



ZAKI HASHEM & PARTNERS
ATTORNEYS AT LAW

EXPERIENCE · TRADITION · INNOVATION

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HISTORY OF THE FIRM

Established in 1953, Zaki Hashem & Partners (“ZH&P”) has grown into one of the largest leading full-fledged business law firms in Egypt and the entire Middle East. The Firm was founded by the late Cabinet Minister, Dr. Zaki Hashem (1920-2014), a prominent renowned international lawyer and arbitrator specialized in Oil & Gas, arbitration and international private law. Dr. Hashem also served as the President of the Egyptian Society of International Law for a decade and was its Honorary President for life.

For over 60 years, the Firm has expanded its areas of expertise to accommodate new areas of focus, in line with the continued developments and innovation in new businesses and contractual concepts. **Corporate and Commercial** law issues remain to constitute the main focus and practice at the Firm. This includes advising international and local clients on doing business in Egypt; setting up local companies, subsidiaries, branch and representative offices, establishing joint ventures, etc. The Firm also specializes in all aspects of legal consultation related to the day-to-day management of the clients, which includes the drafting and reviewing of contracts, drafting and advising on all employment contracts and matters, social security, tax, regulatory, all to ensure the compliance of the client with all local laws and regulation.

The Firm’s solid connections with all departments of the State strengthen its performance and existence in the market, particularly in the corporate sector. The Firm has established thousands of local entities under the Corporate Law, Capital Market Law, Investment Law, Banking Law, Insurance Law, etc., some of them capitalized at over billions of Egypt Pounds.

The Firm represents clients doing business directly in Egypt, as well as those acting through agency and distributorship agreements, where it performs franchising, leasing, and licensing services for its clients. ZH&P advises on other related fields of Egyptian law for corporate clients including taxation, doing business in free zones, and intellectual property rights.

ZH&P has been a leading firm in Egypt in the areas of **oil and gas**, as it was almost exclusively in charge of the execution of all the oil concessions in Egypt and the Middle East in the period between the 1950’s and 1970’s. In 1963, the firm successfully obtained the first Petroleum Concession Agreement granted to a

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foreign company. With the discovery of **natural gas** in Egypt, the Firm saw through the landmark deal in the gas sector by establishing the legal structure of the **first liquefied natural gas (LNG)** project in Egypt. The Firm also became heavily involved in carrying out all legal gas-related activities like the distribution of natural gas to residential and industrial areas, which included the incorporation of dominant companies in the market, specialized in the distribution of natural gas.

The Firm also prepared the first complete legal framework study for the introduction of **petrochemical industries** for the Government. It continues to provide extensive services to major clients in petrochemical industries, mainly fertilizers industries, which involves devising the corporate structure up to the conclusion of all project agreements, such as, EPC, O&M, feed stock supply and off-take agreements.

With the **Open Door Policy** that opened Egypt to the world in the early **1970's**, giving impetus to private and foreign investments, the Firm became heavily involved in catering to the interests of private investors and governmental authorities.

ZH&P has also played a key role in the large scale **privatization process** as of the early **1990's**. The Firm has handled several conversions of companies from public to private. It was involved in mergers and acquisitions, share purchase agreements (“SPAs”), and sale of public companies to both foreign and Egyptian investors, in some cases representing the Government and in others representing the private sector.

Finance and banking are yet other areas in which the Firm has extensive experience, especially in the fields of restructuring, project financing and loan agreements of complex natures. Its clients include Egyptian banks, subsidiaries of foreign banks in Egypt, insurance companies, other financial institutions as well as borrowers. It has a wide experience in conducting due diligence investigations and reports, drafting, negotiating and concluding loan agreements, advising banks, other financial institutions and multinational financial organizations on all aspects of financing documents and security packages. ZH&P have drafted, negotiated and concluded large project financing loans, as well as numerous and various loans and syndicated loan agreements in local and foreign currencies for local and/or international financial institutions.

Due to its extensive experience in the corporate area, since its inception, ZH&P has developed extensive experience in the **Capital Market and M&A** practice and is considered now a leading player in the **Egyptian M&A** arena, where it has conducted capital raising transactions in the billions of Egyptian Pounds for listed and non-listed clients and closed hundreds of transactions on behalf of its foreign and local clients. Proudly, it has recently undertaken the largest four M&A transactions in Egypt, post the January 2011 Revolution through public tenders. The Firm has handled several conversions of companies from the public sector to private, mergers and acquisitions, sale of shares and sale of public companies to both foreign and Egyptian investors. In such kind of transactions, it undertakes drafting, advising, amending and negotiating the necessary documentation, including the SPA, shareholders’ agreement, escrow agreement and any other ancillary documents, as well as supervising the implementation process before the competent authorities and performs all the necessary procedures, as well as any corporate measures until the finalization of the transaction process.

ZH&P has an outstanding track-record in the areas of Initial Public Offerings (“**IPO**”), private placements, bond issuing and all other routine matters pertaining to listed companies, including regular dealings with the Egyptian Stock Exchange (“**EGX**”) and the Egyptian Financial Services Authority (“**EFSA**”). In particular, it has played a dominant role in the IPO of companies on EGX, which took place in the Egyptian market during the six years preceding the January 2011 Revolution.

ZH&P specializes in the field of **securitization and bonds**. The Firm advised on and completed large bond offerings and securitization of receivables (oil and real state backed). Currently, it is advising a major financial lease company on the securitization of its financial leases portfolio, to be one of the largest on the Egyptian market.

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The Firm has also incorporated the first Factoring Company in Egypt in 2011, in accordance with Investment Law No. 8 of 1997.

The Firm has also been very active in the implementation of project financing in all its forms, from traditional early generation **BOTs** and **BOOTs** to **PPP** projects. It has also advised various consortiums on their preparation of bid documents and contract negotiations for power, water, infrastructure and port BOTs and BOOTs. ZH&P has advised the Egyptian Ministry of Finance on the first PPP project in Egypt ever, up to the stage of the drafting of the main concession agreement and the direct agreement, which became the bases for the PPP law promulgated subsequently.

The late 1990's witnessed the explosion and development of the **telecommunications industry** and electronic commerce. Here again, the Firm was at the forefront. ZH&P drafted and negotiated the first private provision of telecommunications service license in Egypt (public payphone), drafted and negotiated the mobile telephone services license in Egypt (being the first license ever issued by the Telecommunications Regulatory Agency). Thereafter, the Firm has been involved with all telecommunication licenses by representing the recipient of the private data network (PDN) licenses, v-sat, marine cables, triple play, hosting, land line and international gate way licenses. The Firm also advises various operators and value added service providers in the field of telecommunications on all legal aspects. The telecommunications experience of the Firm led to the appointment, by Ministerial Decree, of Mr. Yasser Hashem, the Firm's Managing Partner, as a member of the new Telecommunication Act Drafting Committee, commissioned by H.E. the Minister of Telecommunications.

Very early on, ZH&P has harboured most prominent **litigation** and **arbitration** departments. It has one of the largest litigation departments in Egypt and has over the years litigated thousands of cases all over Egypt and at all different courts. Many of its members, past and present, have assumed counselling or arbitrating many landmark arbitrations, like the Westland Helicopters Case in the 1970s, the Taba Arbitration in the 1980's, the Ahmad Hamdy Tunnel bellow the Suez Canal in the 1980's, the Abyie Arbitration in 2009, as well as major ICSID cases and many other local and international commercial arbitrations, involving both public or private entities, relating, *inter alia*, to construction, commercial agencies, acquisitions of shares, sale and purchase transactions, hotel management and hospitality, shipbuilding, and insurance. Currently, the Firm is counsel in one of the largest arbitrations around the world in the field of telecommunications, with a stake of just under two billion US Dollars.

