

BonelliErede presentation with
focus on Africa and the Middle
East practice





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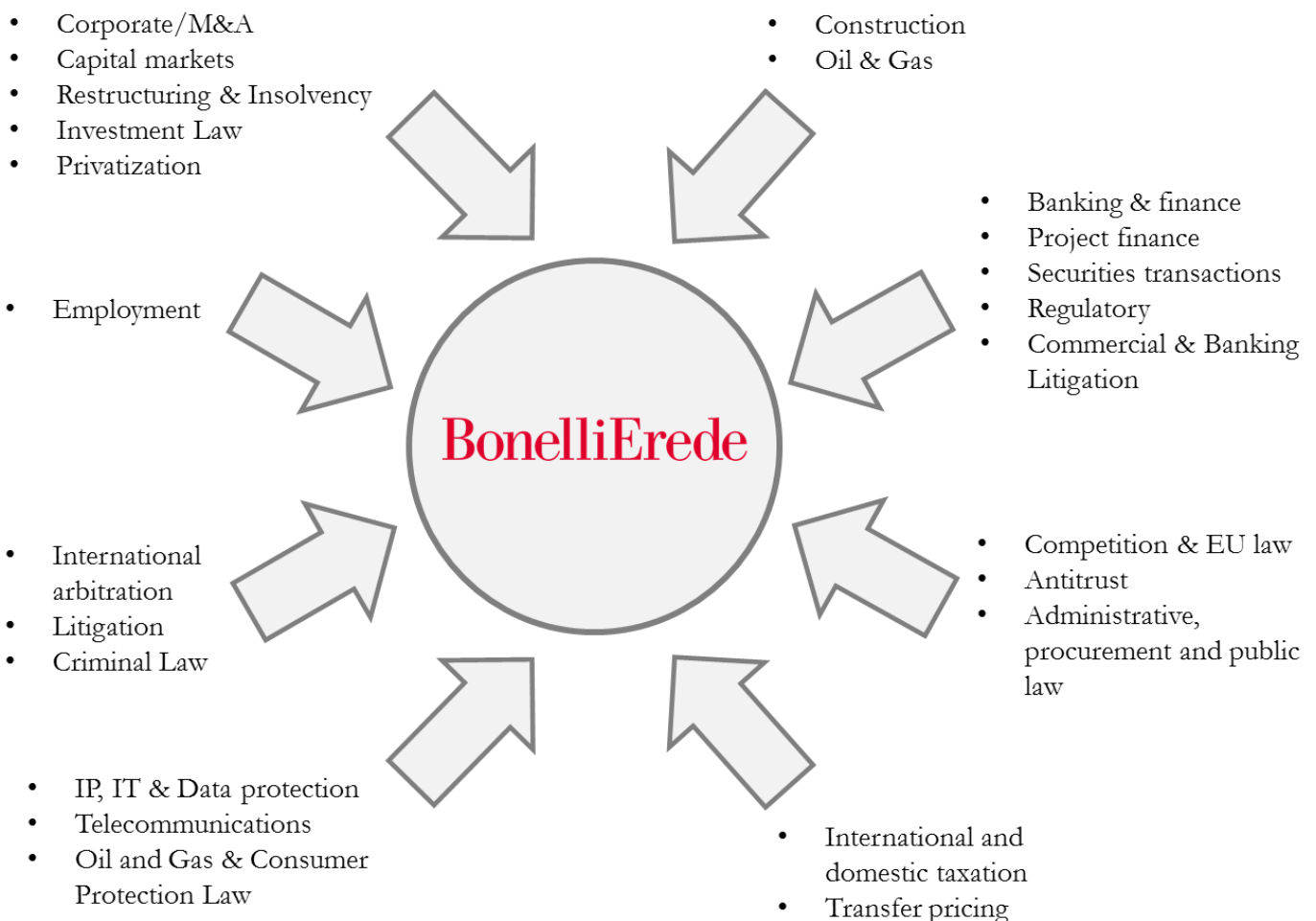
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Firm history and overview

BonelliErede started when three successful law firms led by three of the top Italian rainmakers, Mr. Sergio Erede, Prof. Franco Bonelli and Prof. Aurelio Pappalardo, joined forces to become the benchmark legal partner for companies looking to create, invest and grow in Italy and abroad. Since then, the firm has kept growing and **is now one of the largest independent law firms in Europe**. It is the Italian leading law firm, providing first-class legal services in **multi-disciplinary, multi-jurisdiction** transactions and cases **in all the main areas of legal practice**.

BonelliErede: a full-range service portfolio



Focus Teams

BonelliErede has created several **cross-practice teams (Focus Teams)**, composed of attorneys with **different legal backgrounds and experience** to further improve the services provided to the clients. BonelliErede Focus Teams keep clients abreast of industry and legal developments and create innovative solutions and structures for complex situations:

Art and Cultural	Digital Agenda	Luxury
Property	Energy &	Private Clients
Bank Loans	Infrastructures	Private Equity
Banks	Environmental Law	Real Estate
Capital Markets	Family Companies	Restructuring &
Construction &	Healthcare and Life	Insolvency
Engineering	sciences	Tax Litigation
Corporate Compliance	Insurance Companies	Transport/Shipping
Corporate Governance	International Arbitration	

BonelliErede comprises professionals who combine academic excellence and business acumen. Having assisted and sometimes worked with companies operating throughout the world, our lawyers bring an exceptional breadth of experience. The combination of these elements makes BonelliErede unique in identifying and implementing successful and innovative solutions.

BonelliErede also regularly advises the **Italian government, ministries and public and independent authorities** as well as **multilateral agencies** on strategic issues, such as the new Italian legislation in the energy sector and investment in Africa.

BonelliErede in figures

BonelliErede today comprises **73** partners, **4** local partners, **16** of counsel, more than **300** associates supported by about **180** staff employees, giving a total of over **550** people. Among its lawyers, it boasts **15** university professors.

Offices

3 offices in **Italy** (in Milan, Rome, Genoa)

1 office in the **United Kingdom** (in London)

1 office in **Belgium** (in Brussels)

2 offices in **Africa**: 1 in Egypt (in **Cairo**, Bahaa-Eldin Law Office with whom we work “in cooperation with”), and 1 in Ethiopia (in **Addis Ababa**) in cooperation with Tameru Wondm Agegnehu Law Office

1 office in **Germany** (in Frankfurt)

1 office in **UAE** (in Dubai)

1 office in **Lebanon** (Beirut as part of the intergration of the law firm Tribonian Law Advisors)

Our recognitions and awards

Since its incorporation, BonelliErede has received many **recognitions** and **awards both at Italian and international level**. Here are the latest:

Chambers Europe 2018

1st in Corporate/M&A, Dispute Resolution, Employment, Energy, Private Equity, Project Finance, Real Estate, Restructuring/Insolvency, Tax

Chambers Global 2018

1st in Corporate/M&A, Dispute Resolution and Project Finance

The Legal 500 EMEA 2018

1st in Administrative and public law, Banking and finance: bank regulatory, Banking and finance: borrower side, Capital markets: equity, Commercial, corporate and M&A, Compliance, Dispute resolution, Employment, Private equity, Real estate and construction, Restructuring and insolvency, Tax; Industry focus: energy, healthcare and life sciences, luxury goods, manufacturing, retail

