

**Baker  
McKenzie.**

**UNITED ARAB EMIRATES**

# Extensive capabilities

## Pioneering knowledge and experience

As one of the world's most open and swiftly growing economies, the United Arab Emirates (UAE) continues to be a strategic business, trade and financial hub. The country has diversified beyond oil and gas exports, cultivating its services and infrastructure sectors. More emphasis has also been placed on developing travel and tourism, financial services, professional services, technology, transport and logistics, trade and construction.

Baker McKenzie has been in the Middle East and North Africa (MENA) region for over 40 years and our UAE offices form an integral part of Baker McKenzie's renowned MENA practice. As with all of our offices, we have deep local roots, offering an integrated global reach to seamlessly assist clients looking to solve complex problems across borders and practice areas.

We have supported our clients on their most sensitive and challenging transactions, helping them to both optimize opportunities and mitigate risk. Our multidisciplinary team of more than 40 lawyers on the ground provides a full-service offering, advising on both onshore (UAE) and offshore/free zone matters (including in the DIFC and ADGM), as well as matters of English law.

Our clients include some of the world's largest sovereign wealth funds, global and regional financial institutions, private equity funds, leading conglomerates, family offices and many of the world's largest companies.

### Awards & recognition



## Meeting your needs

We offer focused legal services in strategic business areas in the UAE, delivered by a team with extensive experience across the local commercial landscape. Our lawyers are fluent in both Arabic and English and can provide integrated and insightful advice tailored for local companies and multinational corporations in the region.

**Banking & Finance.** We advise on all aspects of domestic and cross-border banking across a broad range of industries. Our experience includes secured and unsecured asset finance; corporate, commercial and trade finance; structured finance; financial services regulatory and legislative compliance; investment funds; Islamic finance; insurance and takaful; fraud and insolvency.

**Capital Markets.** We advise issuers, advisors, underwriters and corporate trustees in connection with a broad range of capital markets transactions. Our experience ranges from initial public and secondary offerings, financing corporates, debt securities as well as Islamic capital markets transactions, including sukuk.

**Construction.** We counsel on all aspects of construction law, from project inception to completion, and assist in procurement, contractual documentation and dispute resolution. We are experienced in drafting and amending all standard forms of contract used in the region, including FIDIC, as well as non-standard, project-specific contracts.

**Commercial & Trade.** We advise on commercial and civil matters under UAE law as well as on the enforceability of agreements in the country. We support companies in the overall management of their trade and distribution networks in the region and are experienced in drafting and negotiating a wide variety of commercial documentation, including agency, distributorship and franchising agreements.

**Corporate/M&A.** We advise on a full range of M&A and general corporate and commercial matters. This experience includes public and private M&A, joint ventures, divestitures, financings, reorganizations, spinoffs, strategic alliances and other business combinations.

**Data Privacy & Security.** We provide global privacy compliance solutions that require not only a thorough knowledge of data protection and privacy and data security laws in the Middle East and from around the world but also a keen understanding of how to develop and implement best practices across an organization with diverse business functions and locations of operations.

**Employment.** We advise on all aspects of UAE labor law and provide legal support in the structuring, management and organization of your workforce.

**Financial Regulatory.** We provide a wide-ranging offering across regulatory, sanctions and financial crime-related issues, relevant to our financial sector clients. We also advise a number of start-ups, investment firms (asset managers, VCs, PEs) and BigTech on FinTech and AI issues within financial services, including robo-advisory, tokenization of financial products, and regional and global payment services projects.

**Hotels, Resorts & Tourism.** We assist owners, managers and lenders on high-profile acquisitions and dispositions as well as on financing, joint venture, and ground lease transactions. We also represent clients in negotiations of hotel management, licensing, branding and franchising agreements.

**International Arbitration and Offshore Litigation.** We represent and advise clients in relation to disputes and arbitration proceedings in the UAE and MENA region, including arbitrations that involve the International Chamber of Commerce, London Court of International Arbitration and Dubai International Arbitration Centre. We also assist clients with strategic analysis in respect of claims and dispute management and participate in other forms of alternative dispute resolution such as mediation, conciliation and dispute board proceedings.

**Investigations, Compliance and Ethics.** Nuanced understanding of current governing trade regulations and enforcement practices. Vast experience in developing trade compliance programs including tailored processes and procedures covering US and EU sanctions, export controls, and customs. Extensive track record of advising and establishing programs for companies in highly regulated sectors.

**Private Equity & Funds.** We assist sponsors and investors throughout the investment process including fund formation, acquisitions, add-ons and refinancings, portfolio company management and restructuring, and exits. We advise clients in a wide variety of private and public investment funds, including private equity, infrastructure, real estate, energy, mezzanine, hedge, merchant banking, carbon credit trading and distressed assets funds.

**Real Estate.** We provide legal support across project lifecycles, from initial land acquisition to corporate structuring and joint ventures, project financing, construction, development, sub-division, titling and leasing. We work with landlords and tenants on leasing issues arising from industrial estates, warehousing and other commercial uses. We have also advised master developers, sub-developers, investment funds and Islamic banks on large-scale, mixed-use integrated tourism, commercial hotel, retail and residential developments.

