



Sharkawy & Sarhan Law firm Energy



El-Rifai Mosque - Cairo - Egypt

OUR ESSENCE

In 2006, Jim Wright, Ahmed El Sharkawy and Karim Sarhan established Sharkawy & Sarhan. Their extensive experience and different backgrounds combined to create a firm set up to provide high quality business law services. The firm extended rapidly to become one of the leading firms in Egypt.

Sharkawy & Sarhan have acted on some of the largest and most complex transactions in the Egyptian market. As an independent law firm, we work together with the leading international law firms, which do not have presence in Egypt, to represent clients in cross-border transactions and matters. We are the best friend firm for most of the Magic Circle and Silver Circle firms.

Through our excellent working relationships with leading international law firms, we provide seamlessly an integrated legal service to international clients. This is facilitated by the fact that all of the senior lawyers of the firm have been seconded to work with Magic Circle firms through the secondment program at Sharkawy & Sarhan.

We act as Egyptian legal counsel to major companies including; Nestle, Orange, GE, RWE, BG, Shell, DP World, Google, Barclays, WPP, Amazon, EFG-Hermes, Majid Al Futtaim Properties, Huntsman and DuPont .

We are one of few law firms on the IFC panel for Egypt.



Jim Wright and Karim Sarhan after receiving the IFLR award in 2010

We offer the following:

- A principled approach to the practice of law, including a commitment to integrity and confidentiality, and a scrupulousness regarding conflicts of interest to be expected of a leading trans-border firm.
- Detailed knowledge of Egyptian law and its practical application in a business context. Our lawyers are always up-to-date on the latest developments in their areas of law.
- A wealth of experience working with major global companies on complex transactions.
- A proactive, pragmatic approach and a “hands-on” mentality to identify issues and solve problems.
- A high degree of responsiveness from senior lawyers, in the time periods required to the particular needs of the client.
- A continuous training program for all staff, designed to ensure that our people have the most recent legal knowledge and skills required to deliver a high quality service.



Central Bank of Egypt

Our Experience

Power Projects, Concessions, PPPs & Public Tender

Our firm advises both private corporations and the Government of Egypt in relation to Power projects, Water and Wastewater Projects, the Egyptian Tender Law and the Egyptian PPP Law, the administrative Law in addition to extensive experience in negotiating with the various Government entities. Our practice includes:

- Advising (with the **World Bank**), the Egyptian Electricity Transmission Company on the first **wind farm BOO** in Egypt's history.
- Advising a syndicate of banks on a potential **financing of IPP BOO**. Our work included revising the project documents including of the power purchase agreement and advising on the enforceability of government guarantees.
- Preparing an extensive study for **Aggreko** on the legal and regulatory framework for **power projects** in Egypt.
- Currently advising a number of qualified bidder under the Egyptian **Feed-in Tariffs** program for wind and solar projects.
- Advising (with the **IFC**) the PPP Unit in the Ministry of Finance on the \$472m **Water and Wastewater Treatment Plant PPP Project**, a 250,000 m³/day wastewater treatment plant for New Cairo, Egypt, the latter being the only PPP

project in recent Egyptian history to reach financial close. The work included conducting a due diligence, preparing a feasibility study, reviewing the legal structures of the project, preparing the full tender documentation and drafting the PPP contract. The project was awarded in May 2009 and was completed in March 2012

- Advising the **World Bank** and the **Egyptian Government** on a potential \$520 million PPP **project** in the transportation sector in New Cairo- Egypt. The work included preparing a feasibility study on executing the project via a PPP scheme, advising on the project legal framework, identifying the contracting entity, and examining the possibility of subsidizing the ticket price. Through the project, we concluded several meetings with the relevant government authorities including the PPP Unit, Cairo Transport Authority ("**CTA**"), and the Ministry of Transport.
- Advising (with Pinsent Masons) the **European Investment Bank** on an in-depth study of the legal, regulatory and institutional frameworks affecting the implementation of **Public Private Partnerships (PPPs)** in Egypt.
- Preparing a legal study for the **IFC** as an advisor to the Ministry of Transport's PPP unit on the rehabilitation and expansion of the Cairo-Alexandria toll road into a freeway.
- Advising **Suez Canal Container Terminal** (a subsidiary of **Maersk**) on phase II of its container terminal **BOT** project in Port Said.
- Advising **Dubai Ports World** in relation to the acquisition of a concession in the Ain Sokhna port for operating a container terminal. Our role included conducting a comprehensive due diligence in relation to the (a) relevant concession and (b) the company that used to hold the **concession**. Following the acquisition, we acted as legal counsel to **Dubai Ports World** subsidiary in Egypt.
- Reviewing for **NOMAC (subsidiary of ACWA power)** various the **operation and management agreements** for Water Desalination and power projects (conventional and solar) in the Middle East.
- Advising **Etisalat** on its potential bid for a license from the National Telecom Regulatory Authority to provide triple-play services to closed compounds in Egypt. Our work included analysing the regulatory framework and advising on tender law.
- Advising **Excelerate Energy** on tender law issues regarding importing LNG to Egypt.

