



Sharkawy & Sarhan Law firm

Derivatives



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.



Karim Sarhan

Partner

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Karim has more than thirteen years of experience and his practice focuses on oil & gas, M&As, capital markets and finance (in particular Islamic finance where he led a number of high profile finance deals). He has advised numerous international financial institutions on the legal issues pertaining derivative transactions. He advised the International Swaps and Derivatives Association (ISDA) on the legal issues pertaining to derivative transactions under Egyptian law and provided the country legal opinion to ISDA on derivative transactions in Egypt. Karim has solid experience in international arbitration.

Prior to co-founding Sharkawy & Sarhan, Karim worked for six years in two major Egyptian law firms, and with an international law firm in the UAE. He has led a number of high profile matters and transactions, including:

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Advising International Swaps and Derivatives Association (ISDA) on the legal issues pertaining derivative transactions under Egyptian law.

Advising various major financial institutions including UBS, Deutsche Bank, Credit Suisse and Barclays Capital on the enforceability of derivative transactions and ISDA agreements.

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)

"The Constitutional Assembly", a lecture organized by Arab Forum for Alternatives Research Center, (Cairo 2011).

"Global Trends 2030- The Future of Democracy", a conference organized by the

Education:

LLM, Faculty of Law,
Cairo University.

Post graduate diploma in
Islamic Shari'a, Faculty of
Law, Cairo University.

Post graduate diploma in
Business and Investments
from the School of
Business & Economics,
American University in
Cairo.

LLB, Faculty of Law,
English Section, Cairo
University, and qualified
in 2000.

Languages:

Arabic and English.

Testimonials:

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

European Institute for Security Studies, (Brussels 2011).

"The Arab Democratic Wave", a conference organized by the European Institute for Security Studies, (Paris 2011).

The Annual Conference of the International Bar Association, (Dubai 2011).

"Constitutional and Political Reform in Egypt Post Revolution", a series of lectures held, (Cairo 2011)."

"The Possible Impact that Political Reform can have on the Legal and Business Environment", The Future of Egypt Conference, (Cairo 2011).

"Islamic Finance," a conference organized by the American University in Cairo, (Cairo 2010).

"The ABCs of WTO Dispute Settlement", in the American Arbitration Association Handbook on International Arbitration (2010).

Chapter on Egypt, in Guide to dispute resolution in Europe, the Middle East and Africa, (Herbert Smith, 2010).



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:

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Advising (with Allen & Overy) on a project aimed at international commercial banks and investment banks to provide them with advice in relation to the entry into derivative transactions with counterparties in Egypt.

Advising several major financial institutions on the enforceability of derivative transactions and ISDA Master Agreements against a wide variety of counterparties in Egypt.

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)

Education:

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

Languages:

Arabic and English.



Central Bank of Egypt

Our Experience

Banking & Finance

Our firm has advised numerous international and local banks and financial institutions including Citibank Egypt, Citibank London, Standard Chartered Bank, Societe Generale, ABN Amro, UBS, Credit Suisse, Calyon, Barclays PLC, Royal Bank of Canada, Merrill Lynch, Deutsche Bank, Commercial International Bank (Egypt), OPIC and the IFC on various finance transactions including loans, project finance, security agreements, registration of collateral, financial leasing, mortgage finance, Islamic finance and derivatives. These transactions include:

Derivatives

Advising International Swaps and Derivatives Association (ISDA) on the legal issues pertaining to derivative transactions under Egyptian law.

Advising numerous leading international financial institutions including UBS, Deutsche Bank, Credit Suisse and Barclays Capital on the enforceability of the ISDA Master, the English Credit Support Annex and the New York Credit Support Annex and on the capacity and authority of Egyptian counterparties to enter into such agreements.

Advising on ISDA-related aspects on a number of project financings.

Advising and creating for an international bank an Egypt-specific standardized currency forward and options agreement.

Advising a multinational bank on introducing a global platform for e-trade on derivative.



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.)

Sharkawy & Sarhan

2015