The unique culture and composition of the Firm has made it possible for it to become the leading law firm in Egypt on all matters of **Public International Law**. Past and present members of the Firm have defended Egypt and several other States before the **International Court of Justice** ("ICJ") or sat on the Court as Judges. Among the cases they have entertained, before or with the ICJ, are the Libya-Chad Territorial Dispute Case (1994), the Advisory opinion on the "Legality of the Treat or Use of Nuclear Weapons" (1996), Cameroon-Nigeria Maritime boundary Case (2002) and the Advisory Opinion on the "Wall" (2004). The Firm also deals extensively with **Diplomatic and Consular** privileges and immunities on a regular basis and advises many foreign embassies and consulates in Egypt.

The Firm's labour and employment team serves as counsel to management in a wide range of industries and represents multinational and local companies at every stage of the employment relationship. It gives general advice with respect to all issues of the Egyptian Labour Law, including employment agreements, corporate restructurings and acquisition of businesses and companies, benefits, social security, pensions, as well as expatriate and visa issues. It conducts employment related due diligences. The Firm also represents its clients before the competent courts in all sorts of disputes relating to employment. It handles in-house investigations for its clients.

ZH&P has traditionally maintained a Real Estate Department composed of well-experienced lawyers and clerks covering all authentication offices in most governorates throughout Egypt. It has assisted its clients with their real estate requirements including purchase, sale and lease of land, buildings, offices or residences. It has also acted for clients to recover real estate property, which had been previously sequestered and

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property that had been fraudulently acquired by other parties. The Firm has also established and assisted real estate companies in Egypt in the acquisition of the largest plots of lands offered by the Government through public auctions, as well as negotiated major large properties for development. It also continues to help clients who seek to obtain lease financing for their properties from banks, by negotiating, drafting and finalizing the relevant agreements.

AREAS OF EXPERTISE

ARBITRATION

ZH&P has a specialized Arbitration Department of top quality lawyers, who with their collective experience make all the difference in the arbitral process. The Department has vast technical and logistical support from the broad diversified expertise of the Firm to ensure distinct performance. ZH&P are connected with a wide web of top accounting experts, expert witnesses and other trade-related expertise, which ensures a tough arbitral platform. This is why the Firm has brought many major victories to its clients and has earned recognition in the entire Middle East and has led many of its clients to become repeat customers.

Many of its members, past and present, have assumed counselling or arbitrating many landmark arbitrations, like the Westland Helicopters Case in the 1970s, the Taba Arbitration in the 1980's, the Ahmad Hamdy Tunnel bellow the Suez Canal in the 1980's, the Abyie Arbitration in 2009, as well as major ICSID cases and many other local and international commercial arbitrations, involving both public or private entities, relating, *inter alia*, to construction, commercial agencies, acquisitions of shares, sale and purchase transactions, hotel management and hospitality, shipbuilding, and insurance. Currently, the Firm is counsel in one of the largest arbitrations around the world in the field of telecommunications, with a stake of just under two billion US Dollars.

Putting the clients' interest before the Firm's, ZH&P have successfully settled many disputes amicably in their favour.

The Firm has handled large, complex and high-profile cases before the CRCICA, ICC, ICSID, LCIA, SIAC, as well as Ad Hoc arbitrations and arbitrations under the UNCITRAL Rules.

COMPETITION

The Firm has handled many notifications of mergers and acquisitions before the Egyptian Competition Authority. It has also challenged the Competition Authority orders before the Administrative Court and has advised on issues cross-cutting competition and regional trade agreements, e.g. COMESA and GAFTA.

The firm has, likewise, assisted a number of local and international clients in reviewing their commercial practices to ensure compliance to the law, including on sales and distribution agreements, among others.

CORPORATE, MERGERS & ACQUISITIONS AND SECURITIZATION

Corporate and commercial law constitutes the largest area of the ZH&P's practice. The Firm advises clients on virtually all aspects of business and commercial life, including reviewing, drafting, and negotiating contracts, incorporating businesses ranging from branches to local companies to joint ventures and undertaking corporate mergers and acquisitions, franchising, leasing, intellectual property rights and licensing services for its clients. It also advises on other related fields of Egyptian law for corporate clients, like taxation or conducting business in free zones.

ZH&P is a leading player in the Egyptian M&A arena, having closed hundreds of transaction on behalf of foreign and local clients. Recently, the Firm has undertaken the largest four major M&A transactions in

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Egypt post the January 2011 Revolution, representing, Electrolux, France Telecom and Qatar National Bank in multi-billion US Dollar transactions.

The services of the Firm include advising, negotiating on behalf of the client, drafting the necessary documentation, including the share purchase agreements, the shareholders' agreements, the escrow agreements and any other ancillary documents, as well as supervising the implementation process before the competent authorities and undertaking all the necessary procedures, including any corporate measures up to the finalization of the transaction.

As examples of the most recent accomplishments in this regard are:

- ✓ Representing OCI N.V. in its contemplated acquisition, combined cash and stock tender offer of Orascom Construction Industries for an approximate amount of USD 7.5. Billion (Closed 2013).
- ✓ Representing the Qatar National Bank in acquiring the National Societe General Bank for USD 2.6 billion. This included conducting a full-fledged due diligence investigation, drafting, negotiating and completing the transaction documents, in addition to undertaking all procedures of launching the Mandatory Tender Offer ("MTO"), including drafting all MTO file documents and advising on all MTO rules and regulations, in accordance with the regulations of Egyptian Financial Supervisory Authority ("EFSA") and the Egyptian Exchange ("EGX") (closed 2013).
- ✓ Representing France Telecom in acquiring 100% of Mobinil for USD 3 billion, to become one of the largest post-revolution acquisition transactions in the telecommunication sector. This included all procedures regarding launching the MTO, including drafting all MTO file documents, advising on all MTO rules and regulations in accordance with the regulations of Egyptian Financial Supervisory Authority ("EFSA") and the Egyptian Exchange ("EGX") (closed 2012);
- ✓ Representing Electrolux International in acquiring the Olympic Group (the biggest group of companies specialized in home electric appliances in Egypt) for USD 500 million. This was the first largest post-revolution acquisition transaction that took place in Egypt. This included conducting a full-fledged due diligence investigation, drafting, negotiating and completing the transaction documents, in addition to undertaking all procedures of launching the MTO, including drafting all MTO file documents and advising on all MTO rules and regulations, in accordance with the regulations of EFSA and EGX (closed 2011).

ZH&P has an outstanding track-record in the areas of Initial Public Offerings ("IPO"), private placements, bond issuing and all other routine matters pertaining to listed companies, including regular dealings with the Egyptian Stock Exchange ("EGX") and the Egyptian Financial Services Authority ("EFSA"). In particular, it has played a dominant role in the IPO of companies on EGX, which took place in the Egyptian market during the six years preceding the January 2011 Revolution.