BonelliErede Awards

- **Italy Law Firm of the Year**, Chambers Europe Awards 2018
- **Italy Law Firm of the Year**, Who's Who Legal 2018
- **Among the top 50 most innovative law firms across Europe**, FT Innovative lawyers report 2017
- **Italy Law Firm of the Year**, TopLegal Awards 2017
- **Italy Law Firm of the Year - Tax**, TopLegal Awards 2017

- **Italy Law Firm of the Year**, The Lawyer European Awards 2017
- **Italy Law Firm of the Year - Project Finance/Tax Consultancy/IP/Pharma Corporate M&A/Employment**, Legalcommunity Awards 2017
- **Italy Law Firm of the Year - Corporate/M&A**, TopLegal Awards 2016
- **European Tax Disputes Firm of the Year - Best Friends network**, International Tax Review European Awards 2016
- **Italy Law Firm of the Year - Tax/Finance/Patents and Trademarks/Competition Antitrust**, Legalcommunity Awards 2016
- **European Tax Policy Firm of the Year - Best Friends network**, International Tax Review European Awards 2015
- **European Tax Firm of the Year - Best Friends network**, International Tax Review Awards 2015
- **Italy Law Firm of the Year**, Chambers Europe Awards for Excellence 2014
- **Italy Transfer Pricing Firm of the Year**, International Tax Review European Awards 2014

International reach

An essential part of our international strategy is to forge relationships with other **top independent and international law firms worldwide** with elite expertise in every practice area of business law to provide our clients with top-quality, multi-jurisdictional, integrated assistance.

For each international project, we draw on our longstanding relationships with elite law firms in the world to provide optimum legal services working together as one integrated team.

We enjoy a co-operation on a non-exclusive basis with a group of leading European law firms which includes Bredin Prat in France, De Brauw Blackstone Westbroek in The Netherlands, Hengeler Mueller in Germany, Slaughter and May in the UK, and Uría Menéndez in Spain (**Best Friends**).

Our approach does not limit the selection of lawyers for our international teams: we give priority to **any preferences our clients may have** and we can provide guidance in selecting the best local firms to suit our client's needs in terms of availability and cost.



We as Best Friends lead the legal directory rankings for corporate/M&A in each of our jurisdictions, and, together, we have advised on more European M&A transactions than any other law firm in recent years, including 2017:

Rank	House	Value (US\$m)	Number of Deals
1	Best Friends	334.706	244
2	Freshfields Bruckhaus Deringer LLP	243.012	151
3	Linklaters	205.762	173
4	Clifford Chance LLP	157.738	164
5	Davis Polk & Wardwell LLP	139.211	21
6	Allen & Overy LLP	124.486	185
7	Cravath, Swaine & Moore LLP	122.589	9
8	Latham & Watkins LLP	116.959	116
9	Cleary Gottlieb Steen & Hamilton LLP	116.558	39
10	Blake, Cassels & Graydon LLP	92.340	9

We share with our Best friends three principles, one approach:

- See with clarity: it is fundamental to see our clients' challenges in their full context. A business, a market, a jurisdiction must be profoundly understood from the inside. There are commercial, strategic and cultural issues to take into account to provide the most effective legal assistance. Every jurisdiction, every client and every situation is unique. Our international model is built on these considerations.
- Respond with flexibility: flexibility brings our clients what they seek most: insight and expertise where it counts. We build specific teams according to individual issues and requirements, increasing effectiveness by putting the right minds in the right place. This gives our clients the best service possible.
- Deliver coherence: our advice is focused and consistent at all levels and fully aligned across jurisdictions. This is invaluable to our clients, who can make decisions with greater assurance. The level of communication and understanding between firms and with clients must run deep. This is what gives our agility real power. Coherence offers our clients continuity, consistency and confidence.



Our Africa & Middle East practice

Africa and Middle East practice

Since few years by now, BonelliErede counted on developing a strong Africa and Middle East practice: our aim is to become a strategic hub able to capture, support and safeguard investments in Africa and the Middle East and maximise the value for international investors, local businesses and governments.

We currently have four strategic outposts: Cairo (Egypt) in cooperation with Bahaa-Eldin Law Office, Addis Ababa (Ethiopia) in cooperation with Tameru Wondm Agegnehu Law Office, Dubai (United Arab Emirates), and Beirut (Lebanon) as part of the integration of the law firm Tribonian Law Advisors.

We made our first step in the region in 2016 by entering Egypt and Ethiopia in partnership with local law firms. In Egypt, we recently reinforced our presence through a new, stronger partnership: effective as of 1 July 2018, we cooperate in Egypt with the local law firm Bahaa-Eldin Law Office and we can boast an integrated team of a ten Egyptian and Italian lawyers based in Cairo. In Ethiopia, similarly to Egypt, we have an integrated team of a ten Ethiopian and Italian lawyers based in Addis Ababa.

Effective as of 1 July 2018, our presence in Dubai boasts the integration of Tribonian Law Advisors (TLA), a new generation boutique law firm that has been providing clients expert legal advice in M&A, corporate finance and corporate and commercial law throughout the Middle East through its offices in the United Arab Emirates, Lebanon and - through an alliance with a local law firm - Saudi Arabia.

TLA has always been recognized as an M&A specialist and has been involved in a number of landmark deals, on cross-border transactions, joint ventures, finance deals in several jurisdictions across the Middle East and Africa.

Our local team has assisted regional and international clients on the full spectrum of the M&A deals, joint venture, and private equity, in various industries and sectors throughout the GCC region.

Our office in Lebanon is composed of a team of 10 professionals and business support staff and is an heritage of the recent integration of Tribonian Law Advisors (TLA), which was present in the country since 2011.

In Saudi Arabia, we have a partnership with Al Kherajji Lawyers & Consultants, a leading Saudi law firm delivering client-centered legal services across a broad range of industry sectors. The firm offers a wide spectrum of legal services to corporate and individual clients and has a proactive approach towards finding legal solutions to problems as they arise. The professional team of lawyers at Al

Kheraiji Lawyers & Consultants led by Abdulaziz Al Kheraiji has a significant knowledge and extensive experience in the field of legal practice in Saudi Arabia.

In addition, we have built – and are continuing to strengthen – a network of leading local law firms in the region and we currently have cooperation in key jurisdictions in North Africa (Morocco, Tunisia, Algeria) and in Sub-Saharan Africa (Kenya, Nigeria, Tanzania, Ghana, Mozambique).

Leveraging also on TLA’s track record in the region, we can boast at least one mandate in 23 countries in Africa and Middle East.



Besides advising businesses and investors in Africa & Middle East, we are also carving out a key role in the region’s future legal landscape: for instance, we are advising a number of African governments on legislative reform in the energy, banking and corporate sectors to further stimulate foreign investments.

In line with the best international practices, we have also launched a **Focus Team on Public International Law & Economic Diplomacy**, which integrates Angelino Alfano’s skills with those of the professionals who have been

advising for years on Public International Law, including anti-corruption, international arbitration, legal reforms, tax and regulatory. The goal is to assist not only companies but also countries, authorities and institutions in the Mediterranean area, Africa and in the Middle East to spur investments.

United Arab Emirates: the team on the ground

We opened in Dubai at end 2017 in the heart of Dubai's financial centre: this was the natural next step to expand our international presence in the Middle East a year on from opening our offices in Africa (Egypt and Ethiopia).

