

White & Case & Competition across the Middle East

Clients confronting some of the most difficult challenges count on White & Case's extensive experience advising on competition investigations, litigating complex antitrust trials and providing comprehensive worldwide coverage of merger-control regimes. In the Middle East and North Africa, we offer the strategic depth of a global practice, combined with the local expertise of our lawyers throughout the region, to deliver effective solutions and create innovative precedents.

White & Case has unparalleled experience in the Middle East, including with the leading antitrust agencies in the region, such as the competition authorities of Egypt and Saudi Arabia. Our lawyers have helped clients successfully defend against serious government investigations, navigate merger-control proceedings and engage with these competition authorities on complex and sensitive matters. Just last year, we advised on more than 25 antitrust matters in the Middle East, involving collaborations with more than 15 White & Case offices. These matters included securing timely merger clearance for cross-border transactions even in jurisdictions with typical delays (e.g., obtained Saudi clearance for a US\$3 billion global transaction in a record 21 days). Our practical on-the-ground experience and ongoing

engagement with regulators have enabled us to become a recognized thought leader, providing valuable insights in publications, seminars and other engagements on the fast-changing legal developments throughout the Middle East.







The limited track record of these nascent regimes has highlighted the need for expert advice coupled with creative strategies. For multinational businesses, each strategy must evaluate how to comply with local competition requirements while also avoiding other risk exposure around the world. Our global and local experience provides practical perspectives on the most effective and efficient strategies to pursue based on the unique circumstances of each matter.

White & Case provides a coordinated approach to the increasingly global Competition issues clients face, including:

- Antitrust policies and training
- Merger control strategy and filings
- Joint ventures, trade associations and other collaborative activities
- Investigations by national and regional competition agencies around the world
- Vertical arrangements in distribution and supply agreements
- Counseling and compliance
- Regulatory matters/business practices
- Cartel investigations and amnesty processes
- Internal investigations and audits
- Arbitrations or private antitrust claims
- Bet-the-company litigation
- Complaints against anticompetitive conduct

Why White & Case?

Differentiators and benefits

White & Case differentiator		Client benefits
	Proven commitment	White & Case has been active across the Middle East for nearly six decades. We navigate our clients through their most complex multijurisdictional and local business challenges and offer strong relationships with regulators and authorities.
	Regional depth	<p>Our Middle East practice includes more than 100 qualified lawyers on the ground in Egypt (in association with the law firm of MHR & Partners), Qatar, Saudi Arabia (in association with the Law Office of Megren M. Al-Shaalan), the UAE (Abu Dhabi and Dubai) and Oman.</p> <p>White & Case is able to offer clients a unique blend of English, New York, Egyptian, UAE and Saudi-qualified lawyers.</p>
	Global breadth	We have more than 315 competition lawyers in 28 offices in 19 countries, making our practice one of the largest in the world.
	Transnational approach	White & Case coordinates merger advice and notification of transactions in 100+ jurisdictions around the world. We liaise, advocate and negotiate with national and international merger review authorities to achieve successful outcomes.
	Innovative strategies	Fact-intensive, bold and creative strategies are the core of our approach. White & Case has developed many innovative “firsts” in competition and continues to create precedent in the Middle East.
	Trial-seasoned	We develop facts and counsel clients based on our real-world trial experience in bet-the-company litigations. We regularly represent clients in courts and tribunals throughout the world. In a practice area where few cases go to trial, we have on average at least one trial per year.
	Market-leading experience	Clients rely on our know-how from the most innovative and complex transactions in the region as well as high-stakes disputes. White & Case is distinguished as an assertive practice with a proven track record of cutting-edge matters. We are a recognized thought leader with regular publications and seminars on developments in Middle East competition laws.

Independent view



“They are able to anticipate how the judges or competition authorities might apply the rules in a specific case.”

Chambers Global 2020

“Able to draw upon market experience spanning six decades in the Kingdom.”

“White & Case can count on lawyers in its extensive network of offices across the Americas, Europe, the Middle East, Africa and Asia.”

Global Investigations Review 2019

“If you want fighters, White & Case is the firm to go to.”

Global Competition Review 2018

“Specializes in obtaining clearance for globally-oriented, creative mergers.”

The Legal 500 US 2020

“Effectively handles cartel investigations or follow-on commercial proceedings brought simultaneously across several jurisdictions.”

