

Representative Legal Matters

Zahi Younes

- Advised over 100 multinational corporations from diverse sectors including consulting, pharmaceuticals, medical devices, IT, and investment banking through the complexities of establishing their Regional Headquarters in Saudi Arabia.
- Advising a major American manufacturer of diagnostic healthcare products on their reorganization in Saudi Arabia through shifting from a distribution to a direct trading model. The transaction involves (a) the formation of a wholly foreign-owned trading entity in Saudi Arabia; (b) the acquisition of the operations (including stock and employees) of their local distributor; (c) a merger control filing with the General Competition Authority (GAC); and (d) entering into a 3PL agreement for the provision of logistics support services.
- Advising a multinational luxury goods conglomerate on corporate reorganization of their activities in the Gulf region.
- Advising a consumer goods company in relation to setting up a joint venture entity in Saudi Arabia.
- Advising a multinational healthcare company in relation to setting up a joint venture entity in Saudi Arabia.
- Advising Abdullah Hashim Group (AHG), the largest private industrial gases company in Saudi Arabia, in relation to the US\$166 million sale of a 25% stake in AHG to Air Products.
- Advising Swiss elevator and escalator manufacturer, Schindler Management, on the acquisition of 100% of Saudi Elevator Company (second biggest player in Saudi Arabia).
- Advising in relation to the acquisition by a consortium led by Mitsubishi Corporation of a 75% stake in AJIL, a major leasing company.
- Advising in relation to the purchase by Saudi Telecom Company of AwaNet.
- Advising Abraaj Capital in connection with the acquisition of a 40% stake in the Saudi Tadawi Company for Health Care.
- Advising Alujain (a Saudi public company) in relation to the swap of its shares against National Petrochemical Company (Natpet)'s shares.
- Advising Al Yasra Group on the acquisition of a Saudi retail company from members of the Saudi Royal Family.
- Advising Schneider Electric in relation to the purchase of assets and shares of a large Saudi Arabia based electronic manufacturer.
- Advising Praxair Inc., one of the largest industrial gases companies in the world, on its acquisition of a medical gases company in Bahrain.
- Advising a global steel company in its bid to purchase an Abu Dhabi based steel company.
- Advising a large Malaysian publicly traded company in its bid to purchase an Abu Dhabi-based industrial conglomerate.
- Advising Al Babtain in relation to the acquisition of Al Babtain Telecom Emirates, an Abu Dhabi-based telecommunication company.
- Advising Zahid Group in establishing Caterpillar IPP Services across the MENA Region.

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- Advising LVMH entities including Louis Vuitton S.A., Sephora, Chaumet and Fendi, luxury goods manufacturers/retailers, in relation to the restructuring of their activities in the GCC, including significant joint venture arrangements.
- Advising Patchi Group in relation to the restructuring of its operations in Saudi Arabia and the UAE.

Healthcare / Pharmaceutical

- Advised Roche Diagnostics on restructuring their distribution operations in Saudi Arabia and the UAE.
- Advised Johnson & Johnson in relation to the formation of a joint venture company and the transfer of a consumer products distribution business from Al Naghi Company.
- Advising Abraaj Capital in connection with the acquisition of a 40% stake in Saudi Tadawi Company for Health Care.
- Advised Valeant Pharmaceutical in relation to the acquisition of a manufacturing entity in the UAE.
- Advised a number of Healthcare multinationals on setting up their presence and restructuring their operations in Saudi Arabia and the Gulf region.
- Telecommunications and Information Technology
- Assisting an on-demand cloud computing platforms company in relation to the set-up of a presence in Saudi Arabia for hosting data servers and conducting Cloud Computing Services.
- Assisting an electronic commerce company in relation to the integration of a marketplace business in Saudi Arabia, the UAE and Egypt, including advising on business and licensing requirements; market place seller vetting requirements, customs, consumer protection, and competition and data privacy requirements.
- Assisting a multinational technology company in relation to converting their Saudi entity from a service entity to a trading entity and assist them in relation to a major logistics project in the Kingdom of Saudi Arabia.

Capital Markets

- Acting as transaction counsel to Saudi Arabian Company for Hardware (SACO) in relation to its initial public offering of 7,200,000 shares representing 30% of the Company's share capital.
- Advising foreign investment banks and issuers on the capital market and securities regulations applicable in the United Arab Emirates and in the Dubai International Financial Centre (DIFC), including the offering of securities and funds in these jurisdictions.
- Advising on the initial public offering of one of the largest construction groups in the Kingdom of Saudi Arabia.
- Acting as transaction counsel on the initial public offering of 102,000,000 shares in Knowledge Economic City, representing 30% of the total share capital and raising US\$272 million - the largest IPO in the Gulf region during the first six months of 2010.
- Advising the Saudi Arabian Government in connection with the privatisation of the mining sector through a restructuring and the initial public offering of 462,500,000 shares in Saudi Arabian Mining Company (Ma'aden).
- Acting as transaction counsel on the initial public offering of shares in Emaar The Economic City, developer of the US\$26 billion King Abdullah Economic City, the single largest private sector investment ever in Saudi Arabia.

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- Acting as transaction counsel on the initial public offering of 315,000,000 shares in Kingdom Holding Company.
- Advising in relation to the initial public offering of 8,000,000 shares in Arabian Insurance Cooperative Company.
- Advising in relation to the initial public offering of 3,100,000 shares in Assurances Saudi Fransi Company.
- Advising Saudi Fransi Cooperative Insurance Company ("Allianz") in relation to its rights issue offering.
- Advising leading investment banking firms on regulatory and company formation requirements in relation to obtaining licenses from the Saudi Arabian Capital Markets Authority to conduct securities business in the Kingdom.
- Advising EFG-Hermes KSA structuring one of the first Saudi equities funds approved by the Capital Markets Authority.
- Advising EFG-Hermes in relation to the sale of a portion of its shares in EFG Hermes KSA to QInvest.
- Advising Olayan Group in relation to its investment in the Saudi Med Real Estate Fund.
- Advising Blom Invest in relation to setting up a public equity fund in the Kingdom.