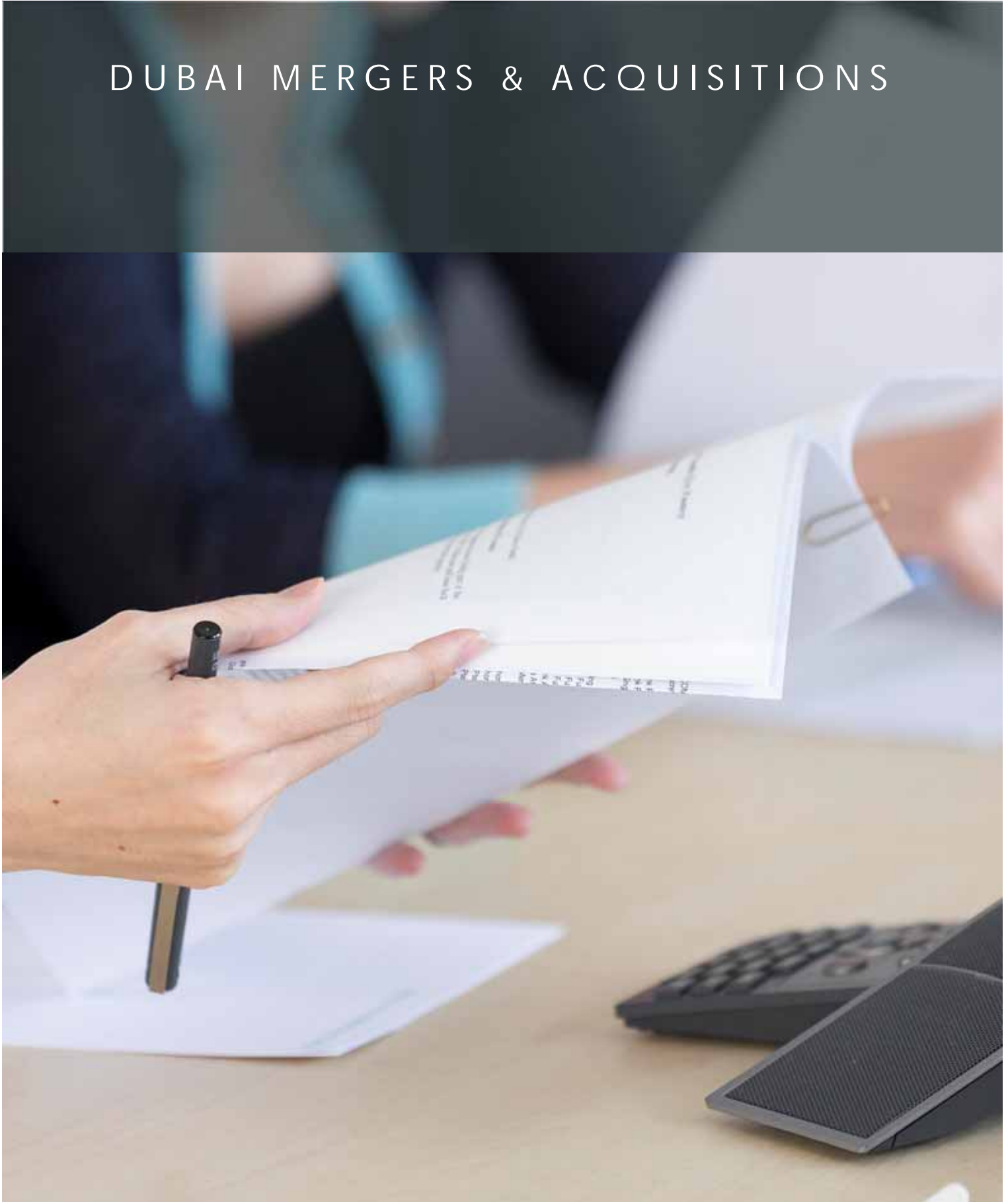


WATSON FARLEY
&
WILLIAMS

DUBAI MERGERS & ACQUISITIONS



WATSON FARLEY & WILLIAMS: KEY FACTS

140+
PARTNERS

FOUNDED
1982

14
OFFICES

450+
LAWYERS

11
JURISDICTIONS

20+
LANGUAGES
SPOKEN

OUR DUBAI MERGERS & ACQUISITIONS PRACTICE

Delivering innovative and commercially-focused advice on complex transactions, our mergers & acquisitions (M&A) lawyers in Dubai support clients throughout the entire acquisition/disposals process – from due diligence and negotiation to exit strategies and post-integration matters.