Important IPOs were performed for major clients, including:

- Raya Group of Companies
- Vodafone Egypt Telecommunications S.A.E
- EFG Hermes
- Pachin
- Al-Ezz Steel Rebars
- Arafa Group of Companies
- Taalat Mostafa Group of Companies
- Ghabbour Group of Companies
- Palm Hills for Development
- Juhayna, and Amer Group of Companies.

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ZH&P also specializes in the field of securitization and bonds. It has advised on and completed large bond offerings and securitization of receivables (oil and real state backed). Currently, it is advising a major financial lease company on the securitization of its financial leases portfolio, to be one of the largest on the Egyptian market. In the past, it has represented Egyptian General Petroleum Corporation (the “EGPC”) in its oil linked financing transaction. It has also concluded the Underwriting and Bondholders Agreements for an EGP 300 million and USD 34.5 million Bond Issue for Orascom Hotels and Development.

DISTRIBUTION, FRANCHISE & AGENCY

ZH&P is experienced in all aspects of Distribution. The Firm deals extensively with general Distribution agreements as well as Franchise, Master Franchising and Agency. It works on all related competition and IPR issues both domestically and internationally. The Firm has provided legal opinions, negotiated and drafted agreements on behalf of a wide-range of clients over the years, who large and small companies in many industries, including hotels, restaurants, services, automotive, retail, apparel, fitness and sports.

ENERGY AND OIL & GAS

The activities of petroleum and natural gas companies in Egypt are governed by special laws and regulations and particular regimes, which the Firm, over the years, contributed to and practiced. ZH&P has been a leading firm in Egypt in the areas of oil and gas, as it was almost exclusively in charge of the execution of all the oil concessions in Egypt and the Middle East in the period between the 1950’s and 1970’s. With the discovery of natural gas in Egypt, the Firm saw through the landmark deal in the gas sector by establishing the legal structure of the first liquefied natural gas (LNG) project in Egypt for the Spanish-based Union Fenosa. The later became heavily involved in carrying out all legal gas-related activities like the distribution of natural gas to residential and industrial areas, which included the incorporation of related dominant specialized distribution companies in the market. ZH&P specializes in drafting, negotiating and finalizing Concession Agreements and assisting petroleum contractors in all their activities, including EPC and O&M. The Firm has also acted as a special consultant to the Egyptian General Petroleum Corporation (“EGPC”) and for the Egyptian Natural Gas Holding Company (“EGAS”).

The Firm has also prepared the first complete legal framework study for the introduction of petrochemical industries to the Government. It continues to provide extensive services to major clients in the petrochemical industry, mainly fertilizers industries, which involves devising the corporate structure up to the conclusion of all project agreements, such as EPC, O&M, feed stock supply and off-take agreements.

ENGINEERING AND CONSTRUCTION

ZH&P has broad experience in advising clients on all aspects of engineering, procurement and construction projects from bid documents to financing, financial support arrangements, concession contracts, joint ventures, construction contracts, subcontracts, technology supply and license agreements, technical service agreements, project management agreements, operational management agreements, contract administration, claims.

Acting for developers, employers, funds, end users and contractors on a wide range of projects, ZH&P offers help at every stage of the development process, from project conception and choice of procurement, through to the tender process and letting of the construction documentation.

ZH&P is experienced in the use of the principal forms of construction contract employed internationally such as the FIDIC (International Federation of Consulting Engineers) and the NEC (New Engineering Contract), amongst many others. ZH&P has also developed alternative forms of construction contract.

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FINANCIAL SERVICES AND BANKING

ZH&P is involved in all aspects of the financial and banking industry, as it has the requisite practical experience and characteristic know-how of the industry. The Firm advises on all aspects of banking and financial laws and acts on the full range of complex financial transactions that is supported by its strong corporate, capital markets and litigation experts. It acts on high profile financial transactions, including incorporation of banks and other financial institutions; regulatory compliance; syndicated facility agreements and related securities and guarantees; structured project finance; trade finance; securitization; securities lending; derivatives; Islamic finance; and acquisition and leveraged financings.

The Firm's practical solutions are geared for the optimization of tax and fees exposure, and assisting clients in understanding their options, managing their risks and making the best informed decisions for their entities.

The Firm's clients include leading International financial institutions, Egyptian banks, foreign banks, subsidiaries of foreign banks in Egypt, borrowers, investment institutions, insurance companies, financial leasing companies and other financial institutions.

HOTELS AND TOURISM

ZH&P has traditionally been involved hotels and tourism. Our track-record of advising on a wide range of hotel and tourism transactions, coupled with our insight developed through many long-term relationships with some of the industry's key players, means that our clients benefit from working with a team that really understands their sector and their legal issues.

The Firm advises on all issues related to Development of building projects; Sales and acquisitions; Franchise agreements, leasing and management; Financing and structuring; Tax matters; Operational issues.

ZH&P has catered to first class clients, such as, Alitalia, Carlson Wagonlit Travel, Conrad Hotels International, Club Mediterranean, Intercontinental Hotels, Meridien S.A., Sheraton Hotels, Thomas Cook, Hyatt International Hotels, Star Casino, Hilton Hotels, Kempinski Hotels & Resorts Company, Four Seasons First Residence and Oberoi Hotels.

INSURANCE

The Firm advises on insurance law and regulations. The firm represents insurance companies and other financial institutions in different litigations related to insurance claims.

Our clients include, among others: American International Group (AIG Egypt); Arab International Insurance Company (member of Allianz Group); Zurich Insurance Company.

INTELLECTUAL PROPERTY

The Firm provides consultations and undertakes enforcement actions of all types and at all levels, litigation, licensing, registration and transactional support. The Firm is recognized for its anti-counterfeiting work for a number of major multinational clients.

The Firm's wide experience covers all matters related to Patents & Utility Models, Trademarks, Industrial Models & Designs, Copyrights & Authorship Rights and New Plant Varieties.

ZH&P has served many clients including: Colgate-Palmolive Company; U.S.A ; Eveready Battery Company, Inc.; U.S.A ; Landmark Group; Vodafone Egypt Telecommunications; Beltone Financial; Tevoli Heliopolis S.A.E; American University in Cairo; Wilmar International Limited (Singapore); Assiut Cement Company ; Rotam Agrochem International Co., Ltd. (Hong Kong, China) ; Tai E International Law & Patent Office (Taiwan).

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INTERNATIONAL FOREIGN INVESTMENT

The Firm acts for major multinational corporations doing business in Egypt. It has expertise in specialized areas such as international trade, foreign investment and other international transactions. With the collective experience in government, law, business and problem solving, the Firm is able to assist clients in all aspects of the many complex international matters in which they are involved.

INTERNATIONAL TRADE

Whilst the law is relatively new in this field in Egypt, the Firm maintains specialist and up-to-date expertise. It has delivered many legal opinions pertaining to the interpretation of the laws and numerous case-specific opinions to the Government and to investors. ZH&P is instrumental on the scene of international trade and regional trade agreements, defending high profile clients in anti-dumping and subsidies cases in the chemicals sector. It has also advised the President of the Parliament on matters relating to the WTO, in relation to the legislative function of the legislature; and the dispute settlement body legal regime.

The Firm's expertise is often sought at conferences and panels, where it has been constantly and noticeably represented in discussions of free trade agreements – GAFTA, COMESA, and the Egypt-EU Association Agreements.