Finance

- Advising (With Allen & Overy) **Standard Chartered Bank** on a \$448 million global acquisition finance with Egyptian law aspects. Our work includes advising on the Egyptian law aspects related to the acquisition and advising on the security package.
- Advising the **IFC** on the Egyptian legal regime governing private universities and the ability of the IFC to invest by new convertible loan and equity to be provided to the university or owning company.
- Advising **IFC** in relation to the project finance to Galaxy Chemicals (a subsidiary of Galaxy Surfactants Ltd., India) for the construction and equipping of a 60,000 mpta surfactant production plant located in the Suez Public Free Zone in Egypt.
- Advising **IFC** on a number of financing transactions, including conducting due diligence, preparation and perfection of security packages and advising on Egyptian law issues pertaining capacity and enforcement.
- Advising (with Herbert Smith) **IFC** on \$100 Million extended to Circle Oil, which holds oil and gas concessions in Egypt. Our work included conducting a full due diligence on the concessions, preparing the Egyptian law security package and reviewing the English law finance document to ensure their enforceability under Egyptian law.
- Advising the **IFC** on a commodity finance transaction including advising and drafting the security package.
- Advised **an IFI** on three loan agreements with the National Bank of Egypt ("**NBE**"). The financing package was up to USD 80 million.
- Acting as local counsel for **EDC** on a \$30 million financing agreement between EDC and the African Export Import Bank. Our work included reviewing sovereign immunity issues and the charter of African Export Import Bank.
- Advising (with Clifford Chance) a syndicate of Egyptian and international banks led by *Société Generale* on the USD 1 billion financing of EAgrium petrochemicals project in Egypt; and subsequently advising the banks on the recovery strategy of the disbursed funds following the nationalization of the project – believed to be the largest project financing in Egyptian history. Our work included full due diligence on the project documents (gas supply, usufruct, port concession etc...), reviewing the financing agreements in addition to drafting and perfecting the security package.

- Advising (with Clifford Chance) the above mentioned syndicate of Egyptian and international banks on the recovery strategy of the disbursed funds following the nationalization of the project – believed to be the largest project financing in Egyptian history.
- Advising (with Clifford Chance) **Deutsche Bank** as the lead arranger on the USD 1.2 billion financing to Abraaj Capital for the acquisition of Egyptian Fertilizers Company and advising on the USD 400 million sharia’a compliant partial refinance of this deal using novel and complex finance structures.
- Advising **Etisalat Misr** on its EGP 1.5 billion bridge financing from a syndicate of Egyptian banks and subsequent long term refinancing from a syndicate of international and Egyptian banks.
- Advising (with Skadden) **Shelf Drilling**, on obtaining \$600 Million facilities, advising on securities package and issuing a capacity opinion.
- Advising (with Allen & Overy) a syndicate of Egyptian and international banks on a USD 2.5 billion refinancing for **Orascom Telecom Holding**.
- Advising on a EUR 131,550,000 senior facility and mezzanine facility by a group of international banks/lenders to a renowned group companies specialized in packaging across Europe and the Middle East. Our role was advising the lenders on the guarantee granted by the borrower’s Egyptian subsidiary and the security packages available for lenders in Egypt, which included drafting security documents as well as issuing an enforceability opinion.
- Advising **EDC** on a USD 30,000,000 financing agreement between EDC and the African Export Import Bank.
- Advising (with Allen & Overy) **Arab Bank** in relation to a USD 100,000,000 term loan facility to be granted to EBIC (a subsidiary of Orascom Constructions and Industries)
- Advising the **Egyptian Drilling Company S.A.E.** (subsidiary of Maersk) on its USD 250 million financing from a syndicate of Egyptian banks.
- Advising a major oil and gas company having a concession in Egypt on the Egyptian aspects of borrowing approximately USD 2,750 million from a number of international banks. Our work included a full due diligence on the concession for the benefit of the lenders.
- Advising (with White & Case London) a syndicate of Indian and Egyptian banks on a project financing to **TCI Sanmar Chemicals** in excess of USD 1 billion to finance the construction of a new petrochemicals processing plant in Port Said, Egypt. Our