Leveraging on Dubai's role as *trait d'union* among Europe, Asia and Africa, and it being the pivot for the entire Middle East, our idea was to create an ideal bridge between Africa and Middle and strengthens our ability to navigate international clients looking to invest in this wider region and local players interested in diversifying their activities through an international expansion in Europe or Africa.

Indeed, from Dubai, we are now fully capable to assist our clients who already have a presence or are planning to enter UAE or other jurisdictions in the Middle East on all aspects of their legal needs. Also, Dubai office has reinforced our capability to assist international clients interested in investing in Africa through a regional hub in Dubai: indeed, numerous multinationals chosen the Emirate as their base for business in Africa and the Middle East.

The Dubai office is headed up by **Andrea Carta Mantiglia**, Chairman of BonelliErede Middle East LLP, **Rindala Beydoun**, Managing Partner of BonelliErede Middle East LLP. They are flanked by **Marco De Leo**, Partner, and three Local Partners: **Roberto Flammia**, **Carlo Pianese** and **Emile Boulos**, and by other two professionals: Shiladitya Majumdar and Sami Moacdieh.

Andrea split his time between the Dubai office and his Italian practice. He is expert on corporate law (M&A, Joint ventures, business law, private equity) with particular expertise in the healthcare and TMT sector. He is also focused on international arbitration and international tenders (oil & gas). He is member of the Africa Committee and of the Africa Team, and the leader of the Healthcare and Life sciences Focus Team as well as a member of the international Arbitration and Private Clients Focus Teams. **Rindala** is a US qualified attorney who has been practicing in Dubai since 2000, set up the offices of V&E in Dubai in 2003 and then became in 2008 the managing partner of Latham Watkins in the Middle East and oversaw their regional expansion in Dubai, Abu Dhabi, Doha and Riyadh. Rindala is considered one of the most influential and preeminent women in law in the Middle East. **Marco** is expert on corporate law, with particular expertise in establishment/break-up of joint-ventures, mergers, demergers and capital transactions, and extraordinary financing transactions. He is member of three focus teams: Luxury, Private Equity and Transport. **Roberto** is expert on banking and finance with particular expertise in project finance. He

is member of three focus teams: Banks, Construction & Engineering, and Energy & Infrastructure. **Carlo** is a member of the African Team and he is an expert of M&A, corporate law, early stage investments and corporate finance. **Emile** has a long experience in the Middle East and he is an expert of joint ventures, M&A, corporate operation, corporate law and stock exchange operation.

The Dubai office works in full synergy with our Beirut office, where a team of 10 professionals and business support staff resources are based. Dubai and Beirut are a sole integrated office and the teams do constitute a truly unique group. According to the needs of a matter, staffing of associates could encompass that Beirut based professionals are flied to Dubai and viceversa for the time required for client negotiations, client meetings and all tasks tied to the signing of a transaction.

We have internal capabilities in US, UK and UAE law as well as unique language capabilities (Italian, English, Arabic and French), putting the lawyers from our Dubai and Beirut offices in an ideal position to deal with European, Middle Eastern and African clients, as well as working on cross-borders transactions in the three regions. Also, our lawyers have combined common law and civil law background, enabling them to understand the complex legal framework of the region ie. generally civil law but with common law “islands” like the DIFC.

Thanks to our unique capabilities we can assist every client on both transactional matters (corporate/M&A) and general assistance mandates under local law. The Dubai team can cover the whole GCC: we have active matters – on top of UAE – in Lebanon, Saudi Arabia, Oman, Kuwait, Qatar, Barhain.

Egypt: the team on the ground and our local partner firm

BonelliErede is present in Egypt since 2016 and, effective as of 1 July 2018, cooperates with the Egyptian law firm Bahaa-Eldin Law Office which is an integral part of the BonelliErede network.

Our team in Cairo is led by **Gianfranco Veneziano**, Partner at BonelliErede and **Dr. Ziad Ahmed Bahaa-Eldin**, Managing Partner at Bahaa-Eldin Law Office, and is composed of an integrated group of Italian and Egyptian lawyers including, **Riccardo Biccato** and **Francesca Secondari**, Partners, **Lorenzo Melchionda** and **Mostafa Moussa**, Local Partners, and Bahaa Ezzelarab, Ahmed Farghal, Nayera Sherif, Mostafa Elfar, Mohannad Fathi, Aly Maged, Associates, supported by the professionals from the European offices of BonelliErede.

The team assists international clients interested in doing business in Egypt involving when necessary the other BonelliErede offices. This ensures that our clients continue to receive the high standards they expect from BonelliErede. In particular, Riccardo is expert on project and export finance, acquisition and corporate finance and project contracts. He is also a member of two focus teams: Energy & Infrastructure and Construction & Engineering. Lorenzo specialises in international arbitration and litigation, international investment law, public international law, oil & gas and construction. He is a member of our International Arbitration and Construction & Engineering focus teams, is admitted to the Italian and French bars and worked for a major international law firm in Paris for ten years. Francesca specialises in corporate M&A, extraordinary transactions, common investment funds and the luxury market. She is also a member of the Luxury and Corporate Governance focus teams. Mostafa Moussa focuses on corporate, M&A and capital markets.

Dr. Ziad Ahmed Bahaa-Eldin has thirty years of relevant experience as a lawyer and has been recognized as a leading individual in the Banking & Finance sector by the legal directories. He is an expert on financial law, investment and company laws, governance, compliance and economic legislation and, besides his practice as a lawyer, he can boast a relevant experience in both governative positions and private sector. He has held several public appointments among which Deputy Prime Minister and Minister of International Cooperation (2013/2014), Member of the Central Bank of Egypt Board (2005/2011); furthermore, he also had a primary responsibility for the drafting of key legislative documents in Egypt, Syria, Yemen, UAE, and Libya. He is currently a non-executive member in manifold boards of directors, namely HSBC (Egypt), National Bank of Egypt

(UK), Arabian Cement Company (Egypt), Hassan Allam Holding (Egypt), Samcrete (Egypt), Saraya Capital Dubai.

The Cairo office assists international investors entering or operating in Egypt and Egyptian corporations on all aspects of their legal needs, especially corporate, M&A, project finance, international taxation and transfer pricing, international arbitration and construction, and is able to covers all key industrial sectors building on the synergies and skills of our focus teams especially Energy & Infrastructure, Construction & Engineering and International Arbitration.

On Egyptian tax matters, our Cairo team collaborates with Amr ElMonayer, a former Egyptian Vice Minister of Finance for Tax Policy. Amr served in this position from March 2016 until March 2018 with a mandate to reform the tax regime, develop an efficient tax policy framework, and monitor its implementation. From 2006 until 2011, Amr had served as Senior Assistant to the Egyptian Deputy Minister of Finance for Tax Policy. Amr is also a former member of the United Nations' Committee of Experts on International Cooperation in Tax Matters, former member of the UN sub-committee of TP, and former Co-Chair of the OECD MENA Working Group 3 (Tax and Fiscal Policy).

