



K&L Gates efficiently and effectively delivers legal services on an integrated and global basis. Our lawyers are located across the Middle East, Asia, Australia, Europe, the United States, and South America.

## Dubai and Doha

K&L Gates' Middle East offices are located in Dubai, United Arab Emirates (UAE), and Doha, Qatar. Our lawyers advise regional and international corporations and governments throughout the Middle East, South Asia, and Africa. We have considerable experience and industry connections and are able to leverage the capabilities of colleagues in the firm's offices in Asia, Australia, Europe, South America, and the United States.

## Practice Areas

As one of the world's leading law firms, K&L Gates offers complete legal services to its clients. The disciplines covered by our Middle East-based team include:

- corporate and commercial
- dispute resolution
- energy and infrastructure
- banking and finance
- employment
- intellectual property

## Corporate and Commercial

We provide a full range of corporate and commercial legal services, from general business planning to highly specialized and business critical matters.

### Mergers and Acquisitions

All aspects of mergers and acquisitions, including sales and purchases of small to medium sized businesses, complex cross-border public company transactions, demergers, and corporate restructurings.

### Private Equity/Venture Capital

The establishment and operation of private equity funds, venture capital funds, hedge funds, and fast-growing companies, together with the structure and launch of private equity arrangements, including negotiating with and obtaining approvals from government agencies.

### Investment Funds

Investment funds and related schemes, including shari'ah compliant funds, from initial structuring to exit. We act for all participants in the funds industry including managers, investors, advisors, and brokers.

## Equity Markets/Securities

Advising on the best methods to access funds from across the Middle East and North Africa and from overseas markets. When companies move forward with their fundraising plans, we work with them at every stage to ensure a smooth and efficient conclusion to the transaction.

## Regulatory Advice

Regulatory issues affecting corporate transactions, financial services regulation, business establishment licensing, listing rules, competition, takeover rules, and other critical legal considerations on corporate transactions.

## Business Set-ups

The different ways in which to establish companies and branches across the Middle East and North Africa and the issues typically faced by businesses entering the region for the first time.

## Commercial Contracts

Commercial agreements central to company operations, including distribution and agency contracts, outsourcing contracts, standard terms of business, licensing arrangements, and joint ventures.

The lawyers in our Middle East offices have considerable experience and industry connections and are able to leverage the capabilities of colleagues in the firm's network of offices across five continents.

## Dispute Resolution

Our global dispute resolution team of lawyers is central to the firm's legal practice. We work closely with clients to resolve disputes through court litigation as well as arbitration, mediation, and other alternative dispute resolution techniques, in accordance with the most appropriate means of promoting our clients' business objectives.

### Arbitration

Our lawyers have extensive experience in international arbitration under all the major international institutional rules, including the International Chamber of Commerce (ICC), the London Court of International Arbitration (LCIA), the International Centre for Dispute Resolution (ICDR), and the International Centre for Settlement of Investment Disputes (ICSID), the American Arbitration Association (AAA) as well as ad hoc UNCITRAL arbitrations without any institutional rules.

Likewise, our seasoned team regularly appears before the regional arbitration centers, including the Dubai International Arbitration Center (DIAC), the DIFC/LCIA Arbitration Center (DIFC/LCIA), the Abu Dhabi Commercial Conciliation and Arbitration Center (ADCCAC), and the Qatar International Center for Conciliation and Arbitration (QICCA).

### The Courts

Our lawyers in Dubai are registered to practice before the Dubai International Financial Centre (DIFC) courts and have full rights of audiences and represent parties before the English-language common law courts of the DIFC. In Qatar, our lawyers have full rights of audience in the Qatar International Court and Dispute Resolution Centre. We also regularly offer advice regarding Dubai International Financial Centre and Qatar Financial Centre law and regulatory matters.

The Middle East offices have established relationships with leading local lawyers throughout the region and can effectively supervise and manage litigation in the local courts across the jurisdictions of the Middle East and North Africa, as well as manage arbitrations arising out of disputes within the region.

## Antibribery and Sanctions

International businesses are also facing greater scrutiny as a result of legislation such as the U.S. Foreign Corrupt Practices Act (FCPA), the UK's Bribery Act, and similar laws enacted by signatories to the OECD Convention Combating Bribery in International Business Transactions as well as an array of sanctions regimes and trade restrictions initiated by authorities in the United States, the European Union, and the United Nations. With the increase in enforcement of anticorruption and sanction laws, it is critical that companies are in a position to make intelligent, risk-based decisions.

We represent companies that are doing business in the Middle East across a wide range of business sectors. This extends to every area in which anticorruption and sanction issues typically arise.

## Energy, Infrastructure, and Resources

Our world-class energy, infrastructure and, resources group has a detailed knowledge of the key issues that arise in projects involving the energy industries, public and private infrastructure, commercial property and the extraction of natural resources, whether conventionally procured or privately funded.