work included full due diligence on the project documents (gas supply, usufruct, port lease etc...), reviewing the financing documents in addition to drafting and supervising the perfection of the security package. Our role also included conducting a comprehensive due diligence in relation to the petrochemical legal regime in Egypt. This transaction is considered as one of the largest project financings to take place in Egypt.

- Advising (with Gide Loyrette Nouel) **BNP Paribas France** on the USD 168 million financing of Egyptian Satellite Company (Nilesat) for manufacturing and launching a new satellite.
- Advising (with Clifford Chance) **Citibank N.A and Citibank PLC** in relation to a USD 225 million term loan facility agreement with a major Egyptian steel company.
- Advising **Suez Canal Container Terminal S.A.E** (subsidiary of **Maersk**) on its USD multi-million bridge and medium-term financing facility from a syndicate of Egyptian banks
- Advising an **IFI** on a transaction with an Egyptian state bank.
- Advising **IFC** in relation to their USD 15 million financing to a major industrial group.
- Advising (with Clifford Chance) **IFC** on its loan to support Elif Global Packaging S.A.E's, in Egypt. Elif Egypt is planning to construct a new facility on 30,000 m2 land in the 6th of October City Industrial Zone. Our work included reviewing the English law IFC loan agreement from an Egyptian law perspective in addition to advising IFC in relation to the available securities in Egypt.
- Advising (with Clifford Chance) the Arranger on the summer 2007 bridge financing of the USD 1.4 billion acquisition of **Egyptian Fertilizers Company (EFC) by Abraaj Capital** – believed to be the largest private equity financing in Egyptian history.
- Advising **Calyon, Commercial International Bank, Société Générale, Credit Agricole, and Arab African International Bank** as the initial mandated lead arrangers on the USD 360 million finance to Lafarge Cement Egypt in August 2009.
- Advising **EFG-Hermes** on the loan granted by the IFC to support EFG's efforts to expand regional operations and establish new business lines in Egypt.
- Advising Natixis on purchasing USD 230 million secured equity-linked bonds issued by an offshore subsidiary and guaranteed by a major Egyptian telecom company.
- Advising **UBS** on the enforceability of USD 300 million credit linked notes to an

Egyptian counterparty.

- Advising (with White & Case) **BNP Paribas France** as the lead arranger on the USD 280 million financing to Suez Steel Company.
- Advising (including conducting a comprehensive due diligence on four companies) a syndicate of Egyptian and international banks on a USD 275 million project bridge financing.
- Advising a major Japanese bank on financing an oil and gas company having an oil and gas concession in Egypt.
- Advising **Macquarie Bank** Limited on the USD 25 million facility to Centamin Egypt Limited for the purpose of developing Sukari gold mine - one of the first gold mines in Egypt.

Construction

Our team has represented multinational companies on several ICC arbitration cases concerning construction contracts. We are the general counsels for Majid Al Futtaim Group and Abraaj. Our construction practice includes;

- Advising **IFC** in relation to the project finance to Galaxy Chemicals (a subsidiary of Galaxy Surfactants Ltd., India) for the construction and equipping of a 60,000-mpta surfactant production plant located in the Suez Public Free Zone in Egypt.
- Advising **Majid Al Futtaim Properties** on the ongoing issues arising under a multibillion-construction contract for Mall of Egypt, one of the biggest shopping and entertainment malls in Egypt.
- Advised a major developer in relation to the implications of force majeure events with respect to a major construction contract in addition to mediation in a connected contractual dispute.
- Advising and representing a major multinational company operating port terminals in an ICC construction arbitration against one of its contractors.
- Advising and representing an Egyptian contractor in a USD 2 million-construction arbitration against a multinational company.
- Advising and representing (with an international law firm) an Egyptian petrochemical company in an ICC arbitration against a German plant engineering and construction company relating to contractual breaches concerning transfer of technology and exclusivity rights.

- Advising EFG Hermes on FIDIC construction contract for main offices building in Smart Village.
- Preparing (with Pinsent Masons) detailed study for a major contractor on key construction risks in Egypt.