LABOUR AND EMPLOYMENT

The Firm's labour and employment attorneys are experienced in all phases of the employer-employee relationship. The practice includes assisting in the formation and implementation of employment policies and strategies, negotiating employment agreements, and advising clients on the issues affecting the transfer of employees and pensions, as well as representing the client before the disciplinary boards or the courts.

LITIGATION

ZH&P has one of the largest litigation departments in Egypt comprising of highly-regarded figures in the Egyptian litigation market. To date, it has handled thousands of cases before all types and grades of courts. It has with a reputation for handling the heaviest and most high-stakes commercial briefs. In addition to offering legal counseling and advice on disputes, the Firm represents its clients in all aspects and stages of litigation as well.

The Firm's Litigation Department embraces an efficient high-profile trial team, comprising of some of the best litigation lawyers in Egypt, who have successfully won landmark cases for its clients. Their expertise and specialization covers all types of lawsuits, including: privatization cases, banking cases, construction cases, mergers & acquisitions cases, tax cases, labour cases, oil & gas cases and white collars crimes cases ... etc.

MINING

ZH&P has been giving advice on mining issues very early in its life, as it represented the Freeport Egyptian Sulphur Company in concluding the first two concession agreements in that field in Egypt. Ever since it has been engaged in mining issues and is currently advising on the concession for gold exploration and mining in the El-Sokkary field in the Western Desert.

PROJECT FINANCE

The Firm has been very active in the implementation of project financing in all its forms, from traditional early generation BOTs and BOOTs to sophisticated PPP projects. It has acted as legal advisor to the Egyptian Ministry of Transport for two segments of its highway BOOT projects (tender preparation,

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evaluation, contract drafting and negotiations). It has also advised various consortiums on their preparation of bid documents and contract negotiations for power, water, infrastructure and port BOTs and BOOTs.

ZH&P undertook the very first BOT Highway project in Egypt, that is the design, capital financing, construction, operation and maintenance of the Cairo - El Ain El Sokhna Road & Cairo - El Kureimat Road. That project was awarded to a consortium led by the Bin Laden Group. However, the project was transferred to the Ministry of Defence at the very final stage. The Firm worked on that project from the start until the end. The Firm's legal services in that project, included:

- Advising the client on Egyptian tendering and procurement laws and other applicable laws, as well as, presenting options and recommendations related to the Tenders Law No. 89;
- Attending meetings with client;
- Participating with the client in one-to-one meetings with the government authorities;
- Assisting in the preparation of legal clarifications and questions of the client;
- Assisting in the preparation of the bids;
- Drafting legal opinions requested by the client.

The Firm also acted for a Sudanese consortium during the negotiations on the Egyptian/Sudanese multi-phase international road project connecting Abu Simbel, on the Egyptian side, and the Sudanese capital, Khartoum.

ZH&P have advised the Egyptian Ministry of Finance on the first PPP project in Egypt for the design, capital financing, construction, operation and maintenance of up to 350 new public schools across Egypt, up to the stage of finalizing the draft main concession agreement and the direct agreement, which became the bases for the PPP Law promulgated subsequently. It has since been involved in other PPP projects on behalf of the investors, including reviewing the tender documents, drafting the offer packages and attending pre and post-award conferences and negotiations. The Firm's legal services in that project, included:

- Advising on Egyptian tendering and procurement laws and other applicable laws, as well as, presenting options and recommendations related to the Tenders Law No. 89;
- Drafting the bilingual texts Prequalification document and the Tender package, including the model contract and its annexes;
- Attending meetings with client;
- Participating with the client in meeting with pre-qualified bidders, in both one-to-one sessions or conferences with all the bidders;
- Assist in the tendering process;
- Responding to legal clarifications and questions by bidders;
- Assisting in the evaluation of the bids;

The Firm also advised a bidder on the Cairo-Alexandria- Matrouh Free Highway PPP Project. The Highway is recognized as one of the most vital arteries of the highway network in Egypt, linking its largest and most important port with the capital. Finally, the Government decided to allocate the project directly to contractors for the different sections of the Highway.

PUBLIC INTERNATIONAL LAW

The unequalled unique culture and composition of the Firm in the Egyptian professional market has made it possible for it to become the leading Law firm in Egypt on all matters of Public International Law. Past and present members of the Firm sit on main Public International Law-related committees or bodies, both locally or internationally and have and continue to advise the Government on various important matters.

Past and present members of the Firm have defended Egypt and several other States and international organizations before the International Court of Justice ("ICJ") or sat on the Court as Judges. Among the cases they have entertained, before or with the ICJ, are the Advisory Opinion on the WHO Premises in

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Alexandria (1980), the Libya-Chad Territorial Dispute Case (1994), the Advisory Opinion on the “Legality of the Treat or Use of Nuclear Weapons” (1996), Cameroon-Nigeria Maritime boundary Case (2002) and the Advisory Opinion on the “Wall” (2004).

The Firm deals extensively with Diplomatic and Consular privileges and immunities and advises many foreign embassies and consulates in Egypt on a regular basis on many different matters relating to their assets, premises and staff. It advised many missions in purchasing their new premises during all the stages from negotiating with the seller up to the registration of the property in the name of the foreign mission.

Among the foreign missions that ZH&P has extended its services to are the missions of the Australia, Austria, Canada, China, Denmark, Finland, India, Germany, Japan, Latvia, The Netherlands, Singapore, Spain, Sweden, Switzerland and the United Kingdom.

REAL ESTATE

ZH&P has a Real Estate Department of well-experienced lawyers, as well as a big team of real estate clerks covering all authentication offices in most governorates throughout Egypt. It has assisted its clients with their real estate requirements including purchase, sale and lease of land, buildings, offices or residences. It has also acted for clients to recover real property, which had been previously sequestered and property that had been fraudulently acquired by other parties. This entailed the forensic search for the original title documentation, identifying the recovery process, successfully litigating the ownership and finalizing the formal registration of the confirmed deeds of ownership with the competent Real Estate Authorities. The Firm ensures that the properties of its clients are officially registered with the competent real estate office.

The Firm has also established and assisted real estate companies in Egypt in the acquisition of the largest plots of real estate offered by the Government through public auctions, as well as major negotiated large properties for development. It also helps clients who seek to obtain lease financing for their properties with banks, by negotiating, drafting and finalizing the relevant agreements.

A comprehensive list of our major clients includes, Ismailia for Real Estate Investment, Barwa Group of Companies in Egypt, Damac Group of Companies, MENA For Touristic & Real Estate Investment, Nasr City for Housing & Development company and Artoc Universal Properties S.A.E.

TAXATION

The Firm has a highly specialized team capable of providing consistent assistance in the various aspects of tax matters, including, tax planning, tax risk prevention, tax optimization, management and negotiation of projects, corporate tax consulting and strategic tax consulting methods of acquisition, taxation of foreign operations and income, real estate investments and other transactions, as well as structuring the most favorable tax schemes for its clients. The Firm advises clients on tax exemption privileges in certain areas and free zones and undertakes the implementation of such projects.

The tax team works closely with the M&A, banking and structures finance members of the Firm, so as to provide integrated, innovative and cost-effective solutions to clients in the context of cross-border and domestic mergers and acquisitions, reorganizations and complex financings.

The Firm advises multinational, as well as local companies on all tax issues and represents all sorts of corporations through all levels of disputes on all tax-related matters before courts.