Ethiopia: the team on the ground and our local partner firm

Gianpiero Succi is the Partner of BonelliErede spearheading our work in Ethiopia and Sub Saharan Africa, with support from senior associates of the Africa team - a multidisciplinary team of over 25 professionals from across the firm's offices in Milan, Genoa, Rome, London and Brussels - regularly travelling or seconded for a certain period to Addis Ababa. Two of them are **Riccardo Salerno** and **Michele Saponaro**, corporate and litigation law associates, who were seconded to Addis Ababa in 2017 and 2018, and greatly contributed to pave the way to our development in the country. **Daniele Gambirasio**, a corporate associate, was seconded in 2016 and he is currently in Addis Ababa since October 2018. **Francesca Secondari**, Partner in Cairo, participates in activities related to the development of East African practice with frequent trips in Ethiopia.

The team works hand-in-hand with our Ethiopian partner law firm Tameru Wondm Agegnehu. The founder of the firm, **Tameru Wondm Agegnehu**, has been practicing since 1992 and served as Vice President of the Supreme Court in Ethiopia between 1988 and 1991; he is considered an institution in the local legal community and the main international legal directories have always ranked him at the top of the domestic market, with unanimous recognition from both clients and competitors alike. Tameru Wondm Agegnehu is flanked by **Mahlet Kassa Woldesenbet** and **Robel Tsegaye Mehari** both corporate law senior associates and two junior associates.

The firm provides innovative, client focused advice on contracts law, investment, corporate, commercial, construction law, energy law, employment law, intellectual property including patent, trademark and copyright law, and international arbitration and litigation.

We are also working with the College of Law and Governance Studies at Addis Ababa University to identify possible legislation reform in Italy and Ethiopia to improve industrial and financial relations and increase foreign investment.

The team has been active on numerous matters assisting foreign investors in Ethiopia and have participated in numerous initiatives in the country, including seminars, events and roundtables dedicated to Sub-Saharan Africa and business opportunities in the Horn of Africa. The combined forces of experts from our cross-border practices – international arbitration, project finance, international taxation, M&A and anticorruption – and the excellence from Tameru Wondm Agegnehu Law Office allow us to be a primary point of reference for Italian and international clients doing business in Ethiopia.

Our network of local independent African law firms

Starting from our strong presence in Egypt and Ethiopia, we are building a structured network of African law firm in specific target countries, to support our customers on their needs across the region.

Getting a stronger presence in North Africa represents the natural evolution of the path started with our outpost in Egypt. We are focusing on developing strong relationship with major law firm in **Libya, Algeria, Tunisia** and **Morocco**.

East Africa is a key area of development and we are already working in with full service law firms in **Kenya** and in **Tanzania**. Furthermore, in 2017 we issued a Doing Business in Tanzania report, with a focus on tax issues.

Beyond North and East Africa, we have relationship with leading tier-1 law firm in **Nigeria** and in **South Africa** in which we are active since 2015.

South Africa is one of the countries we focus on the most besides North and East Africa, because we deem it strategic for our development on the continent, in the light of its pivotal role in Sub-Saharan Africa's economy and development. We are active in South Africa assisting Italian and international clients interested in investing in the country. We are also collaborating with Italian institutions in South Africa, such as the Consulate, the Chamber of Commerce, ICE, and SACE, and we were main partners of The European House Ambrosetti in their Italy-South Africa annual Forum. In 2015 we have prepared a guide for Italian and international companies interested in South Africa, the "Doing Business in South Africa", and from 2015, we have a friendship with a tier 1 law firm.


We have also followed and organized manifold initiatives in Italy with focus on South Africa, including:

- the "International Conference on Children in Protracted Crises - "A New Perspective" - which will take place on 16 June 2017 in Genoa - in collaboration with the Embassy of The Republic of South Africa and the Honorary Consul of South Africa in Genoa, and with the patronage of The Ministry of Foreign Affairs, and the main Genoese institutions;
- the round table "Corporate law's perspective in South Africa: joint ventures and international investment agreements" on 3 November 2016 in collaboration with the Milan Lawyers Association;
- The BonelliErede Art and Cultural Property Focus Team has partnered with the South African pavilion at the 2017 Venice Biennale.

Also **Mozambique** is a country of interest for us since the beginning of our project. In 2014 BonelliErede was the only law firm present on the business trip to Mozambique organised by Confindustria, with the collaboration of the Ministry of Foreign Affairs and Economic Development.

The initiative, spearheaded by the Deputy Minister of Economic Development, Carlo Calenda, was dedicated to agro-industry, infrastructure and energy – sectors that offer substantial opportunities and was focussed on identifying the business opportunities for Italian firms and local businesses.

We are now working to develop relationship with a relevant tier-1 local law firm.



Our services

In Africa & Middle East, we brought all our skills and we are capable to assist on a vast range of practice areas, especially corporate, M&A, project finance, international taxation and transfer pricing, international arbitration, construction and anticorruption.

We cover all key industrial sectors in Africa & Middle East, building on the synergies and skills of our focus teams. We are on hand to lead you through arbitrations, compliance programmes, and anti-corruption policies. And for those considering setting up business in the continent, we are at the ready to guide you through the maze of legal and tax regulations and identify the best structure for your business from a legal and tax standpoint.

If you are an African & Middle East company, you can rely on us for high added-value legal services in all these areas.

Particularly from our Dubai office, the sectors we identified as those which we have such an experience that could be of interest and relevance in Dubai and in the region, are: private equity, healthcare and life science, construction and engineering, private clients, oil and gas infrastructure, insurance and shipping. In these sectors, we aim to assist international clients involved in deals that are subject to the laws of the jurisdictions in which we are present.

Corporate and M&A

Africa is experiencing a steep and constant increase in M&A levels: from 2009 seeing only 86 M&A deals involving Africa targets, to 2017 seeing 249 – with the vast majority being international deals. International private equity firms continue to go from strength to strength in Africa evidence by the total deals value of \$4.4 bn in 2017 versus \$3.8 bn in 2016.

The Middle East region is increasingly becoming an easier place to do business, an easier place for foreign direct investment, and a more attractive destination to invest. The value of mergers and acquisitions with Middle Eastern involvement reached \$88.3 billion in 2017, in line with 2016 levels, according to the latest reports. The value of inbound cross-regional deals targeting the Middle East increased significantly by 194% to US\$1.9 billion in Q4 2017 from US\$630 million in the previous quarter. By value, outbound cross-regional deals from the Middle East increased by 52% in Q4 2017 to US\$2.3 billion compared to US\$1.5 billion from the previous quarter.

Against this background, foreign businesses need the support of lawyers with remarkable experience in large and complex cross-border deals. Our multidisciplinary, international team are experts in managing, in close collaboration with decision makers and financial advisors, the structuring and execution of complicated, high stake cross-border deals involving African countries – particularly those that require sophisticated legal planning and outstanding legal judgment. In the ever-evolving world of M&A, we continue to make a real contribution to the success of each deal. Our ability to come up with

groundbreaking solutions and deliver optimum results is renowned – some of the most innovative structures conceived by our lawyers have become market standards.

We are your reference law firm whether you are a business looking to expand in Africa & Middle East or an African & Middle East business looking to expand in Europe. In particular, also thanks to the ten-year experience of TLA's professionals in the region, we strengthened our capabilities to assist companies on mergers, acquisitions and divestitures across all negotiated and non-negotiated acquisition methods, including private M&A, tender offers, roll-up transactions, management buyouts, partnerships and leveraged acquisitions in the whole Middle East and Africa. In particular, TLA is unrivalled on M&A and corporate matters, public and private stock and asset sales, mergers, and other combinations, private equity and investment companies' formation, as well as on the deployment of their funds through investments and subsequent exits in various industries and sectors throughout the GCC, Levant, and Africa, and on joint venture structures involving entities located throughout the region and across various industries and sectors.