Ahmed El Sharkawy

Partner

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Ahmed has more than fourteen years of experience and his practice includes power, water and wastewater, finance, construction, real estate and PPPs. Ahmed was selected by the International Who's Who of Public Procurement Lawyers 2009 as being one of the two leading Public Procurement lawyers in Egypt. He was also selected by the IFLR1000 2012, 2013 and 2014 as a leading lawyer.

Prior to co-founding Sharkawy & Sarhan, Ahmed worked as an in-house counsel first with a major industrial group and subsequently as the Country Legal Counsel for Citigroup in Egypt. During his time as an in-house counsel, Ahmed was involved in a wide variety of corporate law issues and financing transactions including anti-trust, corporate governance, employment, project finance, banking laws and regulations and investment banking.

After founding Sharkawy & Sarhan, Ahmed led a number of high profile transactions, in particular in the fields of M&A, finance and public procurement. His most recent work includes the following:

Concessions, PPPs and Public Tenders

- Advising (with the IFC) the PPP Unit in the Ministry of Finance on the New Cairo Water and Wastewater Treatment PPP Projects, the latter being the only PPP project in recent Egyptian history to reach financial close.
- Advising the World Bank and the Egyptian Government on a potential PPP project in the transportation sector.
- Advising (with Pinsent Masons) the European Investment Bank on an in-depth study of the legal, regulatory and institutional frameworks affecting the implementation of Public Private Partnerships (PPPs) in Egypt.
- Preparing a legal study for the IFC as an advisor to the Ministry of Transport's PPP unit on the rehabilitation and expansion of the Cairo-Alexandria toll road into a freeway.
- Advising (with the World Bank) the Egyptian Electricity Transmission Company on the first wind farm BOO in Egypt's history.
- Advising a syndicate of banks on a potential financing of IPP BOT. Our work included revising the project documents including of the power purchase agreement and advising on the enforceability of government guarantees.

Education:

LLM, International Banking and Financial Law, Faculty of Law, Boston University in Boston, USA.

LLB, Faculty of Law, English Section, Cairo University, and qualified in 1999.

Languages:

Arabic and English.

Testimonials:

Ahmed is recognized as a "Leading Lawyer" in Banking & Finance, Capital Markets and Mergers & Acquisitions by IFLR1000, 2014 edition.

"El Sharkawy is a very bright and young dynamic lawyer". (One peer to IFLR, 2013 edition).

"We were impressed with Ahmed El Sharkawy. If it is something needed quickly we go to him." (a client in IFLR1000, 2012 edition).

- Advising Suez Canal Container Terminal (a subsidiary of Maersk) on phase II of its container terminal BOT project in Port Said.

Finance

- Advising (with Clifford Chance) Deutsche Bank as the lead arranger on the USD 1.2 billion financing to Abraaj Capital for the acquisition of Egyptian Fertilizers Company and advising on the USD 400 million sharia'a compliant partial refinance of this deal using novel and complex finance structures.
- Advising the IFC on the Egyptian legal regime governing private universities and the ability of the IFC to invest by new convertible loan and equity to be provided to the university or owning company.
- Advising (with Clifford Chance) a syndicate of Egyptian and international banks led by Société Générale on the USD 1 billion financing of EAgrium petrochemicals project in Egypt; and subsequently advising the banks on the recovery strategy of the disbursed funds following the nationalization of the project – believed to be the largest project financing in Egyptian history. Our work included full due diligence on the project documents (gas supply, usufruct, port concession etc...), reviewing the financing agreements in addition to drafting and perfecting the security package.
- Advising (with White & Case) Etisalat Misr on its EGP 1.5 billion bridge financing from a syndicate of Egyptian banks and subsequent long term refinancing from a syndicate of international and Egyptian banks.
- Acting as local counsel for EDC on a \$30 million financing agreement between EDC and the African Export Import Bank. Our work included reviewing sovereign immunity issues and the charter of African Export Import Bank.
- Advising (with Allen & Overy) a syndicate of Egyptian and international banks on a USD 2.5 billion refinancing for Orascom Telecom Holding.
- Granting of a EUR 131,550,000 senior facility and mezzanine facility by a group of international banks/lenders to a renowned group companies specialized in packaging across Europe and the Middle East. Our role was advising the lenders on the guarantee granted by the borrower's Egyptian subsidiary and the security packages available for lenders in Egypt, which included drafting security documents as well as issuing an enforceability opinion.
- Advising EDC on a USD 30 million financing agreement between EDC and the African Export Import Bank.
- Advising (with Skadden) Shelf Drilling, on obtaining USD 600 Million facilities,

advising on securities package and issuing a capacity opinion.

