

SCHLÜTER GRAF X grfn

LEGAL&TECH

Integrated Legal & Technical Solutions in the Middle East

Construction | Infrastructure | Real Estate





LEGAL&TECH

LEGAL&TECH: Unique Combination of Expert Legal & Technical Solutions

Combining decades of expertise in our respective fields, SCHLÜTER GRAF and grfn have joined hands to provide a **new and unique integrated service offering** in the Middle East covering legal and technical aspects: LEGAL&TECH

Instead of engaging a law firm that cannot assess technical aspects of a project or an engineering consultancy that does not cover legal aspects, we act as a **one-stop shop**, managing the legal and technical challenges that our clients' projects and disputes can entail. Our unique, **holistic**, and professional approach ensures that all angles are covered, providing **powerful solutions** for our clients.

Through a **proven track record** of joint successful projects, our legal and technical teams have developed a unique understanding of the interlink between the two fields. This in turn enables us to leverage our experience and to deliver a **tailormade** service offering that caters to the specific requirements of your project.

Our dedicated team of legal and technical engineering experts advises on **construction, infrastructure, mergers & acquisitions, and real estate transactions**, be it on a **project basis**, assisting in **pre-trial assessments, due diligences** or supporting in the disputes emanating out of such transactions, e.g., **litigation** proceedings in front of ordinary courts, **DIFC** courts and **arbitration** proceedings.

Our teams are able to deliver **English** or **Arabic** language advice, the latter of which can greatly streamline the process for litigation proceedings. Via SCHLÜTER GRAF's dedicated Spanish & LATAM Desk we can also deliver specialist advice in Spanish where needed.

Owing to our diverse team of experts, and our offices, branches and corporation partners in several countries including but not limited to Europe, UAE, KSA, Egypt and Pakistan, we are able to effectively act for our clients from a single contact point across all these jurisdictions.

Industry Sectors

The Joint offering of our LEGAL&TECH service comes to aid wherever there is an interplay between the technical, regulatory and legal aspects of any project. Such interactions can be relevant in a number of industry sectors:

- + Large Infrastructure projects;
- + Oil & Gas;
- + Construction & Real Estate; and
- + Healthcare Projects.

Practical Application of LEGAL&TECH Services

Pre-dispute Assessments

Having a clear understanding of the commercial, legal and technical situations in any project is essential. This applies to all project stages and is a crucial risk management determinant. If a commercial relationship is ongoing but complications arise, it can be prudent to carry out a pre-dispute assessment examining the strengths and weaknesses of a business' position from a legal and technical point of view. The chances for success in a potentially looming dispute are equally contingent upon the underlying factual technical position and the legal compliance of the parties in any project. Our LEGAL&TECH approach can provide valuable guidance on how the project stakeholders should evaluate and adjust their own respective positions in a project. Our assessments can help decision makers determine an appropriate course of action in either avoiding a conflict or preparing for an inevitable dispute on the horizon. Our teams have considerable experience in carrying out legal/technical assessments, in particular also in connection with FIDIC Contracts, EPC Contracts and large infrastructure and healthcare projects.

Litigation / Arbitration Support

While adjudicating disputes courts and arbitral tribunals not only have to consider the legal aspects of the case but equally the factual / technical aspects. Our LEGAL&TECH collaboration enables us to plead our case effectively and successfully before such courts and tribunals which in turn protects the interests of our clients. We are able to handle the actual court / arbitration representation or act as third-party counsel. If we advised in the pre-dispute stage, our respective assessment can be useful for ongoing litigation / arbitration proceedings, as well.

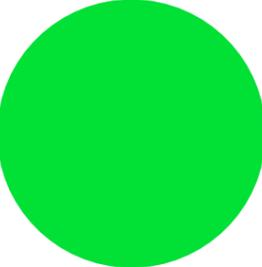


Specific Use Cases

District Cooling Transactions

As commercial and residential well-being in the Gulf region depends on air-conditioning, district cooling offers developers significant cost, comfort and operational efficiency gains when compared to alternative technologies. As more and more developers in the region are opting for district cooling, the need for LEGAL&TECH Service becomes extremely relevant in concluding these transactions. Our legal team steers the regulatory part of such transactions by advising on the acquisition of district cooling assets, concluding sale and service agreements, securing financial guarantees, etc. On the other hand, our tech team carries out the feasibility studies both pre- and post-acquisition as well as other services such as cost-benefit analysis, energy conservation assessments, etc.