**Tax.** As trusted tax counsel to multinational companies operating in the UAE and Middle East, we were one of the first law firms to establish a dedicated standalone tax practice in the region. We advise on corporate income tax, transactional tax, VAT/indirect tax, transfer pricing, tax planning, customs through to tax disputes.

**Technology.** We have genuine industry know-how and substantive experience on strategic information technology (IT) projects in the UAE, and can support you in developing, commercialising and implementing digital and technology solutions whilst managing legal and regulatory risk.

## Global scale

An integrated and efficient cross-border approach.

As the UAE's legal and commercial sectors grow in sophistication, more cross-border business opportunities emerge — and no other firm is better positioned to help than Baker McKenzie.

We have more than 160 lawyers across eight key economic centers in the Middle East and North Africa alone — Abu Dhabi, Bahrain, Cairo, Casablanca, Doha, Dubai, Istanbul, Jeddah and Riyadh. In each location, our seasoned, multi-skilled team regularly helps clients navigate varied legal and commercial environments through a deep understanding of local cultural and business nuances, as well as international best practices.

As one of the world's first and largest international firms, our lawyers seamlessly collaborate across the region and with colleagues from more than 70 other offices worldwide. Our integrated team enables us to help clients address the most challenging cross-border legal issues with more efficiency, at a lower cost and at a higher level of service. Our collective capability and success in handling complex international deals have made us counsel of choice among the world's leading multinationals.

## What others say



### Banking and Finance



Solid presence in both the transactional and regulatory arenas. Other areas of expertise include trade and real estate finance, as well as fintech.

**Chambers Global, 2024**



### Real estate



Established a reputation throughout the UAE and wider Middle East for its expertise in transactional real estate matters, including some of the largest master community, complex mixed-use and hotel and leisure developments.

**Legal 500, 2023**



### Corporate and M&A



Understands the overriding strategic and commercial imperatives behind the deals and provides guidance that is tailored to help progress the transactions while also identifying key legal risks to be addressed."

**Chambers Global, 2024**



### Tax



Well-established tax practice from its Dubai office. Well equipped to handle the full range of tax matters, including VAT and customs duties mandates, and regularly acts on tax issues stemming from M&A transactions.

**Chambers Global, 2024**



### Employment



Aware of the challenges that companies face in the UAE in hiring and retaining employees, whether they are local or expatriate. This commercial awareness means their advice is both rounded and balanced.

**Chambers Global, 2024**



### Arbitration and International Litigation



The arbitration team provide excellent, client-focused advice and have a deep knowledge of international arbitration and the local market.

**Legal 500, 2023**



## Value proposition

We deliver unmatched on-the-ground support that reflects a deep understanding of the country's legal, regulatory and commercial practices. We provide clients with turnkey legal solutions that exemplify single accountability and ownership.

Simple and efficient — one team, one firm, one relationship, one way.

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<b>In-depth local experience</b>	Operating in the UAE since 2009, our team advises clients on a full range of legal matters. We also have unique and extensive experience drafting and advising on federal and emirate level laws and legal frameworks. Our long-standing relationships with the government, ministries and family-owned companies give us a unique approach to solving complex legal issues in the region.
<b>Industry-specific knowledge</b>	Our team has worked on some of the most significant and market-leading transactions and cases in the country's key sectors, including banking, energy, maritime, technology, real estate, construction and transportation.
<b>Fully integrated service</b>	Our lawyers work across practices and industries to address all aspects of an issue. We provide clients with the genuine option of working with a single law firm for all local and international needs. This translates into greater transparency on fees, a single point of contact for each mandate, and single accountability — which means less risk for clients and improved efficiency in terms of cost and time.
<b>Truly global reach</b>	As part of the Baker McKenzie network, we can assist clients operating or looking to expand into new markets. Our unmatched global network minimizes cost and time otherwise spent briefing multiple law firms and helps ensure a consistent and seamless response to multijurisdictional matters.
<b>Talented and diverse people</b>	Our team includes fluent Arabic speakers, enabling us to handle all aspects of a matter on our clients' behalf as well as work with both English and Arabic documentation. We respect and celebrate our culture of inclusion, and this was recognized with the firm winning "Law Firm of the Year (International)" at the LexisNexis Women in Law Awards in 2022 and 2021.
<b>Navigating legal complexity</b>	As a truly international firm, we are intensely collaborative with each other and our clients, bringing the right talent to address each issue. We understand the subtle complexity of legal and business matters in different cultures and jurisdictions around the world. Our goal is to make complex things simple and understandable, and to deliver pragmatic service that matches the business needs of our clients.
<b>Our community spirit</b>	At Baker McKenzie, we don't just give to the community, we invest in it. One of our goals is to help the local community improve continuously by providing greater access to legal education, knowledge and a firm that understands local needs.

# Baker McKenzie helps clients overcome the challenges of competing in the global economy.

We solve complex legal problems across borders and practice areas. Our unique culture, developed over 65 years, enables our 13,000 people to understand local markets and navigate multiple jurisdictions, working together as trusted colleagues and friends to instill confidence in our clients..

Please visit [www.bakermckenzie.com](http://www.bakermckenzie.com) to learn more.

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