- Advising the Egyptian Drilling Company S.A.E. (a subsidiary of Maersk) on its USD 250 million financing from a syndicate of Egyptian banks.
- Advising Suez Canal Container Terminal S.A.E (a subsidiary of Maersk) on its USD multi-million bridge and medium-term financing facility from a syndicate of Egyptian banks.
- Advising EFG-Hermes on the loan granted by the IFC to support EFG's efforts to expand regional operations and establish new business lines in Egypt.
- Advising IFC in relation to the project finance to Galaxy Chemicals (a subsidiary of Galaxy Surfactants Ltd., India) for the construction and equipping of a 60,000 mpta surfactant production plant located in the Suez Public Free Zone in Egypt.
- Advising (with Clifford Chance) Citibank N.A and Citibank PLC in relation to a USD 225 million term loan facility agreement with a major Egyptian steel company.
- Advising Natixis on purchasing USD 230 million secured equity-linked bonds issued by an offshore subsidiary and guaranteed by a major Egyptian telecom company.
- Advising UBS on the enforceability of USD 300 million credit linked notes to Egyptian counterparty.

Construction

- Advising IFC in relation to the project finance to Galaxy Chemicals (a subsidiary of Galaxy Surfactants Ltd., India) for the construction and equipping of a 60,000 mpta surfactant production plant located in the Suez Public Free Zone in Egypt.

Publications & Speaking Engagements:

- Egypt Chapter in the "Global Litigation Survey": a production of the Allen & Overy Global Law intelligence Unit, carried out by Allen & Overy's Litigation Department and the global relationship firms in 137 jurisdictions (Allen & Overy 2014)
- Egypt Country Report, in international project finance and PPPs: A Legal Guide to Growth Markets, (Wolters Kluwer, 2011).
- Presentation on "Egypt's Legal Environment", European Bank for Reconstruction and Development, (London 2011).
- "Doing business in Egypt? Corruption risks before & after the Bribery Act", thebriberyact.com, (May, 2011) (co-author).

**Education:**

LLB, Faculty of Law, English Section, Ain Shams University, and qualified in 2007.

Languages:

Arabic and English.

Ahmed Haggag

Partner

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Ahmed's practice focuses on general corporate, project financing and M&A. He joined Sharkawy & Sarhan in 2007. Ahmed was seconded to Clifford Chance Dubai for a period of six months during 2011.

Ahmed's experience includes:

Finance

- Advising (With Allen & Overy) Standard Chartered Bank on a \$448 million global acquisition finance with Egyptian law aspects. Our work includes advising on the Egyptian law aspects related to the acquisition and advising on the security package.
- Advising (with White & Case) BNP Paribas France as the lead arranger on the USD 280 million financing to Suez Steel Company.
- Advising IFC on a number of financing transactions, including conducting due diligence, preparation and perfection of security packages and advising on Egyptian law issues pertaining capacity and enforcement.
- Advising Etisalat in relation to an EGP 4.7 billion term loan facility agreement.
- Advising (with Allen & Overy) Arab Bank in relation to a USD 100,000,000 term loan facility to be granted to EBIC (a subsidiary of Orascom Constructions and Industries)
- Advising (with White & Case London) a syndicate of Indian and Egyptian banks on a project financing to TCI Sanmar Chemicals in excess of USD 1 billion to finance the construction of a new petrochemicals processing plant in Port Said, Egypt. Our work included full due diligence on the project documents (gas supply, usufruct, port lease etc...), reviewing the financing documents in addition to drafting and supervising the perfection of the security package. Our role also included conducting a comprehensive due diligence in relation to the petrochemical legal regime in Egypt. This transaction is considered as one of the largest project financings to take place in Egypt.
- Advising IFC in relation to their USD 15 million financing to a major industrial group.
- Advising (with Clifford Chance) IFC on its loan to support Elif Global Packaging S.A.E's, in Egypt. Elif Egypt is planning to construct a new facility on 30,000 m2 land

in the 6th of October City Industrial Zone. Our work included reviewing the English law IFC loan agreement from an Egyptian law perspective in addition to advising IFC in relation to the available securities in Egypt.