Real Estate Transactions

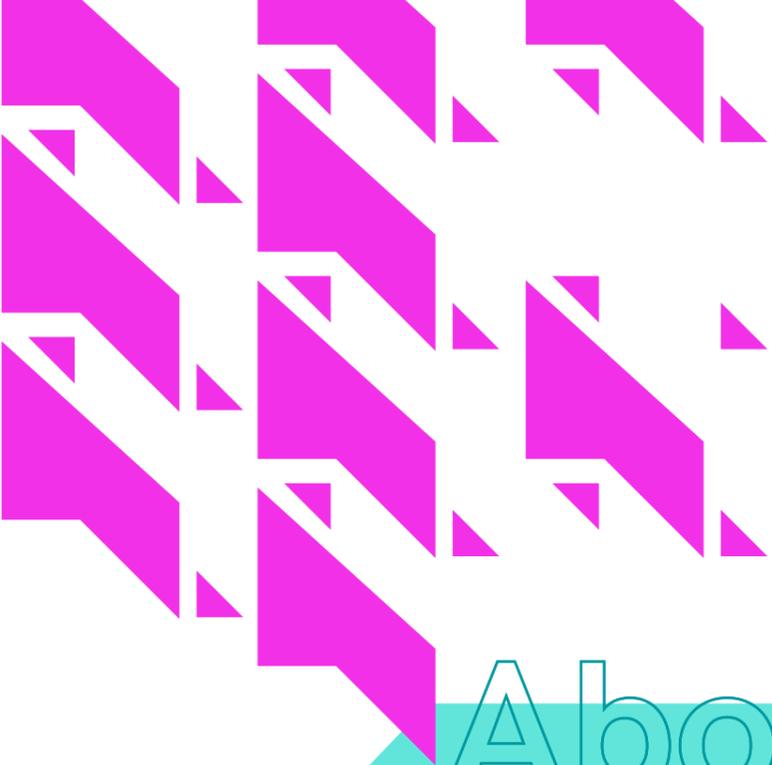


Large real estate transactions always require a blend of legal and tech expertise to effectively execute the projects. Through our LEGAL&TECH Service, we take care of the whole spectrum of such transactions be it legal or tech. Our tech team carries out the feasibility studies, market evaluations, project management, etc. Whereas our legal team takes care of the regulatory affairs including but not limited to drafting and vetting of sale and purchase agreements, property and hotel management agreements, residential commercial and industrial leasing, real estate dispute resolution, escrow advice, joint property structures etc.

Energy Retrofit Projects

Conserving energy through retrofitting is becoming increasingly popular and businesses are turning to the cost-effective use of energy sources. Our LEGAL&TECH service in such retrofitting projects offers tailor-made solutions to the businesses from both the legal and tech perspectives involved in retrofitting. Our tech team takes care of the operational aspects of these projects e.g., energy conservation assessments, design evaluations, cost benefit analysis, etc. Whereas, our legal team takes care of all the regulatory needs of such projects e.g., obtaining approvals, execution of project related contracts, etc.





About us

SCHLÜTER GRAF

SCHLÜTER GRAF is a law firm with a track record of over 75 years in Europe and over 25 years in the Middle East as a leading corporate & commercial boutique firm listed as a **leading firm** in The Legal 500 and Chambers and Partners. We maintain an extensive network of offices and co-operations across the region, allowing us to cover Germany, Spain, all jurisdictions of the **Middle East** (including the United Arab Emirates, the Kingdom of Saudi Arabia, Oman, Bahrain, Qatar, Kuwait, Egypt, Lebanon, Iraq, Iran) as well as **Emerging Markets**, in particular Ethiopia and Pakistan.

We advise institutional clients, multinational corporations, companies and individuals of all sectors in all areas of local and international law. Our lawyers have extensive professional experience in the Middle East and speak Arabic, English, German, Spanish, Catalan, Urdu and Russian. Since 2016 SCHLÜTER GRAF created a **Spanish Desk** at its Dubai office supporting Spanish and Latin American companies in Spanish in their corporate and commercial activities.

Our **passion for the law** means that we understand the law. It's our passion for the complexities and nuances of the legal world that makes SCHLÜTER GRAF's legal advisors the perfect partners for any legal challenge. From straightforward legal advice and representation to complex multi-jurisdictional corporate and commercial matters, at SCHLÜTER GRAF, we have the team, the passion, and the experience to look at the law from every angle... **and we work hard to make the law work for you.**