### Infrastructure

Infrastructure projects of every kind for owners, developers, contractors, and funders. We understand all phases of the projects industry, from financing, project development and design, through to construction, operation, and maintenance. Our experience extends to airports,

freight and passenger railroads, mass transit systems, sea ports, highways, production and process plants, district heating and cooling, desalination and water treatment, waste management, and public private partnerships.

### Construction

We assist clients with both strategic and everyday issues and disputes that are part of the construction and engineering industries. We regularly advise, draft and negotiate contractual provisions in standard form contracts, including FIDIC, NEC3, JCT, LOGIC and AIPN and bespoke construction contracts, as well as offer project support and government contracting advice. We focus on all phases of projects, starting with the development, structuring and finance issues, all the way through to adjudication or arbitration of claims.

### Oil and Gas

Every stage of the oil and gas supply chain. We assist clients with licensing and concessioning of fields, production sharing, field operating arrangements, and related issues, on transportation of gas and crude oil, including pipeline development and operation, and LNG shipments, and on all aspects of gas processing, oil refining, petrochemicals production, and marketing.

### Power and Renewable Energy

The development and financing of conventional, renewable, and nuclear power generation and on related transmission and distribution networks. Our global energy practice also advises on power sector regulation and on a range of energy sector initiatives and energy trading schemes.



## Real Estate

Commercial real estate, including sale and purchase agreements, leases, development agreements, wayleaves, and mineral rights. As well as transactions in land, we advise on arrangements for the construction, management, and maintenance of properties and the provision of utilities such as electricity, water, sewage, district heating and cooling, and gas.

## Natural Resources

Management, extraction, transportation, and processing of coal, base metals, precious metals, minerals, and aggregates. We advise on all aspects of the commercialisation of natural resources and the associated regulatory and environmental issues faced by industry participants.

## Banking and Finance

Our finance lawyers represent both conventional and Islamic compliant lenders and borrowers in commercial lending, asset-based lending, structured finance, asset securitization, equipment leasing, business finance, and restructuring transactions, as well as on regulatory and compliance matters.

## Islamic Finance

Structuring of shari'ah compliant funds suitable for Islamic investment markets, murabaha structuring, real estate, project finance, and other shari'ah compliant finance arrangements.

## Project Finance

Limited and nonrecourse financings of energy, transport, and infrastructure projects for lenders, developers, host governments, and contractors. Our work includes conventional funding techniques, bonds, and other forms of debt instruments.

## Real Estate Finance

Real estate finance including bilateral and syndicated mortgage facilities, multiproperty and cross-collateralized financings, mezzanine finance, development finance, and investment facilities.

## Trade Finance

All aspects of international trade and export finance, including export credit finance, commodity finance, and documenting credit facilities such as letters of credit and performance bonds.

## Acquisition Finance

Advising on complex acquisition finance arrangements for both lenders and borrowers.

## Employment

Our Employment team advises a wide range of private and public employers, from multinational companies with thousands of employees in numerous and distant locations, to companies with one site and relatively few employees.

## Labour Law Issues

Our local employment team routinely advises corporate clients and financial institutions on UAE labour law issues, and has a working knowledge of the practices of the UAE Ministry of Labour, the free-zone authorities and the labour courts.

## Reorganizations

Our experience includes advising corporate clients and financial institutions on implementing re-organizations which necessitate a review of head-count or a transfer of employees and in relation to M&A transactions.

## Intellectual Property

Our IP lawyers provide intellectual property law advice and counsel to a number of Middle East-based entities. Our experience encompasses advice on licensing, franchising, patents, IP disputes, and data protection issues. Our experience cuts across a range of sectors including technology, renewables, media and telecoms, and life sciences.

## Multi-jurisdictional Advice

We are familiar with international best practices and possess a deep understanding of the way business is transacted throughout the Middle East, Africa, and South Asia. Through our comprehensive network of correspondent law firms, we can assist our clients with transactions across the entire region.

Named Among  
**TOP 25 U.S.  
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LAW FIRMS** in 2016

*Corporate Board Member  
magazine and FTI Consulting*

Ranked Among  
**TOP GLOBAL LAW  
FIRMS** in *Law360  
Global 20* in 2016

**Top 10  
Ranking**

*2016 BTI Client Service 30*

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Please visit [klgates.com](http://klgates.com) or contact us directly for more information on how we may be able to assist you and your business in the Middle East.

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# K&L GATES

K&L Gates is a fully integrated global law firm with lawyers located across five continents. The firm represents leading multinational corporations, growth and middle-market companies, capital markets participants and entrepreneurs in every major industry group as well as public sector entities, educational institutions, philanthropic organizations and individuals. For more information about K&L Gates or its locations, practices and registrations, visit [klgates.com](http://klgates.com).

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