- Advising (with Allen & Overy) Standard Chartered Bank on a financing transaction for the Orascom Telecom group.

Construction

- Advising Majid Al Futtaim Properties on the ongoing issues arising under a multibillion construction contract for Mall of Egypt, one of the biggest shopping and entertainment malls in Egypt.
- Advised a major developer in relation to the implications of force majeure events with respect to a major construction contract in addition to mediation in a connected contractual dispute.

Publications & Speaking Engagements:

- Co-authored the Egypt chapter of the 2nd edition of "The Oil and Gas Law Review" published by The Law Review. (November 2014)



Ahmad Farghal

Senior Associate

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Ahmad's practice focuses on corporate, finance and oil & gas. He joined Sharkawy & Sarhan in 2009. Ahmad was seconded to Allen & Overy Dubai for a period of four months during 2013. Ahmed's experience includes:

Concessions, PPPs and Public Tenders

- Currently advising a number of qualified bidder under the Egyptian Feed-in Tariffs program for wind and solar projects.
- Advising (with Pinsent Masons) the European Investment Bank on an in-depth study of the legal, regulatory and institutional frameworks affecting the implementation of Public Private Partnerships (PPPs) in Egypt, including advising the client on obtaining the relevant licenses from the different ministries.
- Advising Etisalat Egypt on its potential bid for a license from the National Telecom

Education:

LLB, Faculty of Law, English Section, Ain Shams University, and qualified in 2009.

Languages:

Arabic and English.

Regulatory Authority to provide triple-play services to closed compounds in Egypt. The work included preparing a study of the regulatory framework in Egypt concerning triple-play specifically as well as telecommunication services in general.

Publications & Speaking Engagements:

- "Document Retention: An International Review": Co-authored the Egypt chapter of the 2nd edition of Herbert Smith Freehills popular guide 'Document Retention: An International Review', which provides guidance on key document retention obligations and data management issues in 28 jurisdictions worldwide. (Herbert Smith Freehills, 2013)
- "Developing Local Capital Markets in the Southern and Eastern Mediterranean Region": Co-authored the section on Egypt in the article "Developing Local Capital Markets in the Southern and Eastern Mediterranean Region" (an IFI Journal Law in Transition, Spring 2013)
- "Global Data Privacy Directory": Authored the section on Egypt in Norton Rose's guide for clients on data privacy laws around the world, which includes an overview of the relevant laws (if any) in each jurisdiction, the type of data that is protected and whether there are restrictions on offshore transfers. (Norton Rose, 2012)



Mohamed Nabil

Senior Associate

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Mohamed's practice focuses on capital market, finance and M&A. Mohamed's experience includes:

Concessions, PPPs and Public Tenders

- Currently advising a number of qualified bidder under the Egyptian Feed-in Tariffs program for wind and solar projects.
- Advising a syndicate of banks on a potential financing of IPP BOO. Our work included revising the project documents including of the power purchase agreement and advising on the enforceability of government guarantees.
- Preparing an extensive study for Aggreko on the legal and regulatory framework for electricity projects in Egypt.

Finance

Education:

LLB, Faculty of Law, English Section, Cairo University, with distinguished honors as one of the top ten students of his class and qualified in 2009.

Languages:

Arabic and English.

Testimonials:

Named as Rising Star in IFLR, 2013 edition.

- Advising (with Herbert Smith) IFC on \$100 Million extended to Circle Oil, which holds oil and gas concessions in Egypt. Our work included conducting a full due diligence on the concessions, preparing the Egyptian law security package and reviewing the English law finance document to ensure their enforceability under Egyptian law.
- Advising (with Allen & Overy) a syndicate of Egyptian and international banks on a USD 2.5 billion refinancing for Orascom Telecom Holding.
- Advising Natixis on purchasing USD 230 million secured equity-linked bonds issued by an offshore subsidiary and guaranteed by a major Egyptian telecom company.
- Advising (with Allen & Overy) Standard Chartered Bank on a financing transaction for the Orascom Telecom group.
- Advising IFC on a number of financing transactions, including conducting due diligence, preparation and perfection of security packages and advising on Egyptian law issues pertaining capacity and enforcement.

