



BDO LEGAL Corporate Profile

Solicitors | Legal Consultants



Why BDO?

BDO: 166 COUNTRIES - WE ARE PROUD TO SERVE THE GLOBAL ECONOMY

BDO is a global professional services organisation with a network of offices all bound by the same dedication to delivering exceptional client service. We are big enough to be able to assemble the best group of technical and industry experts from our international network to work together and find the right solution for each client. And we're agile enough to be collaborative, creative and innovative in the way we tackle client challenges.

BDO Global Statistics 2024



Why BDO?

One organisation - Globally connected

Legal Services

Global



COUNTRIES

70+



LAWYERS

800+

UAE



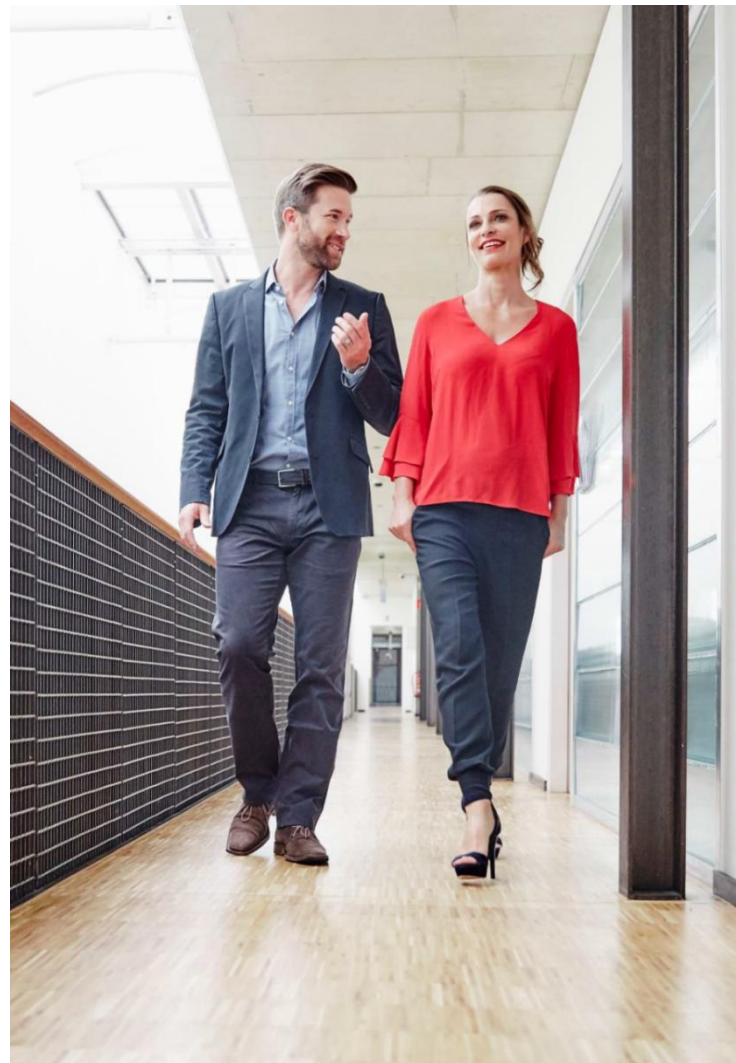
LAWYERS

25+



EXPERIENCE

100+
years of combined
experience



OUR UAE LEGAL LEADERSHIP TEAM



SHEHEEN P V
Managing Partner



KHALED FATHY
Director - Litigation



**SREEKUMAR
RADHAKRISHNAN**
Director - Legal Consultancy



MEERA GOPAKUMAR
Director - Client Relations

Who are we?

UNIQUELY BUILT TO PROVIDE EXCEPTIONAL CLIENT SERVICE, ALWAYS AND EVERYWHERE



Today we are one of the leading professional services firms in the world, ranked **number 5 globally**.



We have an **impressive global footprint** with offices in **166 countries and territories**, allowing us to provide local advice but act as one cohesive team.