grfn

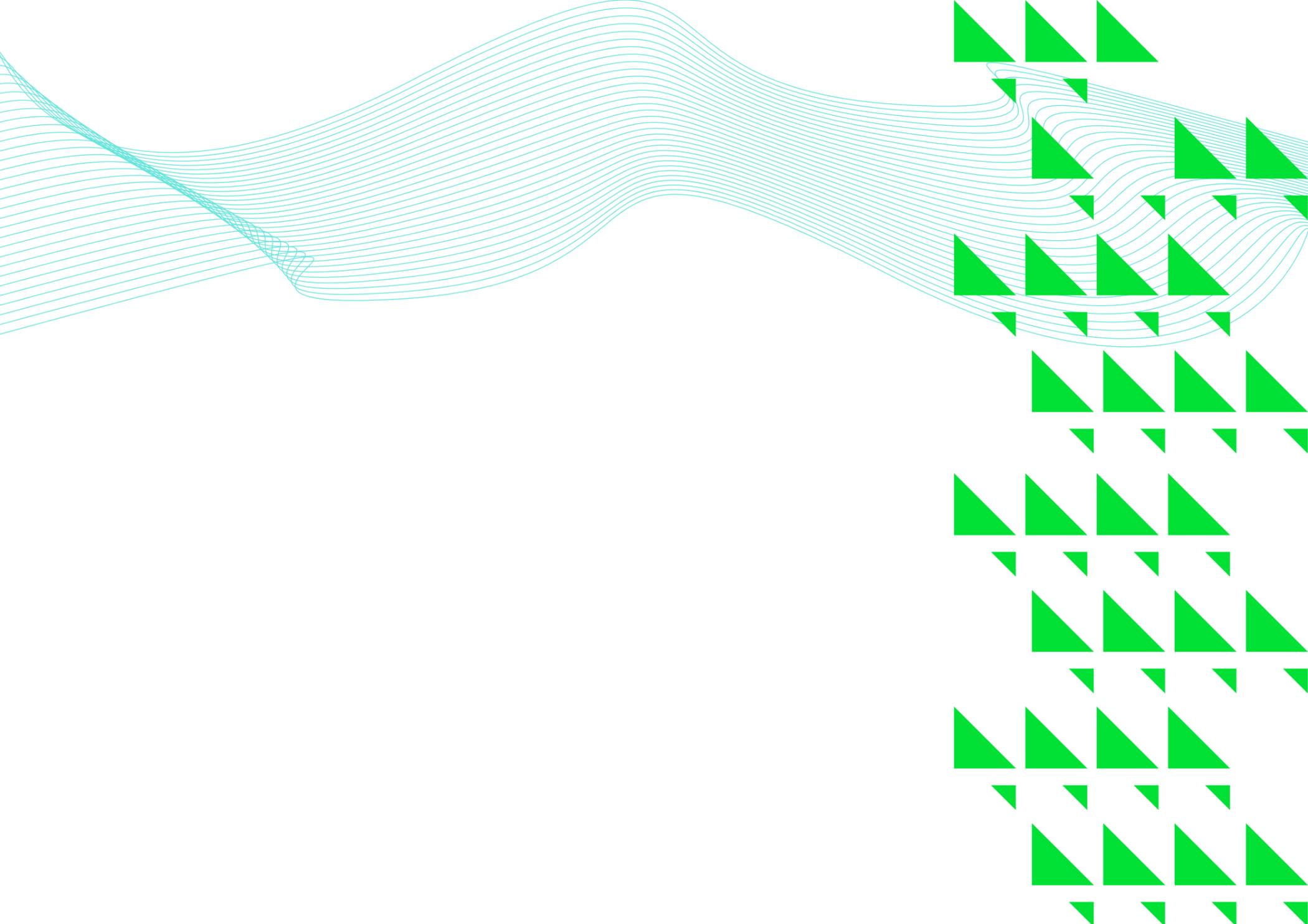
grfn is a progressive independent **multi-disciplinary consultancy** that delivers energy-efficient and sustainable engineering, design solutions, and advisory services that best serve their clients and the well-being of their local communities.

Since inception, **grfn** has built and retained the trust of **high-end** regional and international clients such as Emaar, Meraas, Nakheel, Tabreed, and many others providing consultancy services in the fields of **energy efficiency, sustainability, and engineering.**

grfn has also developed a significant role in **policy shaping** in the region being the **go-to** regional technical consultancy in the field of energy efficiency. **grfn** has consulted for the **governmental entities** in Dubai, Abu Dhabi, and Saudi Arabia and also acted as the **technical consultant** for multiple large consultancies like DNV GL and Navigant for energy policy-related projects.

Coming from **nine** different countries and backgrounds, **grfn's** expert team of engineers, designers and technical consultants are **committed** to providing solutions and services that remit **tangible and quantifiable** value throughout the lifecycle of the project.





Contacts

grfn

Omnia Halawani
Co - CEO & Founder
omnia@grfn.global

Dubai | Abu Dhabi
T: +971 4 379 0101
E: info@grfn.global

www.grfn.global



SCHLÜTER GRAF Legal Consultants

Andrés Ring
Partner, Dubai/Hamburg
andres.ring@schlueter-graf.com

Dubai
T: +971 4 431 3060
E: dubai@schlueter-graf.com

www.schlueter-graf.com



SCHLÜTER GRAF and grfn also maintain offices and affiliations in Germany, Spain, the GCC, Egypt, Pakistan, Ethiopia and the entire Middle East. Please contact our hubs in Dubai for any assistance in those jurisdictions