Construction

- Advising Majid Al Futtaim Properties on the ongoing issues arising under a multibillion construction contract for Mall of Egypt, one of the biggest shopping and entertainment malls in Egypt

Publications & Speaking Engagements:

- Speaker at MEED's "Invest in Egypt" Conference held in Abu Dhabi. (November 2014)
- "Regulatory Framework of Egypt's Capital Market: A Room for Reform?" an IFI Journal Law in Transition (May 2012) (co-author).
- Authored an article on the feed-in-tariffs program in Egypt for *The Lawyer's* "Briefing: North Africa" (March 2015)



Esraa Abdelmoniem

Associate

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Esraa's practice focuses on general corporate and commercial. She joined Sharkawy & Sarhan in 2012. Esraa's experience includes:

Concessions, PPPs and Public Tenders

- Advising Excelerate on entering Public Tenders with EGAS in Egypt. Our role included advising Excelerate on the required procedures to tender and preparing the required documents throughout the tendering process.
- Advising the World Bank on the Egyptian public procurement regime and conducting a detailed study on Egyptian tender law.

Education:

LLB, Faculty of Law, English Section, Cairo University, graduated as one of the top ten students of her class and qualified in 2012.

Languages:

Arabic and English.



What people say about us

"The firm has maintained a solid team over the past year and maintains a reputation as a quality outfit particularly in banking and finance and in banking sector M&A." (IFLR1000, 2015 edition)

"According to one recent client on a high value financing: "Sharkway & Sarhan (S&S) provided advice on all Egyptian law matters. They have been, and continue to be, efficient and helpful, with clear advice. [What is] particularly useful is their responsiveness. One rarely waits more than a couple of hours for an answer and replies usually come much more quickly than that. S&S are my first-choice law firm in Egypt". (IFLR1000, 2015 edition)

"They are well attuned to the needs and expectations of foreign clients." (Client to Chambers & Partners Global, 2014)

"It's good to have them on board – they are very switched-on and good at picking up on the issues quickly." (Client to Chambers & Partners Global, 2014)

"Sharkawy & Sarhan has been on the ascendency in the market of the past years and despite the unpredictable conditions has maintained a strong reputation" (IFLR1000, 2014 edition)

"Very responsive indeed...including on Fridays which is the start of the weekend in Egypt. [The] team is dedicated and with enough depth to cover intensive demands from clients". (A client for corporate and capital markets advice to IFLR1000, 2014 edition)

"The firm has been focusing on the big-ticket transactions as a matter of strategy..." (IFLR1000, 2014 edition)

"The firm is active in the debt markets and claims some of the biggest M&A transactions of the year." (IFLR1000, 2014 edition)

"Clients are happy with the firm's work. According to one, it was "very good" for due diligence and structuring. "We had a demanding client with very complex and technical questions and they were always spot on, very clear". Another client adds that the firm is "very good at coming up with ideas on how to get what we wanted." (A client to IFLR, 2013 edition).

"They are developing a good practice for the future." (One peer to IFLR, 2013 edition).

“Sharkawy & Sarhan has maintained its reputation and the general consensus is that it is continuing to entrench itself at the top end of the market.” (IFLR, 2013 edition).

“It is a fantastic young team.” (a client in IFLR1000, 2012 edition).

“Sharkawy & Sarhan remains one with a prominent presence and is respected by its competitors as a solid practice with quality lawyers.” (International Financial Law Review IFLR1000, 2011 edition).

“Sharkawy & Sarhan maintains the reputation honed since its founding in 2006 for consummate ability on high-value finance deals. In 2009, the firm acted in the closing of a \$360m facility for cement business Lafarge Egypt, advising the initial mandated lead arrangers and lenders on the transaction.” (Legal 500, 2009)

“A strong market contender. Its involvement in a number of significant bank finance deals, along with positive feedback from clients and competitors, earns the firm a promotion in this category. Partners Karim Sarhan and Ahmed El Sharkawy are named as rising stars by competitors, one of whom describes them as ‘very solid’.” (International Financial Law Review IFLR 2008)

“The firm has advised on a slew of cutting edge finance deals, including Egypt’s largest private equity and sharia compliant. With a focus on projects and finance, Sharkawy & Sarhan is noted for the quality of its general corporate work, being the trusted referral partner of many London City law firms, including Allen & Overy LLP and Clifford Chance.” (Legal 500, 2008)

“Quality advisers in Cairo who are passionate about the law and the culture they do business in, which has made many of my issues in Egypt easier to deal with than would otherwise have been the case.”

(Greg Sweeting, former MENA head legal counsel for Showtime, and an established client of Sharkawy & Sarhan.)

Sharkawy & Sarhan

2015