



# Sharkawy & Sarhan Law firm Capital Market



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.

## “ “ 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: “Sharkawy & 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.)

# Our Experience

## Capital Markets

Our firm has significant know-how and experience in the field of capital markets. We advise a number of national and international clients on a wide range of issues related to securities. Our capital markets practice includes:

Advising an IFI on the current legal and regulatory regime in Egypt of the local debt capital markets activity including T-bills and government bonds. The work included meeting various regulators and relevant market players, completing a comprehensive questionnaire on debt capital markets and sukuk in Egypt, and assisting in preparing a report based on the responses to the questionnaire.

Advising a leading private equity firm on a potential acquisition of a minority stake in a listed major investment bank.

Advising on Capital Market law issues regarding a takeover of majority stake in a major Egyptian listed company.

Advising a syndicate of banks led by UBS and Credit Suisse on the first ever rights issue of EDRs in Egyptian history.

Advising EFG Hermes Holding, Hermes Portfolio Management Group, Hermes Fund Management Group & Hermes Brokerage Company (the largest investment banking group in the Middle East) on a wide variety of capital market issues.

Advising EFG Hermes on several mutual funds and money market funds of leading Egyptian financial institutions, including the draft of the fund management agreements and relevant prospectuses.

Advising a number of international financial institutions on the marketing of foreign securities in Egypt.

Advising several of the leading investment houses in Egypt on international and local fund marketing.

