

Hogan  
Lovells



ZS&R Law Firm  
الزيد آل الشيخ والراشد للمحاماة

IN ASSOCIATION WITH HOGAN LOVELLS

## Our presence in The Middle East

Local perspective, global reach





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An aerial photograph of a coastal area. A paved road curves along the edge of a turquoise sea. A large white boat is visible in the water. The sky is a clear, light blue.

# Our service offering in The Middle East

## How can we help you?

Business across the Middle East continues to diversify and become more sophisticated. Shareholders are seeking a new way of doing business. Streamlining operations. Responding to evolving regulations. Focusing on economies of scale. Taking advantage of new strategic programs. Thinking smarter. We steer our clients through their most complicated challenges, combining practical advice with local insight. We anticipate pitfalls before they materialize. We work together to ensure success.

Engaging with you. Sourcing the best talent. We aim to satisfy our clients through a deep understanding of their needs, their businesses, and their industries, by providing excellent, responsive and innovative advice. We think globally and have access to international best practice approaches, standardised document templates, lawyers who are lauded in their fields, global technology and information systems and various other resources developed to ensure efficient and effective legal advice.

We have the right knowledge and experience to understand your commercial drivers. Providing practical solutions and fresh thinking, we will navigate laws and regulations, drive your cross-border transactions and cement strong foundations for growth for your business.

Corporate/M&A

Projects &  
Infrastructure

Commercial  
Contacts

Dispute  
Resolution

Capital Markets

Banking &  
Finance

Employment

Energy & Natural  
Resources

Public Affairs &  
Regulatory

# A sector-focused Approach



Aerospace, Defence and Government Services



Education



Life Sciences and Health Care



Energy and Natural resources



Consumer



Technology, Media and Telecommunications



Automotive and Mobility



Real Estate



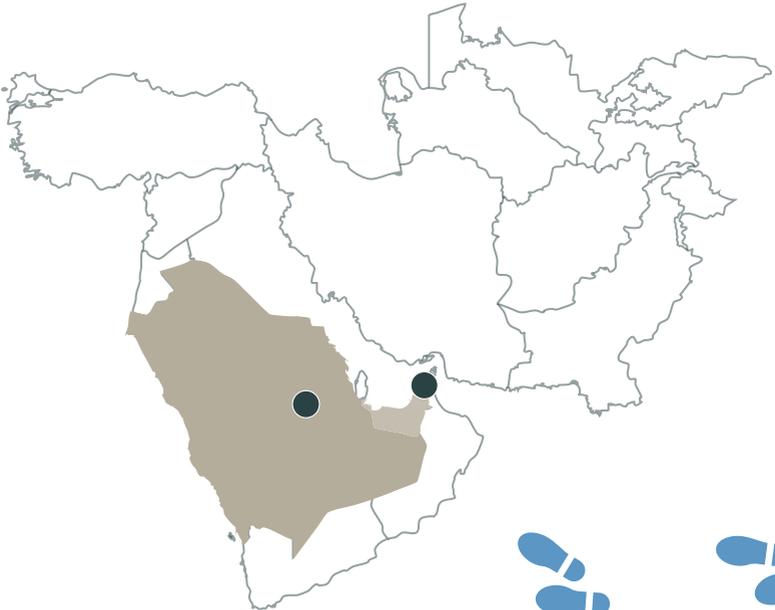
Financial institutions



Insurance



Diversified Industrials



# The right fit For you

## 11 Partners

based in the financial hubs  
of **Dubai** and **Riyadh**



## 3+

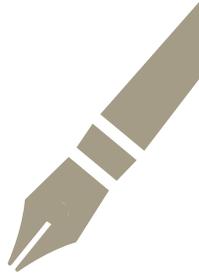
decades of  
On-the-ground  
presence



Significant track  
record throughout  
the **MENA** region



Deep knowledge and understanding  
of the **Middle East legal systems**  
and cultural sensitivities



# Highlights of our Experience



## ACWA Power

Advising Natixis as lenders to the ACWA Power led consortium on the successful project financing of the 300MW Sakaka Solar PV IPP project in Saudi Arabia. This project won the Middle East and Africa Power Deal of the Year at PFI Awards 2018 and Infrastructure Journal Global Awards 2018.



## JGC Corporation

Advising JGC Corporation, United Infrastructure Development Company and Doosan Heavy Industries & Construction, the successful bidder, on the Sharqiyah IWPP in Oman.



## King Abdullah Financial Center

Advising on the ownership transfer of King Abdullah Financial Center with book value of SAR 10 billion.



## International Finance Corporation

Advising on the acquisition of a 7.5% equity stake in Afghanistan International Bank.



## Jimmy Choo

Advising on a joint venture with Al Tayer through the acquisition of a stake in a JV Newco in Dubai.



## The Public Transport Authority, KSA

Advising on the development of Saudi Railway Law and Regulations.



## Bahrain Mumtalakat Holding Company

Advising on the acquisition of Ron Dennis's shareholdings in McLaren Technology Group and McLaren Automotive.



## Kingdom Holding Company

Advising on their acquisition of a stake in Careem – a Dubai- based, chauffeur-driven car booking service.