TELECOMMUNICATIONS

With the boom and development of the telecommunications industry and electronic commerce in 1990s, the Firm was at the forefront of the market players. ZH&P drafted and negotiated the first private provision of telecommunications service license in Egypt (public payphone) with the National Telephone Organization, drafted and negotiated the mobile telephone services license in Egypt (being the first license ever issued by

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the Telecommunications Regulatory Agency). Ever since, the Firm has been involved with the majority of the private data network (PDN) licenses granted. The Firm also advises various operators and value added service providers in the field of telecommunications on all legal aspects.

The telecommunications experience of the Firm has led to the appointment, by Ministerial Decree, of Mr. Yasser Hashem, the Firm's Managing Partner, as a member of the new Telecommunication Act Drafting Committee, commissioned by H.E. the Minister of Telecommunications.

REPRESENTATIVE CLIENTS (CURRENT AND PREVIOUS)
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ZH&P represents many major multinational corporations from all five continents. The following is a list of some of our major clients, presented in accordance with the area of specialization:

ENGINEERING & CONSTRUCTION

AAW Consulting Engineers ; Amer Group; Amiral; Ansaldo; Damac Group; Dar El Handasah; Egyptian Engineering; Agencies S.A.E. (EEA); Emaar; Kinden Corporation; Madinet Nasr for Housing & Development; Majid Al Futtain; olidere Egypt and Solidere International

EDUCATIONAL SERVICES

American University in Egypt (AUC); AMIDEAST; British International School (BISC); Deutsche Evangelische Gemeinde Kairo; Egyptian German Agri. Promotion (GTZ); German Schools (DEO); Gouna for Educational Services; Rahn Schulen Kairo;

EMBASSIES

Australian Embassy; Austrian Embassy; British Embassy; Canadian Embassy; Chinese Embassy; Danish Embassy; Embassy of Finland; Embassy of the Kingdom of the Netherlands; Embassy of Latvia; Embassy of Sweden; German Embassy; Indian Embassy; Japanese Embassy; Singapore Embassy; Swiss Embassy

FINANCE AND INSURANCE

Abu Dhabi Islamic Bank (ADIB); American International Group (AIG Egypt); Arab Bank; Arab International Insurance Company (member Allianz Group); Arab Banking Corporation; Barclays Bank; Citibank NV; Commercial International Investment Company (CIIC); Deutsche Bank; Euronet Services; Export Credit Guarantee Dept. (U.K.); HSBC; International Finance Corporation (IFC); Japan Bank for International Corporation (JBIC); Japan International Corporation Agency (JICA); Qatar National Bank (QNB); The Industrial Fund for Developing Countries (IFU); United Bank of Egypt

HOSPITALITY & TOURISM

Alitalia - Compagnia Aerea Italiana S.P.A; Carlson Wagonlit Travel; Club Mediterranee; Conrad Hotels International; Fairmont Heliopolis Hotel; Four Seasons First Residence; Hilton Hotels; Hyatt International Hotels; Intercontinental Hotels; Mena House Oberoi; Meridien S.A; Movenpick Hotels & Resorts; Rocco Forte Collection; Savoy Sharm El Sheikh Hotel; Sheraton Hotels; Star Casino; Travel Choice Overseas Ltd Egypt (previously Thomas Cook); Kempinski Hotels & Resorts Company

INVESTMENT HOUSE

Beltone Group; EFG-Hermes Group; SECURITAS

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MANUFACTURING COMPANIES

Aalborg Portland White Cement; Abou Ghali Automotive Group; Alexandria Tire Company (Pirelli); Alstom; Arab Company for Special Steel (Arco Steel); Atlas Copco; BASF; BPB Gypsum; DIKTAS; DS-Factoring GmbH; Egyptian Chemicals Industries “KIMA”; Ferrometalco; Electrolux; Fiat; FLS Industries; Fujitec; GB Auto (Ghabbour); General Electric; GOODYEAR; Gulf of Suez Development Co.; Heineken; Henkel Egypt PDC; Heinz; Honda Motors; JFE Steel Corporation; Johnson Diversy; Johnson Wax; Landmark Gulf Group; Lazurde; Leoni AG; Lincoln Electric Company; Masterbed; Miraco (Carrier); Nakhla; NEC; Nestle; Nissan Motor Co. Ltd; Otis Elevators; Pachin; Pepsi Cola International; Power Controls; Thyssen; Toshiba Corporation; Wild Flavors Middle-East

MEDICAL FACILITIES

Cairo Cath; Cairo Scan; Cleveland Clinic; Dar Al Fouad, Doctors' Tower Hospital; Next Care

NON-GOVERNMENTAL ORGANISATIONS (NGO)

Al Nour Wal Amal Association (Light & Hope Association); American Research Centre; Ancient Egypt Research Associates; Association for Protection of Environment APE; Brooke Hospital for Animals Egypt; Care Egypt; Commonwealth Graves; DAAD; Drosos Foundation; Friedrich Naumann; Giza Plateau (AERA); Indian Community Association; Konrad-Adenauer-Stiftung (NGO); Magdi Yacoub Heart Foundation; The Levantine Foundation; Mercy Corps; Open Society Institute; Plan International; Project Hope; Sawiris Foundation

OIL & GAS COMPANIES

Apache Corporation; British Gas; IEOC & AGIP ENI; INA Nafta; Devon (Ocean) Energy Corporation; Egyptian General Petroleum Corporation (EGPC); EGAS; German Oil & Gas Egypt; Investment & Securities Group S.A.E; Merlon Group Egypt ; Sahara Oil & Gas; Shell International B.V.; Sipetrol; Spanish Egyptian Gas Company “SEGAS”; Union Fenosa

PETROLEUM CONTRACTORS

Al Thani Dubai Mining; Global Santa Fe International; Halliburton; Petroleum Marine Services (PMS); PERENCO; Saipem; Tharwa Petroleum Company; Transocean

PHARMACEUTICAL & CHEMICAL COMPANIES

Alkan Consult; American Home Products; AstraZeneca; BIOMERIEUX; Bio Pharma; Bristol Myers Squibb; GE Medical; GlaxoSmithkline; Hikma Pharmaceuticals PLC; Hoechst (Aventis Pharma); Jansen-Cilag; Merck Limited; Merck Sharpe & Dohme; Novartis; Novo Nordisk; October Pharma; Otsuka; Pfizer; Rovigyp (Roche); Sankyo Pharma GMBH; SANOFI AVENTIS; Shering Plough-Essex; Solvay Pharmaceuticals; Stada; Wyeth Ayresyt

SERVICES

Actis; Agence France Press; Aeroports De Paris; American Research Centre Inc. (ARCE); Aromatco; Clin Quality LTD; Contact; Corporate Leasing Company Egypt S.A.E (CORPLEASE); Deloitte & Touche; Det Norske Veritas; Drake & Scull International SAE; E-Points; Eaton Corporation; Egyptian Company for Biotechnology; Egyptian Company for Services and Collections Ltd (MASREYA); Founoon Holding; Genting Casinos Egypt Ltd; Gourmet Group; Hadicon AG; HWP Planning and Consulting; IFF; Incaptiva Egypt Ltd; Interholco; International Management Partners (IMP); Key Facilities Management LTD; SABA & Co.; Schneider; XEgypt

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TELECOMMUNICATIONS & INFORMATION TECHNOLOGY

Actel Telecommunications; Alcatel Egypt for Telecommunications; Arab Submarine Cable Company France Telecom (FCR); Fawry; Global Peering Exchange (GPX); Huawei Technologies; Nokia Egypt; Noor Holding; Raya Holding; SI-Ware Systems Limited Vodafone Egypt Telecommunications