We are a **multidisciplinary firm** with specialist industry expertise, which means our lawyers work closely with colleagues from other BDO divisions to make sure all angles are covered when making business decisions.



Our **impressive staff to partner ratio** provides our clients with high levels of senior management contact – helping us to deliver on our promise of **exceptional client service**.



As a result of our consistent application of protocols and standards throughout our international teams, we are best placed to deliver same **quality legal services** worldwide.



Our clients matter to us and more than **87% would recommend our services**.



Centrally led international legal services

Within our global organisation, we have created a cross border community of 850+ lawyers in over 70 countries worldwide. This team is led centrally by our Legal Services Leadership Team and is in constant contact through calls, meetings, events and of course client engagements.

OUR LEADERSHIP TEAM

Working together to drive BDO's global legal practice.



International footprint



Market & regulatory insight



Uniform process



Excellent client service



Global systems



Consistent quality

Our Leadership Team:



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ROBERTO CAMILLI
BDO Legal | Italy

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We form one cohesive,
connected and
collaborative team.

Our services

Whilst our legal advisory service offering differs somewhat from country to country, our core areas of expertise include:



CORPORATE LAW SERVICES

Corporate Structuring | Incorporation of Companies | Business transactions, corporate governance, compliance advisory | Shareholder agreements & corporate contracts | Cross-border restructuring | Redomiciling



TRANSACTION LEGAL SERVICES

Letter of Intent, Heads of Terms | M&A Transactions, Data rooms | Legal Due-Diligence | Draft and negotiations of SPA/APA | Put & Call Option procedures | Management-Buy-Outs or Buy-Ins



EMPLOYMENT LAW SERVICES

Individual & Collective labour law | HR Regulations & Compliance | Employment contracts | Restructuring, Outsourcing | Temporary employment | Emiratisation compliance | ESOP Documentation



TECH AND DATA SERVICES

Data privacy law and Compliance | IT- and software licenses agreements | Design protection & copyright law | Patents and Trademarks | Legal Operations



BANKRUPTCY & INSOLVENCY LAW

Data privacy law & Compliance | IT and software licenses agreements | Design protection & copyright law | Patents and Trademarks | Legal Operations



REGULATORY LAW

Regulatory & Licensing Advisory | Health & Pharmaceutical law | Tax law | Environmental law | Energy law | CSR, Sustainability, & ESG | Insurance law | Competition law | International Trade & Investment Law



BANKING AND FINANCIAL SERVICES

Banking & Financial Regulatory Compliance | Banking documentation, trade and project finance support | Collective Investment and Financing Structuring | Islamic Shari'ah Financing advisory Family Office Structure advisory



OTHER LEGAL SERVICES

Wills, Trusts & Estate Planning | Real estate | Maritime & Aviation Law | Commercial Agency Law



DISPUTE RESOLUTION SERVICES

Management of disputes and litigations in Courts all over | Dispute Resolution related services in DIFC, ADGM and other freezones in the UAE | Arbitration under DIAC, arbitrate AD, ICC and UNCITRAL | Mediation, Conciliation and other ADR support | Civil, corporate, commercial, employment, criminal, family and shareholder disputes | Pre-litigation risk assessment and negotiation support | Enforcement of foreign judgments and arbitral awards

Our approach to working internationally

BDO Legal has long-standing expertise in the global coordination of legal engagements, from ad-hoc projects to permanent legal compliance programs. We will provide you with one central point of contact who will efficiently channel all communication with local teams.

ONE
CLIENT



ONE
PROJECT



ONE
COORDINATOR



LOCAL EXPERTS, GLOBAL TEAM

Our network has **strong national roots** and our firms are **experts in their local markets**.

BDO has a track record in **supporting the international expansion** of our clients.

We offer **sensible, actionable advice** grounded in **international knowledge** and backed by **regional and local experience**.

SPECIALISTS IN INTERNATIONAL COORDINATION

As specialists in international legal services, our team have developed strong personal relationships with our overseas counterparts, built on years of experience working together on real assignments. For our clients these relationships are important as they ensure we can deliver a smooth and efficient, truly international service from BDO.

