

Mergers & acquisitions - KSA



“[Clyde & Co] is a local knowledge leader among international firms.”

Chambers Global 2011

Clyde & Co is a leading international law firm with over 2,400 staff operating out of 31 global offices (including 5 across MENA). In the Kingdom of Saudi Arabia (**KSA**) Clyde & Co in association with Abdulaziz Al-Bosaily law office has a wealth of experience in general corporate matters, equity participation arrangements, joint ventures and other complex corporate transactions. Our clients benefit from our understanding of both local KSA laws and the manner in which sophisticated international corporate transactions should be undertaken.

Our services

We regularly advise local KSA and multinational companies, private equity firms and investment banks on a wide range of matters including:

- cross-border and domestic share and business acquisitions;
- divestments and disposals of companies and businesses;
- shareholder, joint venture and partnership agreements;
- private equity/ venture capital investments;
- fund raising/ private placement;
- corporate restructuring; and
- privatizations.

Proven track record

In 2011/12 our MENA offices advised on approximately 60 joint ventures and 75 M&A deals. This means we have practiced deal experience built up over two decades that other firms simply cannot match.

On the ground resources

Our MENA corporate team is led by 12 partners and assisted by over 40 associates and consists of lawyers with diverse legal and jurisdictional backgrounds bringing international best practices and innovative thinking to the team.

Our long standing presence in the region, spanning more than two decades, has enabled us to gain in-depth knowledge of KSA laws, the regulatory framework, culture and



“One of the deepest benches of any foreign firm in the market and many of its partners are among the region’s most long-established names.”
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Further information

If you would like further information on any issue raised in this overview please contact:

Abdulaziz Al-Bosaily, Partner
abdulaziz@albosailylawoffice.com

Ben Cowling, Partner
ben.cowling@albosailylawoffice.com

Jonathan Silver, Partner
jonathan.silver@clydeco.com

Phil O’Riordan, Partner
phil.oriordan@clydeco.com

Abhi Jalan, Partner
abhi.jalan@clydeco.com

Martin Davies, International Liaison
martin.davies@clydeco.com

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practices with the service-level and sophistication that is characteristic of an international law firm.

Specialist teams

Uniquely, we are able to offer our clients the benefit of being a full service law firm, with specialist legal teams in addition to corporate including finance, real estate, marine, insurance, energy, employment, intellectual property, construction & TMT.

Being one of the largest international law firm in the GCC with 170 legal staff on the ground with multi-locational offices, means that we can appropriately staff transactions of any size. In addition, our in-house government liaising department ensures that in a region where government approvals are critical to doing business, transactions are completed with minimal bureaucratic delays.

Relevant experience

– **Wajihat for Industrial Investment Co:** advising on acquisition of 100% of Tanhat Mining Co by Wajihat.

– **Le BLANC International Pte Ltd:** advising on sale of 49% of the share capital of KSA based company to Al Babtain Power and Telecommunication Company (listed on Tadawul). Described by HSBC Saudi Arabia as a “landmark transaction involving the first instance of a publicly listed Saudi corporate issuing equity as consideration to a foreign vendor.”

– **Lamprell plc:** advising on USD 366 million acquisition of Maritime Industrial Services (a public company take over funded by a rights issue) including its operations in KSA.

– **Thomson Reuters:** advising on its acquisition of Zawya Limited. Corporate, IP and employment issues had to be considered across a number of jurisdictions (including UAE, KSA and Lebanon).

– **Motorola:** advising on the sale of its worldwide networks business to Nokia Siemens for USD 975 million. Corporate, employment and regulatory advice was provided across 11 jurisdictions including KSA.

- **Hyder Consulting plc:** advising on its acquisition of a majority stake in the industrial building division of SAK-EC (a leading KSA multidisciplinary engineering company).
- **ACWA Holding:** advising on disposal of 50% of coating and piping divisions to Welspun (a USD 3 billion group listed on BSE and NSE). ACWA Holding is the largest private provider of water in KSA.
- **SCA Personal Care AB a leading global supplier of branded personal care goods:** this crossborder transaction involved advising a foreign listed company on a joint venture with a GCC based company and included the simultaneous acquisition of businesses in the KSA, Egypt, Jordan and the UAE.
- **GCC divestments by a multinational insurer:** advising on procedural and regulatory issues arising from sale by multinational insurer of its interests in KSA, Bahrain, UAE and Oman.
- **Acquisitions of GCC companies by a KSA private equity firm:** assisting client on numerous corporate transactions, including the USD 82 million acquisition and financing of a UAE-based construction company.
- **Private Equity acquisition of an equipment hire business:** advising the private equity arm of a major international bank on the USD 60 million acquisition of a well known equipment hire business with operations in the KSA, Qatar and the UAE.
- **Sale of a GCC based marine fabrication and oil & gas company:** acting on the sell side of a major M&A deal with a value in excess of USD 1 billion.
- **Divestment and privatisation of a KSA airline service provider:** advising a KSA airline on the unique divestment and privatisation of one of its wholly owned service providers.
- **Private Equity acquisition of a GCC real estate development:** advising a leading KSA based private equity fund on a USD 225 million acquisition of a 49% stake in a large GCC multi-use development.