TRADITION SERVICES

Aboudawood Group, Algorithm SAL; Alfred C. Toepfer; Bridgestone; Cargill International S.A.; Foodstuff Group; Honeywell; Japan External Trade Organization (JETRO); Juhayna; Lexmark International Egypt Ltd; Lehnert & Landrock; Makshaff; Menna Abouzeid for Furnishings Ltd; Mitsubishi; Mitsui; NAVTEQ Egypt Ltd; Nippon; Olam Egypt; Otsuka Egypt SAE; Off Road Egypt; Pepperl & Fuchs; Perfect Trading; Prudential Corporation Asia; Quick Twenty Four Company For Specific Foods; Rahhala Racing Ltd; Rotam Agrochemical; RWE; Savola; SGS SA; Sojitz; Synergy Group; Taghleed Industries; Taisei Corporation

MEMBERS OF THE FIRM

Dr. Habib SOLIMAN, Partner. Born in Assyut, Egypt, in 1935; Graduated from Ain Shams University (LL.B. 1955) and from Cairo University (LL.M 1957 and Ph.D. 1967); Admitted in 2006 before the Egyptian Court of Cassation; Formerly Professor of Civil and Comparative Law (Algeria and Iraq); Member of the Egyptian Society of Political Economy, Statistics and Legislation and is listed as arbitrator in Cairo Regional Centre for International Commercial Arbitration. *Languages:* Arabic, English and French. *Areas of Practice:* Arbitration, Litigation, Taxation, and Corporate.

Youssef ABOU ZEID, Senior Partner and head of Litigation Department. Born in Farshout, Egypt, 1953 ; Graduated from Cairo University (LL.B. in 1975; LL.M. in 1984) ; admitted in 1992 before the Egyptian Court of Cassation; Member of the Egyptian Society of International Law, the Egyptian Society of Economy and Legislation, fellow of the Egyptian Society of Taxation and listed as arbitrator in Cairo Regional Centre for International Commercial Arbitration. *Languages:* Arabic and English. *Areas of Practice:* Arbitration, Litigation, Taxation, Banking, Labour Law, and Real-Estate.

Sameh KHODEIR, Senior Partner and head of Oil and Gas Department. Born in Gharbeya, Egypt, 1953 ; Graduated from Cairo University (LL.B., in 1975) ; Admitted in 1997 before the Egyptian Court of Cassation; Member of the Egyptian Society of International Law and the Egyptian Society of Economy and Legislation and Fellow of the Egyptian Society of Taxation. *Languages:* Arabic and English. *Areas of Practice:* Oil & Gas, Arbitration, Corporate, Mergers & Acquisition, Contracts, Taxation, Labour Law, and Litigation.

Hala HASHEM (Ms.), Senior Partner. Born in Cairo, Egypt; Graduated from Cairo University (LL.B., 1979), the American University in Cairo (B.A., 1979) and Harvard Law School (LL.M., 1984); Admitted in 2002 before the Egyptian Court of Cassation. Member of the Egyptian Society of International Law and the Egyptian Society of Economy and Legislation. *Languages:* Arabic, English and German. *Areas of Practice:* Corporate, Contracts, Commercial, and Labour Law.

Hussein AMER, Senior Associate. Born in Mahala El Koubra, Egypt, 1954. Graduated from Cairo University (LL.B., 1980); Admitted in 1999 before the Egyptian Court of Cassation. *Languages:* Arabic. *Areas of Practice:* Litigation, Real-Estate, and Labour Law.

Sherif AMIN, Senior Associate. Born in Cairo, 1955; Graduated from Cairo University (LL.B., 1982); Admitted in 2009 before the Egyptian Court of Cassation. *Languages:* Arabic, English and Italian. *Areas of Practice:* Litigation.

ZAKI HASHEM & PARTNERS
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Amr GALAL, Senior Associate. Born in Giza, Egypt, 1960; Graduated from Cairo University (LL.B., 1982); Admitted in 2002 before the Egyptian Court of Cassation. *LANGUAGES:* Arabic. *Areas of Practice:* Litigation.

Magdy HUSSEIN, Senior Associate. Born in Cairo, 1962; Graduated from Ain Shams University (LL.M., 1984); Admitted in 2006 before the Egyptian Court of Cassation. *Languages:* Arabic and English. *Areas of Practice:* Litigation.

Tewfik SHEHATA, Senior Partner and head of Arbitration Department. Born in Cairo, 1962; Graduated from Ain Shams University (LL.B., 1985), Cairo University and University of Paris I (*Institut de Droit des Affaires Internationales* LL.M., 1991); Admitted in 2004 before the Egyptian Court of Cassation; Fellow member of the Chartered Institute of Arbitrators London (FCIArb). *Languages:* Arabic, French and English. *Areas of Practice:* Arbitration, Corporate, Finance & Banking, and Labour Law.

Omar ABOU EL-ENAIN, Partner. Born in Cairo, 1964; Graduated from Ain Shams University (LL.B., 1986); Admitted in 2001 to the Courts of Appeal. *Languages:* Arabic and English. *Areas of Practice:* Litigation.

Essam TAHA, Senior Associate. Born in Kafr El Sheikh, Egypt, 1957; Graduated from Mansourah University (LL.B., 1986); Admitted in 2006 to the Egyptian Court of Cassation; Member of the Association of International Petroleum Negotiators (AIPN). *Languages:* Arabic and English. *Areas of Practice:* Oil & Gas, Electricity, Mergers & Acquisition, Contracts and Legal Due Diligence.

Hosny DANIAL, Senior Associate. Born in Assyut, Egypt, 1964; Graduated from Ain Shams University (LL.B. in 1986); Admitted in 2008 to the Egyptian Court of Cassation. *Languages:* Arabic and English. *Areas of Practice:* Litigation.

Yasser HASHEM, Managing Partner. Born in Cairo, 1960; Graduated from Cairo University (LL.B. 1989) and from the American University in Cairo; Admitted in 2007 to the Egyptian Court of Cassation; Member of the Egyptian Society of International Law. *Languages:* Arabic, English, French and German. *Areas of Practice:* Corporate, Merger & Acquisition, IT & Telecommunications, and Taxation.

Ahmed EL-SHABRAWY, Senior Associate. Born in Cairo, 1967; Graduated from Ain Shams University (LL. B., 1990); Admitted in 1999 to the Courts of Appeal. *Languages:* Arabic and English. *Areas of Practice:* Litigation.

Samir SAYED, Senior Associate. Born in Cairo, 1968; Graduated from Ain Shams University (LL.B., 1991); Admitted in 2000 to the Courts of Appeal. *Languages:* Arabic and English. *Areas of Practice:* Litigation.

Hossam IBRAHIM, Senior Associate. Born in Cairo, 1969; Graduated from Cairo University (LL.B., 1992), Diploma in International Commercial Law (1995), Diploma in Private Law (1996); Admitted in 2001 to the Courts of Appeal. *Languages:* Arabic and English. *Areas of Practice:* Litigation, Labour Law, and Taxation.

Walid ABDEL-ZAHER, Senior Associate. Born in Cairo, 1970; Graduated from Cairo University (LL.B., 1993); Admitted in 2000 to the Courts of Appeal. *Languages:* Arabic and English. *Areas of Practice:* Litigation.