"...EXPERTISE IN MIDDLE EAST-RELATED TRANSACTIONS IS PARTICULARLY NOTABLE."

CHAMBERS UK 2014

Our M&A lawyers based in Dubai provide integrated, commercially-focused advice covering corporate, finance, employment, regulatory and tax law across a range of sectors and jurisdictions with a particular focus on the Middle East region.

Often working on a cross-border basis, our experienced team has an excellent reputation in international M&A.

Clients look to us for advice on share acquisitions and disposals, business and asset acquisitions and disposals, auction sales, public to private transactions, management buyouts and buy-ins, corporate restructurings, exchange offers, workouts, recapitalisations and insolvency matters, closed-end fund structurings and related acquisitions and exits.

We have significant experience representing all parties involved in M&A transactions and utilise this expertise to ensure negotiations progress in accordance with our clients' commercial objectives. Having worked on small and medium, as well as large, capital transactions, our team remains sensitive to the needs of our clients and are frequently able to work flexibly to come up with cost-efficient solutions to legal issues which arise in M&A transactions.

SELECTED EXPERIENCE

UNITED UTILITIES PLC

Advising United Utilities plc on the sale of a 49% interest in Emaar Utilities LLC to Salzburg AG.

CIMAC FZCO

Advising the vendors of Cimac FZCO (a JAFZA-registered systems and engineering company) on the sale of the entire issued share capital to Schneider Electric.

WISHBONE GOLD PLC

Advising Wishbone Gold plc, an AIM-listed company on the acquisition of Precious Metals International Limited which controls UAE-based commodities trading company Black Swan FZE.

GFK

Advising GfK SE on its participation in two UAE-based joint venture companies and the disposal of a 40% interest to a Lebanese media group.

ASTRO ALL ASIA NETWORKS PLC

Advising Astro All Asia Networks plc on the entry into a joint venture with Saudi Telecoms Company.

CITIGATE COMMODITIES

Advising on the acquisition of a West African mineral exploration company.

QATARI FAMILY GROUP

Advising a Qatari family group on the 50% disposal of an interest in a JAFZA-registered retail company to a French luxury brands company (deal value of €35m).

CSST, INC.

Advising CSST, Inc. on its US\$700m take private and subsequent de-listing from NASDAQ Dubai.

CSST, INC.

Advising CSST, Inc. on a US\$60m private placement and secondary listing of shares on NASDAQ Dubai.

CH2M HILL

Advising CH2M Hill on the UAE law aspects of its offer to acquire Halcrow, a UK-listed company with operations across the Middle East.

DFSA ACQUISITION

Advising the majority shareholder in a DFSA-registered advisory firm on the sale of its interest.

OCHRE HOUSE

Advising Ochre House (a UK private equity owned recruitment consultancy) on the acquisition of the UAE recruitment operations from Carmichael Fisher.

UAE PRIVATE EQUITY FUND

Advising a UAE private equity fund on its investment in a joint venture with an Abu Dhabi family-owned company and a US healthcare operator including associated IP licensing and commercial agreements.

AIRCRAFT SUPPORT SERVICES MERGER

Advising the shareholders of a UK aircraft maintenance company on its merger with a Jordanian aircraft maintenance company.

AL MANA GROUP

Advising Al Mana Group on its purchase of a 51% interest in Rivoli Qatar.

BANKS AND INVESTORS

Advising a consortium of Indian banks and UAE investors on the acquisition of the entire issued share capital of a UAE Islamic finance company (deal value AED500m).