Chambers USA 2020

#1 Global 20 Law Firm

Law360 2019

MENA M&A Legal Adviser of the Year

Mergemarket 2020

Middle East International Law Firm of the Year

IFLR Middle East Awards 2020

#1 Middle East and Africa M&A Law Firm by value, having advised on deals worth over US\$171 billion

Mergemarket 2015 – H1 2020

#1 Middle East and Africa M&A Law Firm by volume

Mergemarket Q1 2020

Only team to win “Competition Group of the Year” 7 times

Law360

Among the top 5 Competition teams in the “Global Elite”

Global Competition Review 2021

Top 6 – International & Cross-Border: Antitrust

Chambers Global 2021

Band 1 – Antitrust Cartels

Chambers USA 2021

Tier 1 – Antitrust Cartels

The Legal 500 US 2021

Tier 1 – Antitrust

Benchmark Litigation 2022

Named in the “GIR 30 Elite”

Global Investigations Review 2021

Highlights of our experience

Competition

Saudi Aramco/Saudi Basic Industries Corporation

Advised Saudi Arabian Oil Company on its acquisition of a 70 percent equity interest in SABIC from the Public Investment Fund, the sovereign wealth fund of Saudi Arabia, for approximately US\$69.1 billion—fielding a global, multidisciplinary team in 28 countries to advise on all aspects of the landmark transaction, including M&A, antitrust, finance, CFIUS, tax, environmental, employee compensation and benefits, intellectual property, real estate and project finance.

Glovo

Cartel investigation by the Egyptian Competition Authority into alleged market allocation between two food delivery technology platforms based in Europe with global operations, including in the Middle East—successfully closing the investigation without any finding of criminal liability and avoiding fines of up to US\$30 million.

Metso Minerals/Outotec

A 2019 – 2020 merger of two leading global companies specialized in technology and equipment for the minerals, metals and aggregates industries with combined sales of US\$4.6 billion—advised on merger-control filings in 19 jurisdictions, including Egypt, Morocco and the Common Market for Eastern and Southern Africa (COMESA), and secured pre-merger clearance from major competition regimes, including Australia, Canada, China, the European Union and the United States.

MOL Group/Chevron

Advised MOL Group, a leading oil & gas group based in Hungary, on merger-control matters before the Egyptian Competition Authority in connection with its US\$1.57 billion acquisition of Chevron Khazar Limited, which is active in petroleum exploration and production in Azerbaijan.

European airlines

Advised European aviation group on merger control strategy in Egypt for proposed acquisition of another airline operating throughout 80 destinations in Europe, Asia, Africa and the Americas.

Schneider Electric/Larsen & Toubro-Electrical & Automation

A cross-border transaction for US\$3 billion involving assets and operations around the world and the integration of 7,000 employees—advised on global regulatory strategy and obtained Saudi competition clearance in a record 21 days allowing timely closing.

AVEVA/OSIsoft

Secured Saudi merger clearance for US\$5 billion transaction bringing together the global leaders of industrial software and data management services.

Hexagon/PAS

Secured Saudi merger clearance for public global leader Hexagon's acquisition of the global operations of PAS, which is delivering software solutions for cybersecurity, process safety and optimization, and trusted data for decision-making.

Ratos/Dun & Bradstreet

Secured Saudi merger clearance for the sale of European data and analytics firm Bisnode to US business analytics firm Dun & Bradstreet for approximately US\$811 million.

Global energy/automation design business

Advised on merger control filings in Saudi Arabia for US\$320 million cross-border transaction with active business in the region.

IP/abuse of dominance investigation

Representing Japan-based manufacturer in antitrust investigation into alleged monopolization conduct in the Middle East involving IP issues for global brand.

Appliance manufacturer compliance

Advised Asia-based global manufacturer of appliances on antitrust compliance policies for its international operations, including regulatory advice in connection with Egyptian Competition Law.

Kentech/SNC-Lavalin Oil & Gas

Secured antitrust clearance in Saudi Arabia for Kentech Group's acquisition of the oil & gas business of SNC-Lavalin Group—a complex, multijurisdictional transaction, involving operations in more than 20 jurisdictions and a global workforce of more than 10,000 people with a sales pipeline of more than US\$7 billion.

International hotel/management business

Advised key international hotel group on its proposed acquisition of a leading MENA-based hotel management business.

B Investments/Gourmet Egypt

Advised B Investments Holding in connection with its acquisition of a majority stake in Gourmet Egypt, a leading grocery store chain, including on merger-control matters before the Egyptian Competition Authority.

Predatory pricing

Advised international business with operations throughout the Middle East on compliance with predatory pricing laws in multiple jurisdictions.

Telecommunication Manufacturer

Advised telecommunication manufacturer on strategy for engaging with competition authorities in the Middle East in connection with foreign antitrust litigation.

Abuse of dominance

Advised a major tobacco producer on issues related to potential abuse of dominance claims under Egyptian Competition Law.

DP World/syncreon

Advise Dubai-based DP World on global merger control strategy and filings for the proposed acquisition of syncreon for US\$1.2 billion, a US-based global logistics provider specializing in complex supply chains for the automotive and technology industries in 19 countries.

Diaverum/Nazer Group

Represented Diaverum, one of the world's largest independent renal care providers, in the acquisition of the dialysis business of the Nazer Group, based in Saudi Arabia—advised on antitrust strategy and secured Saudi merger clearance for the multiphased transaction.