International Arbitration

Over the last decade, we have seen international arbitration in Africa & Middle East flourish, with numerous regional arbitration centres opening and new national arbitration laws being introduced. But of all African countries, Egypt boasts the largest number of bilateral investment treaties – more than 100 – and hosts the most arbitrations, in large part administered at the well-known Cairo Arbitration Centre. We have assisted on arbitrations involving the domestic laws of 50 different countries. With specific regard to Africa, these include Algeria, Burkina Faso, Congo, Egypt, Ethiopia, Guinea, Lesotho, Mali, Malawi, Morocco, Nigeria, Senegal, Sudan, Tanzania, Tunisia, and Uganda.

In addition to the Cairo Arbitration Centre, another leading centre in the area is the Dubai International Arbitration Centre, which is the reference point for arbitrations in the Gulf area.

We are also well-versed in working on international arbitrations in a range of languages (e.g., English, French, and Spanish) under various rules (e.g., ICC, LCIA, ICSID, SCC, CRCICA, and DIAC), national laws and legal systems, in Africa, America, Europe and the Far and Middle East.

As counsel, our arbitration experts have assisted on 20 international arbitrations that did not involve Italy or Italian law – for both international companies and consortiums. As arbitrator, our team members have arbitrated more than 50 international disputes.

Whether you are an international investor, an African or Middle East business, we are your reference law firm in Africa & Middle East, especially in Egypt, Ethiopia and United Arab Emirates.

International Taxation

It is common knowledge that taxation is a vital source of funding for African governments to feed development and growth. African countries are now more focused on setting up tax systems that reflect the highest international standards to ensure effectiveness, accountability and transparency.

Against this backdrop, it is key for multinationals and international investors to examine tax matters with a fine toothcomb to ensure no stone is left unturned when it comes to exploiting opportunities and minimising tax risks without infringing local regulations.

We have unique expertise in all areas of international taxation. Our high reputation is built on the advice and guidance we have given, and continue to give, to Italian and international clients, concerning corporate tax, international taxation and transfer pricing.

In Africa & Middle East we offer support in the following areas:

- structuring of cross border investments;
- restructuring and acquisition transactions;
- complex international tax issues, including tax planning for multinational groups present in Africa or with a regional hub in Dubai;
- transfer pricing, with regard to the following issues:
 - setting up group transfer pricing policies
 - business restructurings
 - APAs and mutual agreement procedures under double taxation conventions
 - tax audits and litigation
 - compliance (with specific reference to the local African laws and regulations).

If you are a company or an investor with branches in Africa & Middle East looking to structure your business in the most efficient way, we – in collaboration with our local partners – are your reference law firm.

Project Finance

Infrastructure and energy projects are widely recognised as the key drivers of the socio-economic development in Africa & Middle East. This is particularly true for Egypt, where the vast majority of the \$ 150 bn of foreign investment planned is focused on these sectors. Indeed, Egypt is working to create a more balanced diversification of its energy mix (renewables, gas and coal) and capitalise on its strategic location as a gateway between Africa, Europe and Asia. The country is also taking great strides to improve its port, road and railway infrastructure.

Our firm is well positioned to support investors keen to capture investment opportunities in this area. We have a strong understanding of the industries and

business models, thanks to our years of experience in the sectors: power generation and transmission, oil and gas, renewable energy (photovoltaic, wind, biomasses, geothermic) and infrastructure (roads and highways, hospitals, railways). The members of our Energy & Infrastructure Focus Team have won praise for their technical ability and their commercial approach. Indeed, our project finance experts offer a comprehensive service to banks, funds, ECAs, sponsors, contractors and sub-contractors: advice on project structures, development of procurement strategy, legal due diligence investigation, analysis and allocation of risks and review of the bankability of project and finance agreements. We can also leverage a rich blend of specialist skills and commercial perspectives from our “Best Friends” network of law firms for operations involving European investors or requiring common law competencies. This friendship allows us to create cost-efficient cross-jurisdictional teams who are highly skilled at guiding clients through the complexities of large ‘multi-border’ projects. If you are an investor or a developer/constructor, we are your reference law firm for energy and infrastructure projects financed on a project finance or export finance basis, for which we combine our recognised leadership in Europe with the local law expertise of our local partners.

We are your reference law firm in Africa, especially in Egypt, where we can combine our expertise with that of our colleagues and partners in Bahaa-Eldin Law Office where local and international expertise will cooperate to provide first class legal services across Africa and the Middle East.

Construction

According to the latest reports, the total value of the construction sector market in Africa is about \$300 bn, with an increase in terms of number of projects of 5.9% in 2017 compared to the 2016. Similarly to 2016, in the 2017 most of projects were related to the transport sector 36% (roads, railways), followed by real estate 22.4%, and energy 19.1% (photovoltaic plants).

In 2017, the construction sector in the GCC recorded a 30% increase in the value of projects, rising from \$100 bn in 2016 to \$130 bn in 2017. The governments of the region are the main drivers of these projects, mainly in the fields of real estate, energy and airports.

Our Construction & Engineering team is unmatched in its knowledge of the sector, developed over decades of assisting major players in the infrastructure, oil, chemical and energy sectors in Italy and throughout the rest of the world, especially in Africa and the Middle East.

We guarantee our clients comprehensive, coordinated assistance with contracts, project financing, tenders, claims during work in progress and dispute management.

We represent Italian and international clients prepare and negotiate contracts for projects in Africa and the Middle East for major infrastructure works, industrial facilities and public and private construction (e.g., schools, hotels, hospitals and shopping centres). Our professionals have experience in the use of the various techniques and forms of contract for major international tenders and project financing.

Our firm is unique also in terms of our experience assisting employers and contractors in the construction stage, the handling of claims and the resolution of disputes. Our team includes leading experts on arbitration with vast experience in managing disputes connected to tender contracts and in acting as counsel in international arbitration cases concerning major works. A number of our partners are frequently appointed arbitrators in domestic and international arbitration concerning tender contracts.

Our team is a multidisciplinary group of professionals from different legal backgrounds, who guarantee our clients high-calibre advisory in the following areas of law:

- contract law
- administrative law
- banking & finance law
- disputes & arbitration
- environmental law

Anticorruption

Creating a simple, efficient and modern compliance programme is clearly a must for companies investing abroad, especially in high-growth areas such as Africa & Middle East, which is characterised by cash-based economies, by challenges in obtaining licences and authorisations, and by the need to establish joint ventures with local players. Indeed, studies suggest that the continent loses an estimated \$50 bn annually due to illicit financial flows – in the form of both tax fraud and money laundering. We offer a comprehensive range of services in the fields of business ethics and anti-corruption – all tailored to the specific requirements and nature of your business:

Review: we can carry out a detailed review of your compliance programme and offer recommendations to enhance it based on the applicable regulations and international best practices.

Global compliance programme: we can draft a programme tailored to ensure that global-wide business ethics and anti-corruption policies:

- comply with the applicable regulations
- meet best practice standards
- support the business objectives by facilitating the adoption of legally and ethically correct forms of conduct throughout the business
- provide management with effective supervisory and monitoring instruments

Opinion: we can provide an opinion concerning any aspect of your programme that you have concerns about.