Leveraging these global relationships from one central point, rather than engaging local firms individually creates efficiencies in the following areas:



TIMING

Not only can we locate the appropriate contact promptly; our close relationship allows us to apply pressure when expedient service delivery is required.



SCOPING

Legal systems can vary widely around the world and performing the same operation in different countries can involve very different procedures. We are highly experienced in this area and can help you to navigate such cultural legal issues.



COSTING

Not only do our colleagues apply the best possible rates to when working with us on cross-border engagements, but we are also able to standardise billing arrangements to make sure that fees are aligned in all countries forming part of the same project.

Our global team

Beyond our own BDO Legal teams in over 65 countries, we also have long-standing relationships with best friend independent law firms, subcontracting them directly so that clients continue to engage with one sole service provider. We have worked with all these firms on a long-term basis and consider that our relationship with them is just as strong as if they were part of our own team, with all the advantages and efficiencies that this entails.



Our core purpose is helping you to succeed

Our business is built on the long-term relationships we develop with our clients. Our primary aim is to deliver high quality and mutually beneficial service. Our aim to be the leader for exceptional client service, runs through our organisation, demonstrating how we transform our ambitions into concrete solutions for our clients.

ACHIEVING THIS AIM BY:



ANTICIPATING CLIENT NEEDS

Anticipating client needs and being forthright in our views to ensure the best outcome for them.



CLEAR COMMUNICATION

Being clear, open & swift in our communication.



MEETING OUR COMMITMENTS

Agreeing to and meeting our commitments: we deliver what we promise, everyday, for every client.



ENCOURAGING OUR PEOPLE

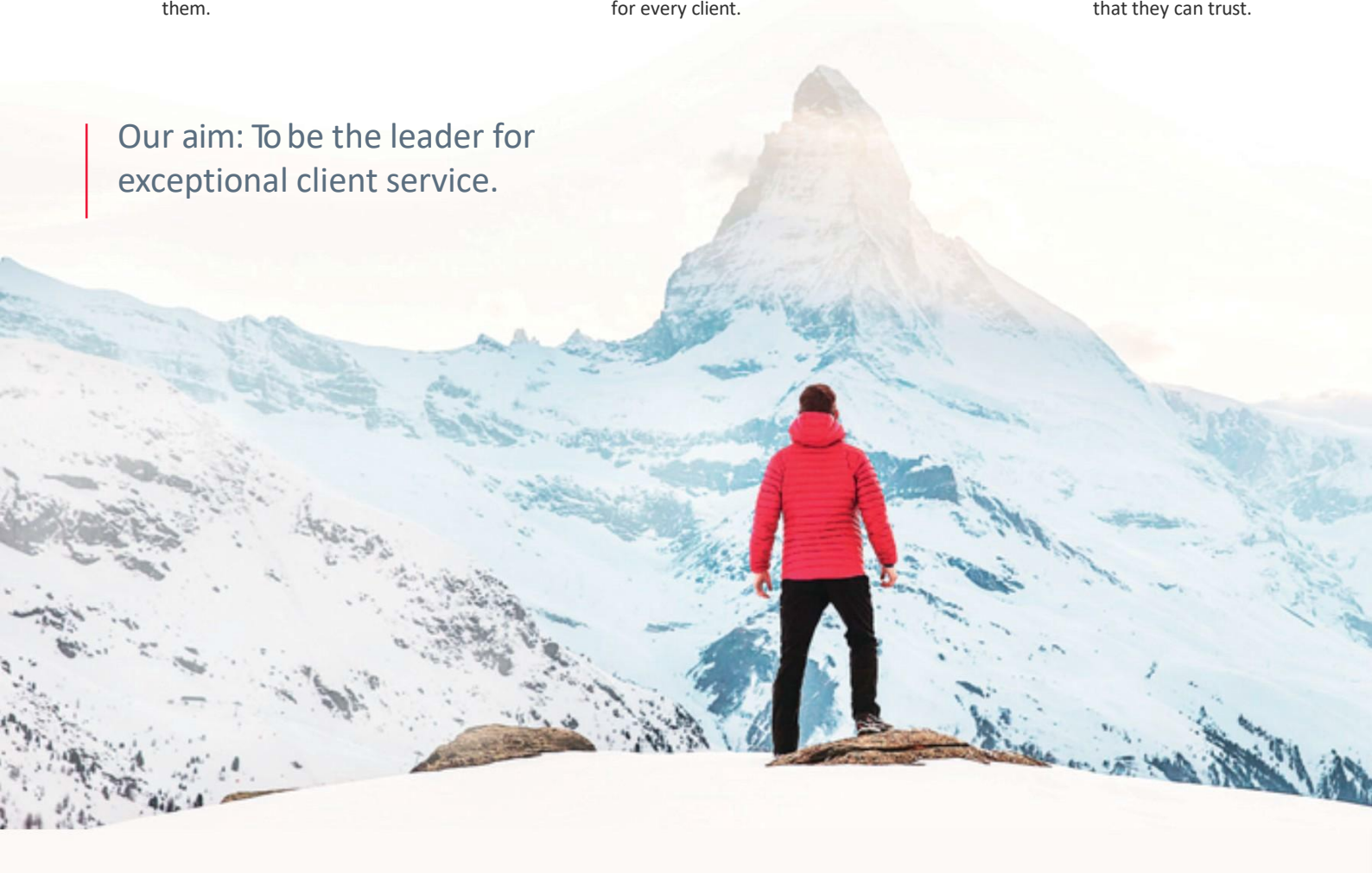
Providing the right environment for our people and the right people for our clients.



