

WATSON FARLEY
&
WILLIAMS

IRAN



“THEY WERE EXTREMELY PROFESSIONAL,
HIGHLY RESPONSIVE AND IT WAS A
REAL PLEASURE WORKING WITH THEM.”

CHAMBERS UK 2016

KEY FACTS

140+
PARTNERS

FOUNDED
1982

14 OFFICES

500+
LAWYERS

11
COUNTRIES

20+
LANGUAGES SPOKEN

OUR IRAN PRACTICE

Watson Farley & Williams has a significant amount of experience of working on matters relating to Iran and has built a leading Iran practice. We have the skills needed to complete successful transactions in Iran by providing high-quality legal advice and ensuring that both international market standards and local law requirements are met.



Enabling business opportunities in Iran

Thanks to our experience and expertise we are ideally placed to guide our international clients through the opportunities and challenges posed by the recent lifting of sanctions.

Our services include the following:

- Efficient corporate and tax structuring of investments in Iran.
- Market entry, corporate structures and options to set up business in Iran.
- Protection of investments in Iran and repatriation of capital and profits, in particular in view of investment protection laws and bilateral treaties.
- Drafting and negotiating joint venture and M&A agreements.
- Tax regulations in Iran and tax effects for foreign shareholders in their home jurisdictions, in particular in view of any double tax treaties.
- Regulatory and licensing requirements for business operations in Iran.
- Work permits for expatriates.
- Financing and bankability.
- Taking of security.
- Due diligence.
- Sanctions and compliance.
- Intellectual property protection.
- Broad range of commercial agreements, including sales, agency, distribution, development, construction, licensing and management agreements.
- Dispute resolution.

“EXTREMELY HARD WORKING, PROACTIVE, RESPONSIVE TEAM.”

CHAMBERS GLOBAL 2015

International, inter-disciplinary team

We have an experienced specialist team of lawyers operating from across Europe, the Middle East and Asia, handling all types of cross-border transactions involving Iran. The team includes Iranian lawyers who are familiar with the language, people and customs, understand the local nuances of doing business in Iran and are regularly on the ground.

Our lawyers from the various service areas required for doing business in Iran, in particular from the corporate, tax and regulatory teams, work seamlessly together to provide high-end legal advice to businesses in Iran.

We also maintain strong ties and excellent working relationships with Iranian law firms in order to provide an efficient service to our clients.

SECTOR FOCUS

The core sectors in Iran that need huge investment and modernisation dovetail well with our firm's sector focus. We are able to contribute our in-depth industry knowledge, developed over many years, into the emerging market of Iran. We have been intensively advising, for example, in the developing renewable energy market of Iran.

Energy & Infrastructure

Combining in-depth experience and strong relationships in the industry, our lawyers have the commercial credibility to deliver on clients' objectives. With considerable experience in both the renewables market and conventional power, we have advised on power generation transactions in almost every energy category.



Natural Resources

Working with domestic and international clients involved in the exploration, and production, financing servicing and trading of natural resources and bulk goods worldwide, our lawyers provide high-quality legal advice in the areas of mining & minerals, oil & gas and soft commodities.



Maritime

Acting in all the principal global markets and with extensive experience in the maritime sector, our specialist lawyers utilise our coverage, deep knowledge and commercial approach to provide an end-to-end service for key operators and financiers in the shipping and offshore industries and related infrastructure.



