

## General Introduction

Etude Badri and Salim El Meouchi (EBSM) was founded in Beirut in the 1890s, and now represents clients from all over the world, providing legal services throughout the Middle East and North Africa (MENA) region, from its offices in Beirut, Lebanon, and Doha, Qatar.

Year after year, our firm is involved in some of the most complex and wide-ranging transactions and cases, a testament to our commitment to innovation and excellence in legal services. We are committed and dedicated to offering our clients the most comprehensive and global legal services tailored to their specific needs. Our clients, some of whom have been with our firm for decades, include leading local, regional and multinational companies: they range from the world's largest financial institutions and leading commercial, manufacturing and industrial companies, right through to family owned enterprises and the individuals that stand behind them.

Our team of over 30 legal professionals, supported by qualified support staff, prides itself on being able to advise clients and partners in a wide range of sectors. Through our extensive network of collaborators in the MENA region and beyond, we frequently act for multinational companies as a “one-stop shop”, providing high value, cost-effective turnkey legal solutions for local and multi- jurisdictional matters.

## What We Stand For

Beyond the quality of the legal advice we provide, we pride ourselves on reflecting, in everything that we do, our commitment to our four core values: Responsibility, Innovation, Teamwork and client satisfaction through Excellence.

We see responsibility as having numerous facets: responsibility encompasses our duty to our clients, our duty to our wider community and our duty to each other, within the firm. A keystone of our duty to our wider community is our commitment to a transparent and stable financial system in the Middle East, demonstrated by some initiatives our firm is currently pursuing.

We believe that innovation is the cornerstone of successful legal advice, all the more so in the MENA region. The reality in Lebanon, Qatar, and the region, is that the legal framework has not evolved as rapidly as those of more developed countries. Consequently, it takes innovation and wide angle thinking to create the mechanisms that allow our clients to undertake cutting-edge commercial, financial or even industrial operations within the existing legal framework. Our firm has been at the forefront of legal development in the Middle Eastern region for over 120 years.

Our commitment to teamwork is evident in everything we do, and makes the fulfillment of our mission possible. It starts with the recruitment of new members, where we favor diversity and individuality, whilst also ensuring the presence of a fundamental belief in our core values. And it continues in our daily lives at the firm. Indeed, the largest corporations have praised us on our attitude to teamwork, which is evident to our clients and partners, not least in the way that one member's temporary absence or leave has minimal impact on the delivery of our services by the rest of the team.

As for excellence, it has been a cornerstone of this firm's activities and reputation for over 120 years. Indeed, as we are constantly striving to get the best results for our clients in every way, whilst equally staying true to our values, we are proud to count among our clients' institutions that have been with us uninterruptedly since the 1930s, despite the ups and downs of Lebanon's history. It is this spirit of partnership with our clients that we always aim to foster: we live success and setbacks together, as a team.

### Expertise

Our attorneys understand your business.

We draw on our in-depth knowledge of the law, our understanding of business and commerce, and our familiarity with local practices to provide you with legal advice that makes sense and works on the ground.

Our firm continues to be one of the first places to go for the best corporate and financial legal advice in Lebanon, Qatar, the Middle East, and beyond. We have been a market leader in the field of corporate law, mergers and acquisitions, PPP and project finance law, insurance law, banking and finance law, and in Islamic banking and finance law. We are very active in devising creative deal structures and acquisition programs in domestic and cross border transactions involving multiple jurisdictions.

EBSM has a wide expertise in power and energy projects as highlighted, as well as a strong knowledge of the legal and regulatory environment in Lebanon, touching various specialties, including corporate, power production, infrastructure, tax, PPP, general structuring and other. Our firm has also developed extensive expertise in drafting and advising on legislation in Lebanon in various fields, including oil and gas law, competition law, code of commerce amendments and other.

We have advised a large number of international and local companies in their transactions in Lebanon, including legal due diligences, structuring from a legal and fiscal perspective and drafting of all transaction and corporate documents. The transactions we have assisted with in the past required significant negotiations with governments, ministries, authorities and administrations, and required great knowledge of local law, special sectorial law, internal and international tax law, insurance law, administrative law, as well as extensive knowledge of the law in various other areas, ranging from industry specific areas through to corporate law, labour law, IP/IT law, environmental laws, public international law, aviation law, privatization, health and safety regulations, pensions law, and so forth.

We also advise on all aspects of international and domestic taxation, structure the fiscal aspect of a wide range of corporate and financial transactions, develop tax advantaged financial products and investment vehicles, and provide tax management advice to help multinational clients achieve worldwide tax efficiency including advice on tax litigation, disputes and transfer pricing, advising our clients alongside their auditors in this field.

A large part of the firm's practice is transactional, involving mergers and acquisitions,

divestitures, financing, joint ventures, restructuring, insurance law, oil & gas, renewable energy, and securities offerings. Our firm is also highly involved in project finance as a whole.

Our banking and finance practice, one of the founding activities of the firm almost 120 years ago, is one of the most developed and diverse in the region, and also includes securities, capital markets, taxation, insurance and project finance. We frequently advise the Association of Banks in Lebanon on legal and legislative matters, and Salim El Meouchi sits on the Legal Committee of the Association. The anti-money laundering framework we helped develop for the Association was eventually adopted with very few modifications by the Legislature.

Between conventional and Shariaa compliant banking and finance, there are countless alternatives to raise capital in the Middle East and beyond. This choice is only enhanced by the presence of various financial centres, including the Qatar Financial Centre (QFC), the Dubai International Financial Centre (DIFC), and economic centres such as Abu Dhabi, Bahrain and Saudi Arabia.

Our securities experience includes advising on the creation and structuring of funds, private placements or offerings, public listings, regulatory issues (both local and international), and so forth.

Furthermore, with litigation experience going back to the late 19th century, EBSM's reputation for excellence in litigation continues to grow. Few firms in Lebanon can lay claim to such a distinguished track record of setting precedents, and of pushing the boundaries of the law towards increased justice and modernity. EBSM is familiar with all of the courts and has an extensive experience litigating in front of them in various fields of law.