Nordic Capital/LEO Pharma

Represented Nordic Capital in its €450 million investment in LEO Pharma, a medical dermatology company based in Denmark with a global team of 6,000 people in more than 130 countries – advised on merger control and FDI strategy and secured required clearances.

BearingPoint RegTech/Vizor

Secured merger control clearance in Saudi Arabia for BearingPoint RegTech's acquisition of Vizor Software, a global leader in regulatory and supervisory technology based in Ireland. Together, the companies serve more than 7,000 firms including banks and financial services providers with reporting solutions and more than 50 regulators and tax authorities.

Contacts

Core Middle East Competition Team Members



Tamer Nagy

Counsel, Cairo/Washington, DC

T +1 202 729 2318

E tnagy@whitecase.com



Sami Al-Louzi

Partner, Dubai

T +971 4 381 6271

E sal-louzi@whitecase.com



Said Hanafi

Partner, Cairo

T +20 2 2461 8222

E shanafi@whitecase.com



Cherif El Tabei

Associate, Cairo

T +20 2 2461 8250

E ctabei@whitecase.com



Ahmad Ashraf Ali

Associate, Cairo

T +20 2 2461 8207

E aali@whitecase.com



Reem Albakr

Associate, Riyadh

T +966 11 416 7338

E ralbakr@whitecase.com

Representative International Network



J. Mark Gidley

Global Antitrust Practice Chair,
Partner, Washington, DC

T +1 202 626 3609

E mgidley@whitecase.com



Doug Peel

Middle East Practice Chair,
Partner, Riyadh

T +966 11 416 7320

E dpeel@whitecase.com



Jacquelyn MacLennan

Partner, Brussels

T +32 2 2392 563

E jmaclennan@whitecase.com



Rebecca Farrington

Partner, Washington, DC

T +1 202 626 3599

E rfarrington@whitecase.com



Marc Israel

Partner, London

T +44 20 7532 1137

E misrael@whitecase.com



Dr. Tilman Kuhn

Partner, Düsseldorf, Brussels

T +49 211 49195 232

E tkuhn@whitecase.com



Jérémie Marthan

Partner, Paris

T +33 1 5504 1760

E jmarthan@whitecase.com



Rob Milne

Partner, New York

T +1 212 819 8924

E rmilne@whitecase.com

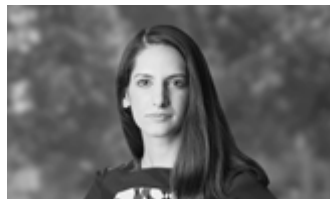


George Paul

Partner, Washington, DC

T +1 202 626 3656

E gpaul@whitecase.com



Strati Sakellariou-Witt

Partner, Brussels

T +32 2 2392 616

E ssakellariou@whitecase.com



Yann Utzschneider

Partner, Paris

T +33 1 5504 1710

E utzscya@whitecase.com

Americas**Boston**

T +1 617 979 9300

Chicago

T +1 312 881 5400

Houston

T +1 713 496 9700

Los Angeles

T +1 213 620 7700

Mexico City

T +52 55 5540 9600

Miami

T +1 305 371 2700

New York

T +1 212 819 8200

São Paulo

T +55 11 3147 5600

Silicon Valley

T +1 650 213 0300

Washington, DC

T +1 202 626 3600

Europe, Middle East and Africa**Abu Dhabi**

T +971 2 611 3400

Berlin

T +49 30 880911 0

Bratislava

T +421 2 5441 5100

Brussels

T +32 2 239 26 20

Cairo

T +20 2 2461 8200

Doha

T +974 440 64300

Dubai

T +971 4 381 6200

Düsseldorf

T +49 211 49195 0

Frankfurt

T +49 69 29994 0

Geneva

T +41 22 906 9800

Hamburg

T +49 40 35005 0

Helsinki

T +358 9 228 641

Istanbul

T +90 212 354 2000

Johannesburg

T +27 11 341 4000

London

T +44 20 7532 1000

Madrid

T +34 91 787 6300

Milan

T +39 02 00688 300

Moscow

T +7 495 787 3000

Nur-Sultan

T +7 717 255 28 68

Paris

T +33 1 55 04 15 15

Prague

T +420 255 771 111

Riyadh*

T +966 11 416 7300

Stockholm

T +46 8 506 32 300

Tashkent

T +998 71 140 81 01

Warsaw

T +48 22 50 50 100

Asia-Pacific**Beijing**

T +86 10 5912 9600

Hong Kong

T +852 2822 8700

Jakarta*

T +62 21 2992 7000

Melbourne

T +61 3 8486 8000

Seoul

T +82 2 6138 8800

Shanghai

T +86 21 6132 5900

Singapore

T +65 6225 6000

Sydney

T +61 2 8249 2600

Tokyo

T +81 3 6384 3300

* Associated firm

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