Shaaban GABALLAH, Partner. Born in Menoufeya, Egypt, 1971; Graduated from Menoufeya University (LL.B., 1993); Admitted in 2002 to the Courts of Appeal. *Languages:* Arabic. *Areas of Practice:* Litigation and Real Estate.

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Bassem EL-SHEHAWY, *Senior Associate*. Born in Cairo, 1972; Graduated from Cairo University (LL.B., 1994); Admitted in 2003 to the Courts of Appeal. *Languages:* Arabic. *Areas of Practice:* Litigation.

Tamer ABBAS, *Senior Associate*. Born in Cairo, 1974; Graduated from Ain Shams University (LL.B., 1997); Admitted in 2006 to the Courts of Appeal. *Languages:* Arabic and English. *Areas of Practice:* Litigation.

Walid EL-DALY, *Partner*. Born in Damietta, Egypt, 1974; Graduated from Cairo University (LL.B., 1998); Admitted in 2010 to the Courts of Appeal. *Languages:* Arabic and English. *Areas of Practice:* Corporate and Capital Market.

Hossam EL-HABASHY, *Senior Associate*. Born in Cairo, 1976; Graduated from Cairo University (LL.B., 1998; LL.M., 2003); Admitted in 2006 to the Courts of Appeal. *Languages:* Arabic and English. *Areas of Practice:* Litigation.

Dr. Mohamed ABOUL SAOUD, *Senior Associate*. Born in Kafr El Sheikh, Egypt, 1978; Graduated from Tanta University (LL.B., 1999), Cairo and Paris I Universities - IDAI “*Institut de Droit des Affaires Internationales*” (LL.M., 2003); University of Montpellier 1 France (PhD, 2009); Admitted in 2010 to the Courts of Appeal. Member of the Egyptian Society for Political Economy, Statistics and Legislation. *Languages:* Arabic, French and English. *Areas of Practice:* Arbitration, Telecommunication, Distribution, Competition, and Construction.

Sameh KAMAL, *Senior Associate*. Born in Cairo, 1978; Graduated from Cairo University (LL.B., 1999), Queen Mary University of London, UK, (LL.M., 2003); Admitted in 2007 to the Courts of Appeal. *Languages:* Arabic and English. *Areas of Practice:* Corporate, Mergers & Acquisition, Banking & Finance, and Capital Market.

Nada EL-EZABY (Mrs.), *Partner*. Born in Cairo; Graduated from Cairo University (LL.B., 2000) and Queen Mary University of London, UK, (LL.M., 2003). Admitted in 2008 to the Courts of Appeal. *Languages:* Arabic and English. *Areas of Practice:* Corporate, Mergers & Acquisition, and Capital Market.

Helal EL-HOSSARY, *Senior Associate*. Born in Cairo, 1976; Graduated from Ain Shams University (LL.B., 2000); Admitted in 2007 to the Courts of Appeal. *Languages:* Arabic and English. *Areas of Practice:* Corporate, Mergers & Acquisition, and Capital Market.

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Arig ALI (Ms.), *Senior Associate*. Born in Cairo, 1980; Graduated from Cairo University, French Section (LL.B., 2001). Admitted in 2001 to the Courts of Appeal. *Languages:* Arabic, English and French. *Areas of Practice:* Corporate, Merger & Acquisition, Commercial Law.

Fakhry ELMASRY, *Senior Associate*. Born in Cairo, 1980; Graduated from Cairo University (LL.B. 2002), Anti Money Laundering course Dubai, UAE and Diploma in the introduction of the Offshore world, Swiss Academy, Dubai, UAE ; Admitted in 2010 to the Courts of Appeal. Member of the Arab Lawyers Union. *Languages:* Arabic and English. *Areas of Practice:* Corporate structuring, agreements, transactions, and covering UAE laws.

Mohamed MAHMOUD, *Senior Associate*. Born in Minya, Egypt, 1980; Graduated from Cairo University (LL.B., 2002), Diploma in Public Law, Diploma in Commercial International Law and International Investment. Admitted in 2007 to the Primary Courts. *Languages:* Arabic. *Areas of Practice:* Litigation.

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Sherif EL-SAADANI, Senior Associate. Born in Cairo, 1979; Graduated from Cairo University (LL.B., 2003), the American University in Cairo (LL.M., 2008), Harvard Law School (LL.M, 2010); Admitted before the Egyptian Courts of Appeal. *Languages:* Arabic, English and German. *Areas of Practice:* Arbitration.

Dr. Mohamed HAFEZ, Senior Associate. Born in Cairo, 1982; Graduated from Cairo University (LL.B., 2003), Kings College/Queen Mary, University of London (LL.M., 2005), Basel University, Switzerland (PhD., 2010); Admitted before the Primary Courts. *Languages:* Arabic, English, French and German (Basic). *Areas of Practice:* Commercial Arbitration and Commercial Corporate Law.

Dina KAMEL (Ms.), Senior Associate. Born in Cairo, Egypt; Graduated IDAI Maîtrise -Cairo University (LL.B. 2005), Paris II Pantheon-Assas (DESS 2006), EADA Business School Barcelona, Spain (International MBA 2014); Admitted before the primary Courts in Egypt. *Languages:* Arabic, English, German and French. *Areas of Practice:* Corporate, Telecommunication and Arbitration.

Yassir EL-AKHDAR, Senior Associate. Born in Riyadh, Saudi Arabia in 1984; Graduated from Cairo University (LL.B., 2005), The American University in Cairo (LL.M., 2007), Benjamin N. Cardozo School of Law (LL.M., 2009); Admitted in 2013 to the Courts of Appeal in Egypt and in 2010 to Second District of New York. *Languages:* Arabic, English & French. *Areas of Practice:* General Corporate, Merger and Acquisition and Capital Market.

Heba EL NAGGAR (Ms.), Senior Associate. Born in Jeddah, Saudi Arabia; Graduated from American University in Cairo (BA in Political Science from in 2000), Cairo University (2005), American University in Cairo (LL. M, 2008) in International and Comparative; Admitted in 2011 before the primary Courts. *Languages:* Arabic and English. *Areas of Practice:* Corporate, Labor Law and Commercial Law.

Mohamed EL-SAYYAD, Associate. Born in Mansoura, Egypt, 1985; Graduated from Cairo University (LL.B., 2006); Admitted before Primary Courts. *Languages:* Arabic, English and French (Fair). *Areas of Practice:* Corporate, Labor Law, Civil Law and Commercial Law.

Soha EL-EZABY (Ms.), Associate. Born in Cairo, 1986; Graduated from Cairo University (LL.B., 2007), and (LL.M., 2011) in International and Comparative Law, Indiana University, Indianapolis, USA; Admitted in 2011 before Primary Courts. *Languages:* Arabic and English. *Areas of Practice:* Corporate.

Cherif EL-TABEI, Associate Born in Cairo, 1985; Graduated from University Paris I Pantheon-Sorbonne (LL.B., 2007) and Cairo University in (2008); Admitted in 2012 before the Primary Courts. *Languages:* Arabic, English and French. *Areas of Practice:* Corporate and Capital Market.

Ali YEHIA, Associate Born in Cairo, 1986; Graduated from Cairo University (English Section), (LL.B., 2008); Admitted in 2011 before Primary Courts. *Languages:* Arabic, English, and French. *Areas of Practice:* Corporate.