Monitoring: we can monitor employees' knowledge of the programme and its implementation.

Code of ethics: we can review your existing code of ethics or draft a new one from scratch – based on the latest applicable international best practices.

Training: we can run training programmes for your employees, for top management, and for your own trainers.

Whatever your business interest in Africa & Middle East our ethics & corporate compliance and white-collar criminal law teams, joining forces with our local partners for African & Middle East law aspects, are on hand to keep your business in the continent 'on the straight and narrow'.

Track record

Africa & Middle East Deal list

Date	Description	Client	Country
Ongoing	Providing a second opinion to analyze an arbitration judgment regarding a labor-related dispute in Egypt	Italian company that produces and commercializes tyres for Truk, Bus and and Agro	Egypt
Ongoing	Assistance in relation to establishment of an investment vehicle in Ethiopia in logistic sector	Italian company engaged in logistic engineering	Ethiopia
Ongoing	Assistance to IBLAW in relation to legal advice on an Italian company.	Leading full service law firm in Jordan	UAE
Ongoing	Assistance in structuring a credit purchase transaction	Italian investment company focused on SME	Egypt
Ongoing	Representing the client in a trademark dispute	A UAE retail leader in fashion industry	UAE
Ongoing	Drafting of a memorandum under Egyptian law for the company in relation to private client's matter	A global leading French insurance group that provides medical coverage for people traveling abroad	Egypt
Ongoing	Assistance to the client in the acquisition of a fertility center in Sharjah	Largest healthcare provider in the UAE	UAE
Ongoing	Providing legal advice to the company in connection with the purchase of a residential property in Dubai, UAE.	Engineering and construction subsidiary of an UAE based holding	UAE
Ongoing	Assistance in negotiating and drafting of the concession agreement/lease agreement with the NSPO	A private investment firm focused on investment in frontier markets	Egypt
Ongoing	Legal advice under Libyan law	Private client	Egypt
Ongoing	Set up of a new Joint Venture company and two more directly owned subsidiary	Company specialized in the construction of plants to generate electricity	Egypt
Ongoing	Assistance to an infra-group trading of a building complex	Egyptian real estate company	Egypt
Ongoing	Acquisition of a medical center	largest healthcare provider in the UAE	UAE

Date	Description	Client	Country
Ongoing	Assistance on a Real Estate investment	A Polish company active in water and drainage system	UAE
Ongoing	Assistance in relation to the reorganization of a series of activities in Middle East	Italian coffee company	UAE
Ongoing	Set up of a Joint Venture	International manufacturing group producing packaging, plastics, paper, tissue	UAE
Ongoing	Legal advice on regulatory and corporate matters in Egypt	Italian company engaged in the diagnosis, application and marketing of hearing solutions	Egypt
Ongoing	Legal advice to establish its hub for the Middle East in Egypt	Italian manufacturer of dispersion polymers	Egypt
Ongoing	Legal assistance on settlements agreement with subcontractors	International contractor leader in Oil & Gas, Chemical & Petrochemical, Power Generation & Nuclear sector	Egypt
Ongoing	Confidential transaction	Manufacturing and retail business division of a major UAE group	UAE
Ongoing	Legal assistance on a supply contract	International group manufacturing machines and complete plants for the Ceramics, Packaging, Food industries and Automation	Africa
Ongoing	Assistance to the company in the dispute with the minority shareholders of its Moroccan subsidiary in relation to the responsibility for the sanctions applied by the Moroccan customs for the delays in the expatriation by the Moroccan subsidiary of certain vehicles	Reference company in the intermodal freight transport sector between Europe and North Africa	Africa

Date	Description	Client	Country
	owned by the Italian parent company.		
Ongoing	Clarification request on the legislation applicable in Egypt for import of fruit and vegetables	Company specialized in international services to clients such as corporations, individuals, law firms and consultancies	Egypt
Ongoing	Assistance for a Joint Venture with an engineering company in relation to a tender to be issued by an oil company in Kuwait for a soil remediation project in Kuwait.	Italian worldwide leading company in Oil & Gas Industry	UAE
Ongoing	Assistance with increasing collaborations with various countries/regions, including Saudi Arabia, the United Arab Emirates and Latin America, in order to strengthen University's international standing. The collaborations may be extended to other countries.	An Italian University	Middle East
Ongoing	Assistance with the examination of the legal issues that could arise regarding the foundation's activity in Italy and Africa.	Non-profit organization which carries out development cooperation and humanitarian aid projects throughout the world	Africa
Ongoing	Sales of a company's technology	Founder of a telemedicine service provider	UAE
Ongoing	Legal opinion on products' distribution in Egypt	Company specialized in plastic injection molding	Egypt
Ongoing	Assistance to the company in relation to HSE matters about the possible acquisition of 20% stake of an UAE Oil & Gas company	Italian worldwide leading company in Oil & Gas Industry	UAE
Ongoing	Sale of a company's technology	Founder of a telemedicine service provider	UAE

Date	Description	Client	Country
Ongoing	Legal assistance to the company in preventing parallel import of products.	Dubai branch of a leading global eyewear company	UAE
Ongoing	General corporate matters.	A company pioneer in water network management	UAE
Ongoing	100 per cent sale of the share capital of the company to a leading private equity firm	Company engaged in language education	UAE
Ongoing	General Corporate Matters	Company engaged in logistic activity	UAE
Ongoing	Management buyout of the company's operations	UAE consulting company	UAE
Ongoing	General Corporate Matters	A UAE fashion retail leader	UAE
Ongoing	Acquisition of certain assets of a competitor company	A global company active in the storing, protecting and managing, information and assets	UAE
Ongoing	Investment in wind farm project in Lebanon.	Company Engaged In Trade, Services, Production, Transport And Distribution Of Electricity	Lebanon
Ongoing	Acquisition of real estate assets in Riyadh, Saudi Arabia	Saudi Arabian company engaged in agribusiness	UAE
Ongoing	Acquisition of hotel stake in Lebanon	UAE based healthcare center	UAE
Ongoing	Acquisition of Stake in a UAE Clinic	UAE based healthcare center	UAE
Ongoing	Formation of Joint Venture and Acquisition of Art Work	UAE based leading investment group	UAE
Ongoing	Assistance to the UAE branch of the company in a contractual dispute with Ethiopian a company	Leading international company engaged in the manufacturing of major engineering and	Ethiopia

Date	Description	Client	Country
		agricultural high-tech equipment	
Ongoing	Assistance in the development of the cosmetics market in Egypt and in Ethiopia	Subsidiary of an Italian group active in retail cosmetic business	Ethiopia
Ongoing	Assistance in the reorganization of the commercial activity of the company in Egypt	UAE manufacturer Joint Venture of polyolefins	Egypt
Ongoing	Dispute resolution with a company's competitor	A UAE leading, independent provider of energy efficiency solutions	UAE
Ongoing	Legal assistance in relation to a specific company's project	Wholesale distribution of surgical and other medical instruments, apparatus, and equipment	UAE
Ongoing	Acquisition of a competitor's Store	A leader UAE fashion retailer	UAE
Ongoing	Formation of a fund-like structure	UAE based company engaged in logistic activity	UAE
Ongoing	Legal assistance on a specific project	UAE subsidiary of one of Australia's largest services contractors	UAE
Ongoing	Legal assistance in the acquisition of 70% shares of a medical and healthcare company	A Dubai hospital	UAE
Ongoing	Legal assistance on the acquisition, through a share sale, of the entire business of a food company	UAE based leading investment group	UAE
Ongoing	Acquisition of a medical center	Largest healthcare provider in the UAE	UAE
Ongoing	Legal assistance on specific project	UAE based healthcare center	UAE

