

## Representative Legal Matters

Hani Naja

- Lead counsel for the Middle East and Africa region for one of the world's largest computers and software manufacturers. Advising on full retail operations in the UAE and coordinating wider region advice on matters including licensing, regulatory, consumer protection, leases, pricing, displays and employment. Providing strategic legal advice to its business leadership on geo-expansion, product launches, compliance, commercial contracts and risk.
- Lead counsel for the Middle East and Africa region for one of the world's leading luxury and fashion groups. Advising on all corporate and commercial work in relation to reorganization of their brands across the Gulf, including joint ventures, distribution, review of product launches and consumer protection issues.
- Lead counsel for the world's leading company in electric cars and sustainable energy solutions with their GCC market entry and managing its special trading status.
- Advising the world's leading shipping and logistics company on the post-acquisition reorganization of its UAE and GCC business.
- Advising one of the world's leading e-commerce platforms on a wide range of consumer related matters, regulatory and compliance issues.
- Advising several pharmaceutical and medical equipment companies in their reorganizations in the UAE and MEA.
- Advising the world's leading provider of medical equipment, products and services for dialysis and kidney failure.
- Lead advisor for the Middle East healthcare industry associations.
- Advising a major US pharmaceuticals company on establishing operations in the GCC and negotiating joint ventures and partnerships with local investors.
- Advising a major medical services provider on its acquisition of three UAE hospitals.
- Advised one the world leading defense manufacturers on their market entry in the UAE and managing its special status.
- Advising the world's leading security, safety and electronic locking manufacturer on their acquisition of a UAE company in a supplementary industry.
- Advising major fashion and luxury companies with respect of the restructuring of its joint ventures in the GCC.
- Advising Abercrombie & Fitch on its establishment and continuing business operations in the GCC in addition to advising on employment matters.

# Baker McKenzie.

- Advised Mubadala on its joint venture with IBM to bring IBM's Watson cognitive technology to the Middle East.
- Advising a leading international pharmaceutical company on their restructuring in the UAE and GCC.
- Advising a major food and beverage company on restructuring its business in the UAE.
- Advising a major GCC based industrial company on restructuring its business in the UAE.
- Advising several defense contractors on contractual and post-contractual obligations including offset in the UAE and the Middle East.
- Advising one of the largest food manufacturing companies on its incorporation in the UAE, Saudi, Qatar and Bahrain as well as establishing a food manufacturing facility in Abu Dhabi.
- Advising a major catering services company on its acquisition of a GCC catering company.
- Advised a major fast food company on its franchising efforts in the Middle East.
- Advised a major restaurant and entertainment chain on its franchising in the UAE.
- Advised renowned UAE franchisee on its negotiation with international fast food chain.
- Advising the UAE government on drafting a set of laws relating to future government income.
- Advising major security services providers on the restructuring of UAE business operations.
- Advising the Qatar Central Bank on updating internal regulations and the establishment of a supervisory body.
- Advising hundreds of clients on their market entry in the UAE, Qatar and the GCC both onshore and offshore.