Real Estate

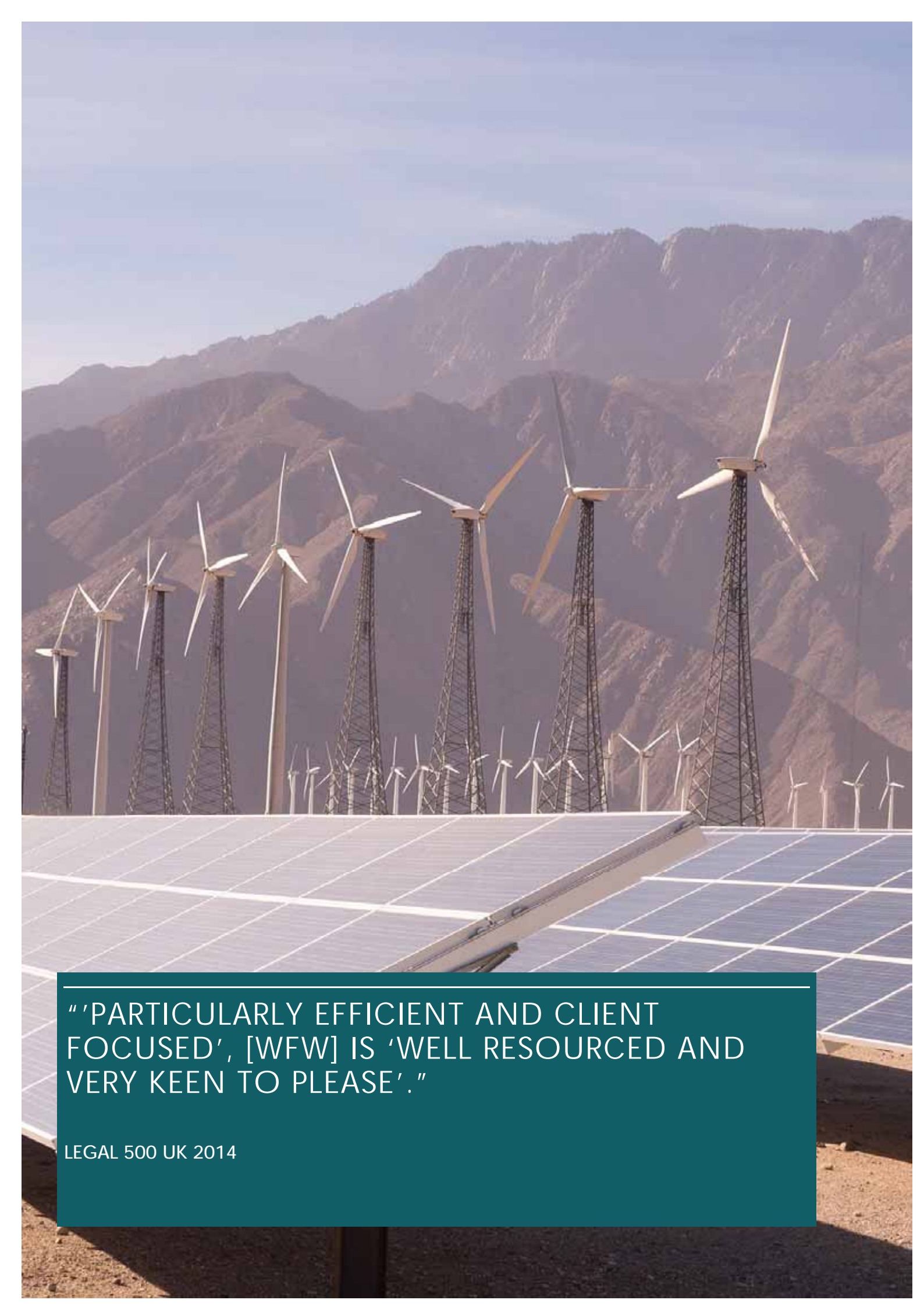
With an intimate knowledge of the financial markets and property sector expertise, our lawyers are well placed to help investors and operators in the industry. Our specialists advise on matters ranging from commercial conveyancing to complex real estate finance and closed-end fund transactions.



Transport

Advising across aviation, rail and automotive, and regularly working in conjunction with our maritime team, our transport specialist lawyers deliver practical and commercial advice based on years of experience.





“‘PARTICULARLY EFFICIENT AND CLIENT FOCUSED’, [WFW] IS ‘WELL RESOURCED AND VERY KEEN TO PLEASE’.”

LEGAL 500 UK 2014

SELECTED EXPERIENCE IN IRAN

NORDWIND CAPITAL

Advising a group of German investors, led by Nordwind Capital GmbH, on their participation in Iranian start-up ChapAgha.com.

GERMAN WINDFARM DEVELOPER

Advising a German windfarm developer on entering the Iranian renewables energy market, including advice on joint venture agreements with various Iranian partners, and regulatory and sanctions issues.

BANK SADERAT PLC

Advising a Middle Eastern-owned bank on the preparation of security over cash deposits made by an Iranian-based financial institution.



AN INSURANCE AND REINSURANCE BROKER

Advising an insurance and reinsurance broker on the scope of sanctions against Iran in relation to insurance and reinsurance, particularly in respect of risks in the oil & gas sector.

LEADING CAR MANUFACTURER

Advising a leading European car manufacturer on various issues for market entry into Iran.



ITALIAN INFRASTRUCTURE GROUP

Advising an Italian giant in the infrastructure industry on setting up a branch in Iran.

RENEWABLE ENERGY MANUFACTURER

Advising a renowned renewable energy manufacturer on regulatory requirements in Iran.

MULTINATIONAL FINANCIAL GROUP

Advising a multinational financial group on a bond issued to finance a drillship.

PERSIA INTERNATIONAL BANK PLC

Advising a Middle Eastern Bank on documenting and restructuring a €160m facility to finance the export of petroleum products.

PHOTOVOLTAIC PROJECTS IN IRAN

Advising a European developer on developing large-scale photovoltaic projects in Iran.

BIOTECH COMPANY

Providing corporate advice to a European Biotech company on market entry in Iran.