Date	Description	Client	Country
Ongoing	Acquisition of certain assets of a competitor company	A global company active in the storing, protecting and managing, information and assets	UAE
Ongoing	Sale of stake to a potential buyer	A company pioneer in water network management	UAE
Ongoing	Sale of stake to a potential buyer	Creative Marketing Solutions and Digital Marketing company based in Lebanon	UAE
Ongoing	Acquisition of an Hospital	UAE based healthcare center	UAE
Ongoing	Assistance in an asset sale through an APA (Asset Purchase Agreement)	An UAE based beverage company	UAE
Ongoing	Assistance in the purchasing of a Dubai property	Engineering and construction subsidiary of an UAE based holding	UAE
Ongoing	Assistance in the stake sale of a listed company	Egyptian engineering company	Egypt
Ongoing	Arbitration at Milan Chamber of Arbitration concerning the non-fulfilment of a consultancy and service contract in Iraq	Technology support company active in perforation	Iraq
Ongoing	General legal assistance in Africa and the Middle East	Dubai branch of a leading global eyewear company	UAE
Ongoing	Assistance to a company in developing new markets	Luxury Italian clothing brand	Egypt
Ongoing	Corporate/tax/labor law memorandum on the potential set up of a subsidiary in Egypt	Online Italian platform for hotel reservations	Egypt
Ongoing	Assistance in the drafting of a commercial license in the UAE	The company provide value-added solutions to the global cement, steel, wallboard and energy industries	UAE

Date	Description	Client	Country
Ongoing	Collaboration contract and sponsorship for the opening and running of a hospital center in Abu Dhabi.	Italian Hospital	UAE
Ongoing	Assistance to the company's South African subsidiary	Worldwide leading Italian car manufacturer	South Africa
Ongoing	Legal assistance for the mechanical assembly of N. 1 Air Condenser in the West Damietta area in Egypt	Company specialized in the construction of plants to generate electricity	Egypt
Ongoing	Acquisition of an Egyptian company from a subsidiary located in Madagascar of an Italian company	Italian company internationally engaged in the renewable energy industry	Egypt
Ongoing	Arbiter in a TMT matter	Egyptian arbitration center	Egypt
Ongoing	Assistance in the participation in the construction of an African crude Oil Pipeline	Italian construction and engineering company	Egypt
Ongoing	Credit recovery of a credit from a retailer based in Dubai	Dubai branch of a leading global eyewear company	UAE
Ongoing	Advice on imports, agency contracts and distribution in Egypt	Leading Italian company in major appliances	Egypt
Ongoing	Dispute related to shareholdings	International company	UAE
Ongoing	Assistance in financing for a central Bank in international cooperative operations	Italian public investment institution	Tunisia
Ongoing	Assistance in a Consultancy Agreement and evaluation of applicability of clauses in the agency's agreement regarding Nigerian legislation	Italian leading company in cable manufacturing for energy, telecommunications and fiber optics	Nigeria
Ongoing	Assistance in the revision of a supply contract under the new Egyptian law	Leading company in the manufacturing of valves for the Oil & Gas industry	Egypt

Date	Description	Client	Country
Ongoing	Assistance on the legal aspects of the conclusion "Authorized retailer agreements" in the GCC countries by digital signature	Dubai branch of a global leading eyewear company	UAE
Ongoing	Assistance in the possible resolution of a distribution relationship in Lebanon and the recovery of a commercial credit against that distributor	Dubai branch of a leading global eyewear company	UAE
Ongoing	Set up of a new company for the acquisition of bankrupt company branches.	Holding company based in UAE	UAE
Ongoing	Assistance in opening a representative office of an Egyptian bank in Italy	One of the largest Egyptian banks	Egypt
Ongoing	Memorandum on the new investment law in Egypt.	Leading worldwide Italian pharmaceutical company	Egypt
Ongoing	Assistance in the negotiation of a distribution agreement for Oil & Gas projects in Nigeria and a possible agency contract.	Leading Italian company in cable manufacturing for energy, telecommunications and fiber optics	Nigeria
Ongoing	Partnership agreement for the direct distribution of company products	Dubai branch of a leading global eyewear company	UAE
Ongoing	Partnership agreement for the direct distribution of company products	Dubai branch of a leading global eyewear company	UAE
Ongoing	Emirate law sanity check on a license contract for the use of a group's brand	Dubai branch of a leading global eyewear company	UAE
Ongoing	Opinion on EPC contracts	Leading global engineering company	Egypt
Ongoing	Debt recovery for a Nigerian company	Dubai branch of a leading global eyewear company	UAE

Date	Description	Client	Country
Ongoing	Statute review and corporate governance of the Dubai branch	Leading international pharmaceutical group	Algeria
Ongoing	Assistance in matters related to a supply of equipment.	A leading worldwide company in the manufacturing of machines and systems for the processing of marble, granite and porcelain gres	Egypt
Ongoing	Assistance in the exportation of equipment in Algeria	A leading worldwide company in manufacturing of machines and systems for the processing of marble, granite and porcelain gres	Egypt
Ongoing	Assistance to the company on a development contract in Mozambique	World's largest publicly traded international oil and gas company	Mozambique
Ongoing	Support on Egyptian tax related matters	Leading international engineering & construction company	UAE
Ongoing	Support in a succession on local assets in Dubai	Italian accountant firm	Egypt
Ongoing	Assistance on debt collection against the Egyptian public waste disposal agency (CCBA)	Waste management company	Cameroon
Ongoing	(i) Memorandum to perform contract work; (ii) Review of agreements to regulate relations with other contractors and parts of the contract	Engineering company	Egypt
Ongoing	Continued assistance in the UAE, Africa and the Middle East	Leading international company in communication networks and data centers	Ethiopia
Ongoing	Assistance on the Ethiopian Electric Power loan	Leading international group specialized in complex infrastructure projects	Egypt

Date	Description	Client	Country
Ongoing	Assistance in the possible opening of a branch in Nigeria	Leading international distributor of piping material service solutions	Algeria
Ongoing	Assistance in the sale of shares in two Egyptian companies	African agri-business firm	Nigeria
Ongoing	Debt collection	International cardboard company	Tanzania
Ongoing	Continued assistance for legal issues in the business of the extraction and trade of chromium in South Africa	Mining company	Egypt
Ongoing	Assistance to the Ethiopian branch for the management of the existing intercompany contracts and drafting of new contracts	Italian cutting tools company	Ethiopia
Ongoing	Assistance for the development of a sub-contract for the construction of a wind farm	Leading international manufacturing company	Ethiopia
Ongoing	President of the Arbitration Court	International Arbitration Center	Ethiopia
Ongoing	Legal assistance to the Ethiopian Branch in a civil trial instituted by a former employee	Technology support company active in perforation	Ethiopia
Ongoing	Consultancy regarding the maintenance of a contractual relationship with the Ethiopian Roads Authority	Leading international engineering company	Ethiopia
Ongoing	Consulting on a project related to the construction of an electricity line in the valley of the Omo river	International electric company	Egypt
Ongoing	Assistance in a potential large-scale dispute	International Media Company	Egypt
Ongoing	Assistance on the set-up of a private equity fund in the Dubai International Financial Center and subsequent investments in	Real estate company	UAE