DUBAI M&A TEAM PROFILES



SUHAIL MIRZA
Partner

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Suhail is the head of our Dubai corporate team. His practice focuses on M&A, private equity and corporate structuring/re-organisations. He represents multinational corporations, local family groups, regional and international investment funds and ultra-high-net-worth individuals across all sectors. He has extensive experience of cross-border transactions in the GCC and other emerging markets.

Suhail has been based in Dubai since 2008. His extensive experience has allowed him to acquire an excellent understanding of the nuances of closing transactions across the region. He has acted on some of the most novel transactions in the region, including the first dual listing of a NYSE-listed company on the DIFX (now NASDAQ Dubai) and subsequent take-private acquisition.

In addition, Suhail is active advising clients on anti-bribery, regulatory compliance and corporate governance matters.



CAROLYN ANG
Senior Associate

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Carolyn's practice focuses on M&A, joint ventures, fund raisings and general corporate and commercial work. She represents corporations, international investment funds and financial institutions across a wide range of sectors globally. Having worked extensively with clients in Asia and Europe, she has developed a flexibility of approach and a keen eye for the issues associated with cross-border transactions and regulatory work.

Carolyn's experience working directly with business units and commercial teams on client secondments in-house, has given her a unique insight and acute sensitivity to her clients' commercial needs.

Carolyn is qualified to practice law both in Singapore and England and Wales.



DHRUV PAUL
Senior Associate

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Dhruv advises global and regional conglomerates, financial institutions and high net-worth individuals on a number of acquisition, divestment and incorporated and unincorporated joint venture transactions, and corporate matters, across the MENA region. A significant area of Dhruv's practice is advising corporates looking to do business in India, as well as Indian companies looking at outward investments.

Dhruv advises clients on a wide range of cross-border transactions, with particular emphasis on the aviation sector.



MUSTAFA DARWICH
Paralegal

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Mustafa is a bilingual Paralegal in the firm's Corporate group. Mustafa's practice focuses on UAE corporate law, and shipping and aviation finance.

Mustafa acts as our liaison contact with all of the UAE authorities and is our first point of contact for the purpose of dealing with notarisation and civil procedure formalities in the UAE.

REPUTATION

"...AN IMPRESSIVE REPUTATION FOR M&A AND FINANCING TRANSACTIONS."

CHAMBERS EUROPE 2014

"THEY ARE SPECIALISTS AND THEY ARE GOOD AT WHAT THEY DO."

CHAMBERS UK 2016

"THEY UNDERSTAND OUR BUSINESS AND THEY FOCUS ON THE IMPORTANT POINTS'."

CHAMBERS GLOBAL 2014

"EXTREMELY HARD-WORKING, PROACTIVE, RESPONSIVE TEAM – WE WERE QUITE IMPRESSED WITH THE WAY THEY HANDLED THE FILES."

CHAMBERS GLOBAL 2015



"WATSON FARLEY & WILLIAMS COMBINES 'DEEP MARKET KNOWLEDGE WITH THE EFFECTIVE HANDLING OF TRANSACTIONS'."

LEGAL 500 EMEA 2015

"COVERS THE FULL SPECTRUM OF CORPORATE AND COMMERCIAL MATTERS."

CHAMBERS EUROPE 2014

"CLIENTS SAY: 'THEY ARE BRILLIANT LAWYERS – VERY RESPONSIVE, CLIENT-ORIENTED AND ALWAYS LOOKING FOR SOLUTIONS.'"

CHAMBERS GLOBAL 2015



"[WFW] STANDS OUT FOR ITS 'KNOWLEDGE OF MARKET PRACTICES' AND 'ABILITY TO HANDLE HIGHLY DOCUMENTED SYNDICATED FINANCE TRANSACTIONS IN VARIOUS JURISDICTIONS'."

LEGAL 500 EMEA 2015

"DILIGENT AND FAST LAWYERS WHO PROVIDE THE RIGHT ANSWERS TO OUR QUESTIONS AND OFFER A BUSINESS-MINDED AND PRAGMATIC APPROACH."

CHAMBERS EUROPE 2015

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