DELIVERING VALUE

Creating value through giving clients up to date ideas and valuable insight and advice that they can trust.

Our aim: To be the leader for exceptional client service.



What makes us different?

Our business is built on the long-term relationships we develop with our clients. Our primary aim is to deliver high quality and mutually beneficial service. Our vision, to be the leader for exceptional client service, runs through our organisation, demonstrating how we transform our ambitions into concrete solutions for our clients.

- ▶ **We listen.** A comprehensive understanding of the business case and industry behind each engagement is imperative in order to be able to advise on the best course of action.
- ▶ **We empathise** and tell you what we would do in your position. We won't give you a long list of possible options but a short list of best solutions.
- ▶ **We anticipate.** We don't just focus on the task in hand but analyse the bigger picture making sure you are prepared for what is next.
- ▶ **We keep our promises,** delivering quality advice, on time, every time.
- ▶ **We are honest.** Our clients' reputations are as important as ours, so their interests will always come first — integrity is at the heart of everything we do.
- ▶ **We are flexible.** We pride ourselves on understanding your expectations and budget and finding the right fee formula for you.
- ▶ **We are straightforward,** reducing complex issues to the essentials.
- ▶ **We keep you close.** Client relationships are our number one priority.
- ▶ **We are accessible** with our low staff to partner ratio.



What our clients say about us

Our technical knowledge, commercial application, interaction, project management skills and international presence ensure that we are the natural choice as advisers to our clients.



“We are particularly enthused about how fast and competent BDO Legal is at solving complex legal issues and presenting solutions ready for certain critical decisions. In addition, the close personal support by the partners is remarkable; their sound understanding of our business concept and models has to be stressed.”

SILAS CHOI
Director
LG Electronics,
Georgia

“We consider BDO Legal our professional, trustworthy, reliable and critical partner in all legal matters. We have an excellent relationship with our BDO Legal lawyer who responds to our needs quickly and in a very efficient and practical way, thus ensuring a solid advice on our legal matters.”

E. ZANDEE
HR Manager
General Motors
Netherlands

“My success was their success and that’s the key. It was a relationship built on trust. It’s all about people. They really cared for me, they cared for my business, they put themselves in my shoes. I really felt that they were part of my team.”

MERCEDES CARMONA
Managing Counsel Europe
West BP

“Our clients perceive us not just as being their lawyer, they perceive us as a partner in their decision-making process”

BART-JAN VAN HEES
BDO Legal Global Leadership Team

FOR MORE INFORMATION:

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