SADRA – IRAN MARINE INDUSTRIAL COMPANY

Advising Iran Marine Industrial Company in a US\$120m dispute regarding the delayed delivery of two offshore gas platforms under a construction contract resulting in an ICC arbitration against Eni BV.

FORTIS BANK

Advising a Dutch bank on the refinancing of two container ships for Islamic Republic of Iran Shipping Lines (IRISL).

KREDITANSTALT FÜR WIEDERAUFBAU

Advising German banks on the ship mortgage financing provided to IRISL of Iran.



MIDDLE EASTERN BANK

Advising a Middle Eastern bank on its arrangements with a shareholder for security for certain of its trade finance and other facilities to Iranian corporates and banks.



SEATRAMP (UK) LTD

Advising the European joint venture partner of National Iranian Tanker Company (NITC) in relation to tanker newbuildings ordered and financed by the joint venture for use in the Caspian Sea.

LOGISTICS COMPANY

Advising on the application of EU sanctions to a logistics company exporting to Iran on behalf of others.

ASIAN OFFSHORE COMPANY

Advising an Asian offshore drilling contractor on contractual and joint venture arrangements with Iranian parties relative to the employment of a number of its offshore drilling units on operations off the coast of Iran.

OIL & GAS EQUIPMENT PRODUCER

Advising a producer of upstream oil & gas equipment in determining if certain sanctions regimes (primarily United Nations and European Union) applied to its various business activities taking place in several jurisdictions, including Iran.

PERSIA INTERNATIONAL BANK PLC

Advising a Middle Eastern bank in respect of a €95m letter of credit and loan facility to an oil trader to finance trading in oil and petroleum products.

MELLI BANK PLC

Advising a Middle Eastern Bank on a €200m working capital facility to a state-owned oil company.



PERSIA INTERNATIONAL BANK PLC

Advising Persia International Bank Plc on a loan facility to finance property development work for a hotel complex in Iran.

"THE LAWYERS KNOW PERFECTLY THE REGULATORY FRAMEWORK AND ARE ALWAYS LOOKING FOR SOLUTIONS, SO WORKING WITH THEM IS A GREAT EXPERIENCE."

CHAMBERS EUROPE 2015

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A large blue tower crane is shown against a clear blue sky. The crane's lattice structure is prominent, and a white and blue operator's cab is visible. The crane is positioned diagonally across the frame, extending from the bottom left towards the top right.

"THE FIRM SPECIALISES IN CROSS-BORDER
TRANSACTIONS, PARTICULARLY IN ITS KEY
SECTORS."

IFLR1000 2016

REPUTATION

"[WFW] COMBINES 'DEEP MARKET KNOWLEDGE WITH THE EFFECTIVE HANDLING OF TRANSACTIONS'."

LEGAL 500 EMEA 2015

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

CHAMBERS GLOBAL 2014

respons



"...PHENOMENAL AND HAS THE ABILITY TO BYPASS ALL THE BUREAUCRACY."

CHAMBERS UK 2014

"THEY GO OUT OF THEIR WAY TO PROVIDE THE BEST SERVICE. WE CAN PICK UP THE PHONE TO THEM AND THEY DON'T START THE CLOCK. THEY ARE INTERESTED IN OUR BUSINESS."

CHAMBERS UK 2016

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

CHAMBERS EUROPE 2015

"THEY ARE EXTREMELY CLIENT-FOCUSED AND THEY DROP EVERYTHING TO HANDLE OUR MATTERS. NOTHING IS TOO MUCH TROUBLE FOR THEM AND THEY HAVE DEEP KNOWLEDGE OF OUR BUSINESS AND INDUSTRY."

CHAMBERS UK 2016

"THE SPEED AND QUALITY OF ADVICE IS EXCELLENT, AND THE LAWYERS ARE DILIGENT AND PROFESSIONAL AT ALL TIMES."

CHAMBERS EUROPE 2015

"THEY ARE VERY RESPONSIVE AND PROVIDE A PERSONAL, CLIENT-CENTRIC SERVICE."

CHAMBERS UK 2016



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

CHAMBERS UK 2014

"'ABLE TO THINK OUT OF THE BOX' AND 'VERY RESOURCEFUL WHEN IT COMES TO UNTESTED AREAS OF LAW'."

LEGAL 500 ASIA PACIFIC 2014

"THEY ARE ALWAYS IMPRESSIVE."

CHAMBERS UK 2016

"AN EXCELLENT FIRM, IT IS AMONG THE VERY BEST. IT IS VERY DEDICATED TO ITS CLIENTS AND UNDERSTANDS THEIR BUSINESS AND COMMERCIAL POSITIONS VERY WELL."

CHAMBERS ASIA PACIFIC 2015

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