



## Financial Restructuring & Insolvency - Our Gulf Practice

Our lawyers in the Gulf are part of Baker McKenzie's Global Financial Restructuring & Insolvency ("R&I") practice, providing seamless local and international advice to clients engaged in restructurings and formal insolvency proceedings.

Our Gulf R&I group provides a full service offering. We have extensive experience, capabilities and capacity to undertake assignments throughout the Gulf and, together with our colleagues in other Baker McKenzie offices, in all major commercial centres. We have a fully integrated on-the-ground R&I practice including specialists in finance, corporate, employment, litigation and real estate; locally admitted and trained lawyers with Arabic skills and knowledge of local law, market standards and customs; and internationally admitted and trained lawyers with decades of cross-border experience. We are renowned for delivering practical solutions in tight timescales to our clients.

We understand that there are situations when a business can be rescued, rehabilitated or reorganised to enhance value and we will work together with you to find and adopt the best solution. Our Gulf R&I team will help maximise your recovery, protect your business or investment, preserve critical relationships and minimise write offs before the crisis gets out of control and, if your current situation cannot be resolved through a recovery platform, our specialists will work together with you to formulate a strategy to guide you through the process of insolvency.

We represent a full spectrum of stakeholders in restructurings or insolvency including corporate debtors in financial difficulties, lender groups, private equity sponsors, steering and creditor committees, trade creditors, insolvency officers, accountants, company officers and financial advisers.

### How we can help:

- **Financial restructuring** - we guide stakeholders through a broad range of issues, drawing on our wide ranging experience in handling all aspects of complex cross-border financial restructurings and insolvency matters. We tailor our services to clients seeking to actively manage credit risk.
- **Divesting distressed businesses** - our broad experience in this area ensures that we are familiar with the strategies of investors and the risks for sellers. We support sellers throughout the process, from the initial internal separation of the business, through the identification and mitigation of risks, to the negotiation and execution of the sale.
- **Loan portfolio disposals** - non-performing loan sales are often local market deals involving international players. Our team regularly provides advice on crossborder portfolio transactions, and guides the deal dynamics, structuring and information requirements of international players.

- **Real estate restructuring and insolvency** - together with our Global Real Estate and Tax practices, we have the local and international legal specialist expertise necessary to undertake restructuring and insolvency matters in the real estate context.
- **Acquiring distressed businesses** - we have particular expertise in the acquisition of distressed businesses, whether outside or within insolvency proceedings. We understand the particular risks of purchasing a business on the verge of insolvency. From our broad experience in dealing with insolvency officeholders, we also know how they think and what a purchaser buying a business from an officeholder can expect.
- **Distressed debt and loan-to-own strategies** - we understand the business models of distressed debt investors and assist investors in their successful implementation. From our work on the company or equity side, we understand the commercial sensitivities of management and equity investors' issues. We know how to deal with these issues and help investors to build consensus.
- **Creditor rights** - we know that the sooner creditors prepare for insolvency, the more options they will have. Liens, such as retention of title, set-off rights and extraordinary termination rights, can be agreed upon and, with appropriate drafting, reduce the risk of subsequent challenge. Rights over assets securing future performance may mitigate the risk of performance refusal, if agreed upon in time.
- **Formal insolvency** - we help to guide debtors and stakeholders and their professional advisors through the maze of local and international insolvency regimes with a view to identifying the most appropriate formal insolvency or restructuring process in the circumstances.
- **Investigations in an insolvency context** - due to our global reach and our network of skilled Investigations and Insolvency lawyers, we are uniquely placed in the market to deal with cross border investigations, whether they be internal or regulatory investigations or dawn raids, and advising on the related criminal, regulatory and civil issues arising.
- **Insolvency litigation** - we have significant experience of advising insolvency practitioners on the broad use of their powers, their effectiveness and practical use in a cross border context, and how to use insolvency based remedies to maximise the chances of recovering assets, unwinding unlawful transactions and holding officers of businesses accountable for their conduct.
- **Management risk** - we assist management and boards of directors in periods of financial uncertainty, advising them of their risks in respect of liability. In any period of restructuring their focus may be on commercial decision-making. During the restructuring process we minimise their exposure to risk with clear advice on their options and the implementation of effective record-keeping processes.
- **Restructuring, insolvency and distressed M&A in the global context** - we are aware that legal issues affecting restructuring, insolvency and distressed M&A multiply if the business in distress is an international group - an insolvency of one group entity often has a "domino effect" and triggers insolvencies of other group companies as well. We help stakeholders co-ordinate matters with a view to recovery of maximum value for the benefit of all stakeholders.

## Key Contacts



**Julie Alexander**  
Partner, Bahrain/Jeddah  
+973 1710 2005  
julie.alexander  
@bakermckenzie.com



**Basel Barakat**  
Partner, Jeddah  
+966 12 606 8522  
basel.barakat  
@bakermckenzie.com



**Mazen Boustany**  
Partner, Dubai  
+971 4 423 0002  
mazen.boustany  
@bakermckenzie.com



**Bilal Kahlon**  
Partner, Bahrain  
+973 1710 2007  
bilal.kahlon  
@bakermckenzie.com



**Gordon Prestige**  
Partner, Dubai  
+971 4 423 0036  
gordon.prestige  
@bakermckenzie.com



**Sandeep Puri**  
Partner, Dubai  
+971 4 423 0007  
sandeep.puri  
@bakermckenzie.com



**Ian Siddell**  
Partner, Riyadh/Qatar  
+973 1710 2001  
ian.siddell  
@bakermckenzie.com