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Ramy ATEF, Associate born in Cairo, Egypt, 1987; Graduated from Cairo University (2009), Cairo University (Equivalent Masters in Private and Public Law, 2011), Cairo University (Diploma in Public Law, 2011 and Diploma in Private Law, 2010). Member of the Egyptian Bar Association. *Languages:* Arabic and English. *Areas of Practice:* Corporate.

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Peter MAURICE, Associate. Born in Giza, Egypt, 1989; Graduated from Ain Shams University (LL.B, 2011), Jean Moulin 3 University (LL.B, 2011), American University in Cairo (LL.M in International and Comparative Law, 2014); Member of the Egyptian Bar Association. *Languages:* Arabic, English and French. *Areas of Practice:* Corporate and Business law.

Ahmed ABDEL MEGUID, Associate. Born in Cairo, Egypt, 1984; Graduated from University of Paris I (2008), University of Montpellier I (Diploma in Arbitration Law, 2010), University of Montpellier I (Master degree in Distribution and Business Law, 2010), University of Paris I (Master degree in the European and the International Business Law, 2011), Cairo University (B.A of Laws, 2013); Member of the Egyptian Bar Association. *Languages:* Arabic, English and French. *Areas of Practice:* Corporate Law, Business Law, Arbitration and Intellectual Property.

Dalia HUSSEIN (Ms.), Associate. Born in Cairo in 1988 ; Graduated from the Faculty of Law, English department of Ain Shams University in 2010 and Master’s degree in commercial international law in 2013; Member of the Egyptian Bar Association. *Languages:* Arabic, English, and French. *Areas of Practice:* Arbitration.

OF COUNSEL

Dr. Georges ABI-SAAB. Born in Cairo, Egypt, 1933; Graduated from Cairo University (LL.B. 1954), Paris (DES), Michigan (MA), Harvard University (LL.M. and JD), Geneva University (Dr. Poli-Sci); Professor of International Law at the Graduate Institute of International Studies (1969-2000) and Honorary Professor since September 2000; Consultant to the United Nations Secretary General for the preparation for his first two reports on “Respect of Human Right in Armed Conflict” (1969 and 1970) and for his report on the “Progressive Development of Principles and Norms of International Law relating to the New International Economic Order” (1984); Judge *ad hoc* at the International Court of Justice in the case concerning the “Frontier Dispute (Burkina Faso vs. Republic of Mali)” and the case concerning the “Territorial Dispute (Libya Arab Jamahiriya vs. Chad)”; As required Judge on the Appeals Chamber of the International Criminal Tribunals for the former Yugoslavia and for Rwanda; Member of the Appellate Body of the World Trade Organization; Commissioner in the United Nations Compensation Commission ; Member of the Administrative Tribunal of the International Monetary Fund; Member various international arbitral tribunals and the Institute of International Law; Lecturer at universities in Europe, Africa, Asia and the Americas. *Languages:* Arabic, English and French. *Areas of Practice:* International Law and Arbitration.

Nazih MEGALLY. Born in Cairo, Egypt, 1944; Graduated from Cairo University (LL.B 1973); Admitted in 2002 to the Egyptian Court of Cassation. Formerly with Zaki Hashem & Partners (1975-1979); Private practice (1980-1982), Partner at Nazih & Wahed Law Office (1982-1985), private practice (1985-2013), rejoining Zaki Hashem & Partners as an of-Counsel (2013 to date) ; Member of the Egyptian Bar Association, Chartered Patent and Trademarks Agent 1979. *Languages:* Arabic and English. *Areas of Practice:* Intellectual Property & Licensing and Litigation.

Dr. Abdel Moneim DARWISH. Born in Cairo, Egypt, 1953; Graduated from Cairo University (LL.B 1975), Diploma Private Law 1978, Diploma Administrative Law 1979, University of Panthéon-Sorbonne (PH.D.,1990) ; Admitted in 2005 to the Egyptian Court of Cassation; Lecturing Professor at Tanta University. *Languages:* Arabic, French and Italian. *Areas of Practice:* Civil Commercial and Contracts.

ZAKI HASHEM & PARTNERS
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Dr. Ziad BAHAA-ELDIN. Born in 1964; Graduated from Cairo University (LL.B - 1986), AUC (BA in Economics - 1987), King's College London (LLM in International Business Law - 1989), London School of Economics and Political Sciences (Ph.D. in Financial Law - 1996) ; Admitted before the Egyptian Court of Cassation. Former Deputy Prime Minister and Minister of International Cooperation; Former Member of Parliament; Former non-executive member of the Board of Directors of the Central Bank of Egypt (2004/2011), of the National Bank of Egypt (2003/2011), of the HSBC Bank Egypt, of the National Bank of Egypt (UK); Founder and member of the Board of Directors of the Ahmed Bahaa-Eldin Cultural Foundation; Member of the Board of Trustees of the AUC. *Languages:* Arabic and English. *Areas of Practice:* Corporate and Financial law, Governance, Compliance, and Economic Legislation.

Dr. Mohamed GOMAA. Born in Italy, 1959; Graduated from Cairo University (B.A. in Commerce, 1982 and LL.B., 1987), Geneva University - IUHEI (LL.M. in International Law, 1991), Geneva University - IUHEI (Ph.D. in International Law, 1994); Admitted to the Courts of Appeal. Assumed different legal posts in the Egyptian Foreign Ministry, involved with major public international arbitration cases such as the Egypt-Israel Arbitration Tribunal for Taba Case and "Taba Talks" between Egypt and Israel, 87-1985 resulting in the Compromis d'arbitrage; Appointed Arbitrator or Counsel in several local and international commercial arbitrations involving both public and private entities and author of many publications in Egypt and abroad, and has been published by Kluwer. Member of the Egyptian Society of International Law, the Egyptian Association of the United Nations. *Languages:* Arabic, English and French. *Areas of Practice:* Corporate, International Law and Arbitration.

Loay EL-SHAWARBY. Born in Alexandria, Egypt, 1973; Graduated from the American University in Cairo (B.A., 1994; G.D., 2000) and Cairo University (LL.B., 2000); Georgetown University (LL.M., 2004) ; Admitted in 2008 to the Bar Association. *Languages:* Arabic and English. *Areas of Practice:* Competition, International Trade, WTO and Contracts.

Dr. Mona MANSOUR (Ms.). Born in Cairo, 1973; Graduated from Helwan University (BA in commerce), Paris IX Dauphine (LLB 1996 in Business international Law), Paris I University Pantheon-Sorbonne (Master in international economic law (1999) and Ph.D. in Financial Market Regulation 2006) ; Former assistant professor at Paris I ; Admitted to French Bar in 2009; Formerly *Avocat* in New-Caledonia (South Pacific). *Languages:* Arabic, French & English. *Areas of Practice:* Arbitration, Financial markets, Environmental law.

Ragia OMRAN (Ms.). Born in Cairo ; Graduated from Cairo University (LL.B, 2001), and from Queen Mary College, University of London (Masters in Law, Banking and Finance, 2003) and Bachelor of Arts, Political Science and History from Bryn Mawr College – Bryn Mawr, Pennsylvania, USA in 1994 ; Member of the Egyptian Bar Association since 2002. *Languages:* Arabic, English & French. *Areas of Practice:* Corporate and Commercial.