## ADGM Courts

Representing a confidential client on the first ever case filed before the Abu Dhabi Global Market Courts.



## CCC-led consortium

Advising the successful bidder for the design, finance, build and operation of Taif Airport in Saudi Arabia.



## The Islamic Corporation for the Development of the Private Sector (ICD)

Advising on sophomore sukuk issuances for the Government of Cote d'Ivoire and the Government of Senegal, and a debut sukuk issuance for the Republic of Togo.



## Makkah Mass Rail Transit Company

Advising on the SAR3.5 billion bus PO&M project in Mecca.

# Market Recognition



Middle East Power Deal of the Year -  
Sakaka Solar PV

*PFI Awards 2018*



Middle East & North Africa Power Deal of  
the Year - Sakaka Solar PV

*IJGlobal Awards 2018*



“They’re very active in the Islamic space  
- they are heavyweights.”

*Chambers Global 2019*



“My go-to people in the region - they’re  
amazing and work around the clock.”

*Chambers Global 2019*



Real Estate Finance Deal of the Year

*Bonds, Loans & Sukuk Middle East Awards 2017*



Sukuk Deal of the Year

*Islamic Finance News Awards 2017*

# Key contacts in The Middle East

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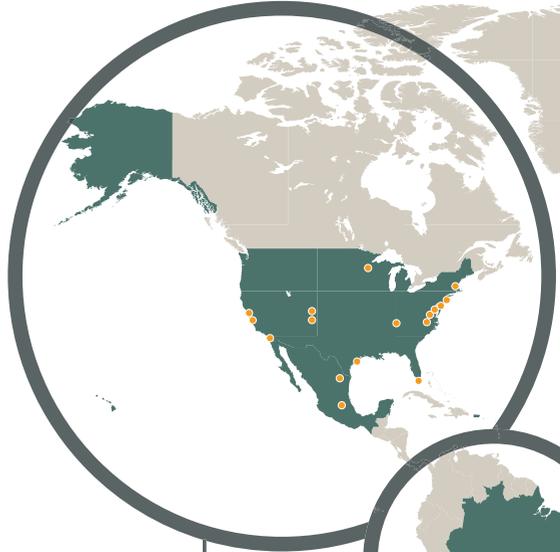
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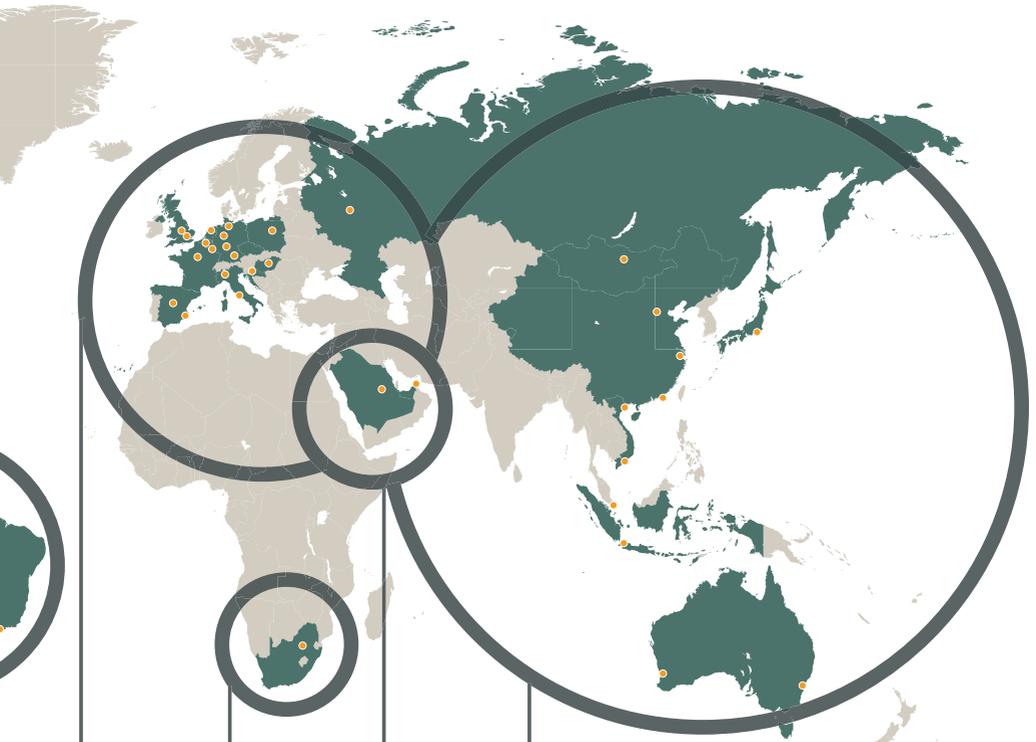
# Our global Presence



Baltimore  
Boston  
Colorado Springs  
Denver  
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Los Angeles  
Louisville  
Mexico City  
Miami  
Minneapolis  
Monterrey  
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Northern Virginia  
Philadelphia  
San Francisco  
Silicon Valley  
Washington, D.C.

São Paulo

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Sydney  
Tokyo  
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