues in project development and finance, among them PPP, commercial arrangements and regulatory issues. Our knowledge is built on years of experience assisting on large-scale infrastructure and transport projects involving roads, railways, ports, bridges, airports, metro and light rail systems, water and wastewater. Our seasoned team also advises on all aspects of maritime and aviation law and related disputes.

Real Estate & Hospitality

We have substantial experience in advising master developers, sub-developers, investment funds and Islamic banks on large-scale mixed use integrated tourism, commercial hotel, retail and residential developments. Our real estate practice works alongside our other practice and industry groups, which allows us to help clients execute world class projects amid local complexities.

*as Legal Advisors, Abdulaziz I. Al-Ajlan & Partners in association with Baker & McKenzie

**as Legal Advisors in association with Baker & McKenzie

At The Top

Tier 1 – Middle East-wide

Legal 500, 2015

Tier 1 – Dispute Resolution (UAE)

Legal 500, 2015-2016

Tier 1 – Islamic Finance (Bahrain)

Legal 500, 2009-2016

Tier 1 – Corporate / M&A (Turkey, Egypt, Saudi Arabia)

Legal 500, 2009-2016

Tier 1 – Projects & Energy/Infrastructure (Saudi Arabia, Egypt)

Legal 500, 2009-2013, 2016

Tier 1 – IT and Telecoms (Egypt)

Legal 500, 2009-2016

Tier 1 – Banking & Capital Markets (Egypt, Saudi Arabia, Bahrain)

IFLR 2009-2016

Tier 1 – Project Finance (Saudi Arabia, Egypt)

IFLR 2009-2016



Value Proposition

Broad market knowledge	We work with sector specialists to anticipate and contextualize your issues and offer practical solutions. Our longstanding presence in the region helps us understand domestic markets and operate with international sophistication
Single solution	Our geographic and legal coverage helps you minimize cost and time which would otherwise be spent briefing multiple law firms. We can also staff cross-border transactions so you have a lawyer available in every time zone
Understanding all sides	Our work with companies, financial institutions, corporate trustees, rating agencies and private equity houses helps us understand and meet the needs of parties involved in even the most complex transactions
Just one contact	For each deal, we assign a regional Relationship Partner who is responsible for service quality, cost control, single-point billing and project management. We also assign transaction team members who match your specific needs in terms of experience and knowledge
Commercial insight	We pair sound legal advice with exceptionally practical commercial solutions so you can successfully adapt to different business environments

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.

Please visit www.bakermckenzie.com to learn more about our MENA offices.

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