Date	Description	Client	Country
	Italy and other European countries.		
Ongoing	Assistance on setting up a branch in Ethiopia	Italian fabrics manufacturing company	Egypt
Ongoing	President of the Arbitration Court	International Arbitration Center	Egypt
Ongoing	Assistance in the pre-litigation phase with a sub-contractor	Leading international engineering company	Egypt
Ongoing	Assistance on various issues related to the Egyptian branch	Leading global maritime transportation group	Egypt
Ongoing	Assistance on the development of a resort in Hurghada	International construction company	Egypt
Ongoing	Assistance on the expansion project in Ethiopia	International engineering company	Egypt
Ongoing	Assistance on a multi-jurisdictional dispute	Italian construction cooperative company	UAE
Ongoing	Member of the Arbitration Court for disputes in construction facilities in Dubai	International Arbitration Center	UAE
Ongoing	General Consulting	Trading company	Saudi Arabia
Ongoing	General assistance on Saudi Arabia activities	Italian engineering infrastructure company	Egypt
Ongoing	Assistance on opposing an injunction order	International farming consortium	Egypt
Ongoing	Assistance on a possible litigation involving two engineering consultancy contracts	Italian hydropower construction company	Egypt
Ongoing	Advice for the negotiation of the contract for the construction of a wind farm in Egypt	International cement holding	Egypt
Ongoing	General legal assistance	Luxury Italian clothing brand	Egypt

Date	Description	Client	Country
August 2018	Assistance on an UAE holding in the sale of 18% of a holding company to a global leading Japanese corporation.	Emirate law firm	Egypt
August 2018	Assistance with a distributor of fish food product in Egypt	Leading international high-quality consumer goods group.	Egypt
July 2018	Consultancy on contract analysis	Leading Italian company in the Oil & Gas industry	Egypt
July 2018	Legal advice in Egypt	Italian engineering construction company	UAE
July 2018	Assistance in the management of the contractual relationship	Leading international engineering & construction company	UAE
July 2018	Assistance on a project in Algeria	Design furniture company	Egypt
July 2018	General assistance to the Italian branch of the Egyptian company Universal	Italian branch of an Egyptian company engaged in manufacturing and trade of electrical appliances	Ethiopia
June 2018	Assistance on a joint venture agreement and on a contract for the construction of tunnels under the Suez Canal	Italian construction cooperative company	Egypt
April 2018	Consultancy to a Swedish Law Firm on Italian law requirements for the purpose of the sale of a company between Italian vehicles	Swedish law firm	Egypt
March 2018	Assistance in the possible participation in a tender for the construction of a hydroelectric plant in Tanzania	International leading group specialized in complex infrastructure projects	Ethiopia
May 2018	Assistance and consultancy in the sale of an orphan drug in Italy	International pharmaceutical company	UAE

Date	Description	Client	Country
May 2018	Arbiter	International Arbitration Center	Kuwait
May 2018	Assistance to the company in a potential Joint Venture	Luxury Italian clothing brand	Egypt
March 2018	Procurement of critical piping and valves and associated services for a power station	International electric company	Egypt
March 2018	Procurement of critical piping and valves and associated services a Power Plant Project	International electric company	Egypt
March 2018	Legal opinion for the Ethiopian branch	International leading group specialized in complex infrastructure projects	Ethiopia
March 2018	Assistance on the analysis of the documents for the tender offer	International engineering company	UAE
March 2018	Advice on the opening of outpatient diagnostic centers in the UAE	Global leading life sciences company	Ethiopia
March 2018	Assistance on the analysis of documents for a tender related to mechanical equipment and pipe installation and the contractual risks	Leading international engineering company	Egypt
March 2018	Assistance on drafting and negotiating a Consortium Agreement for the participation in a bid for work on the site of Ain Sokhna	International leading engineering company	Egypt
March 2018	Assistance on drafting and negotiating of a term sheet and a possible sub-contract for construction under a development project in Egypt	Leading international engineering company	Egypt
January 2018	Assistance on both direct and indirect tax matters and corporate issues, related to activities in Egypt	Fast fashion Italian company	Ethiopia

Date	Description	Client	Country
December 2017	Assistance for corporate compliance matters	Leading international group specialized in complex infrastructure projects	Ethiopia
August 2017	Assistance on a dispute resolution matter	Leading global energy plan manufacturer	Egypt
July 2017	Assistance in the review of supply contracts	International gas treatment and conditioning equipment company	Egypt
May 2017	Assistance in dealing with an Egyptian distributor	Leading global eyewear company	Egypt
November 2017	Assistance in negotiation of the establishment of an Ethiopian joint venture in the civil engineering sector	Italian steel engineering company	Egypt
September 2017	Assistance in setting up a company in Egypt and participation in tenders	An Italian consulting and project railway company	Tunisia
July 2017	Assistance in dealing with agents and distributors in Egypt related to licensing of medicines distribution	International pharmaceutical company	Egypt
July 2017	Assistance in setting up a branch in Egypt	Italian door-to-door transportation company	Egypt
February 2017	Assistance on the assessment of legal profiles related to the possible opening of a production plant in South Africa	Leading global electric equipment company	Egypt
February 2017	Assistance in a significant debt recovery	Italian company active in construction of plants for the steel and iron industry	South Africa
November 2016	Assistance and advice on a possible acquisition of a participation in an African company	An Italian multinational cement company	Mozambique
July 2016	Assistance in setting up a joint venture in the renewable energy sector in Mozambique	Leading company in the planning and	Egypt

Date	Description	Client	Country
		development of a renewable energy plant	
December 2015	General assistance on the Italian and foreign markets and on the relationship with the counterparts in the MENA area	An Italian civil engineering company	Egypt

Our team for Africa and Middle East



Stefano Simontacchi
President
Tax
stefano.simontacchi@belex.com



Rindala Beydoun
Managing Partner of BonelliErede Middle East LLP
Corporate
rindala.beydoun@belex.com



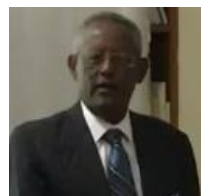
Andrea Carta Mantiglia
Partner
Corporate
andrea.cartamantiglia@belex.com



Ziad Bahaa Eldin
*Managing Partner of Bahaa-Eldin Law Office in cooperation with
BonelliErede - Banking and Finance*
ziad.bahaaeldin@belex.com



Gianpiero Succi
Partner
Corporate
gianpiero.succi@belex.com



Tameru Wondm Agegnehu
*Managing Partner of Tameru Wondm Agegnehu Law Office in
cooperation with BonelliErede - Corporate*
tameru@tamerulawoffice.com



Catia Tomasetti
Partner
Project Finance
catia.tomasetti@belex.com



Angelino Alfano
Of Counsel
Public International Law & Economic Diplomacy
angelino.alfano@belex.com



Gianfranco Veneziano
Partner
Corporate
gianfranco.veneziano@belex.com



Alberto Saravalle
Partner
Corporate, International Arbitration
alberto.saravalle@belex.com

be

Milan
Rome
Genoa
Brussels
London
Cairo*
Addis Ababa*
Dubai
Frankfurt*
Beirut*

belex.com



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with a local firm