

NACIRI & ASSOCIES
with **ALLEN & OVERY**

Casablanca



“Morocco is rapidly establishing itself as a key hub for international companies and investors looking to build a presence in Africa. It also has strong trade links with other key markets in our network, particularly France, the Middle East, UK, USA and Spain with growing interest from China, India and Japan. It’s the perfect match for our global network and our emerging markets strategy and offers a fantastic platform to build on our extensive Africa-focused work.”

Allen & Overy Senior Partner Wim Dejonghe

Allen & Overy Morocco

Casablanca practice

Our Casablanca practice offers an integrated, efficient and seamless service combining international standard expertise with a significant knowledge of Morocco, North Africa, francophone Africa and the sub-Saharan region.

Our experience advising foreign investors in Morocco and in sub-Saharan Africa helps us to deliver the highest quality of legal services in an effective, proactive and cost-efficient manner.

Clients who are working on deals in Africa need a comprehensive vision and awareness of the African market. We understand issues from various perspectives and can apply this experience to the advice we provide. We anticipate potential problems and put preventative measures in place.

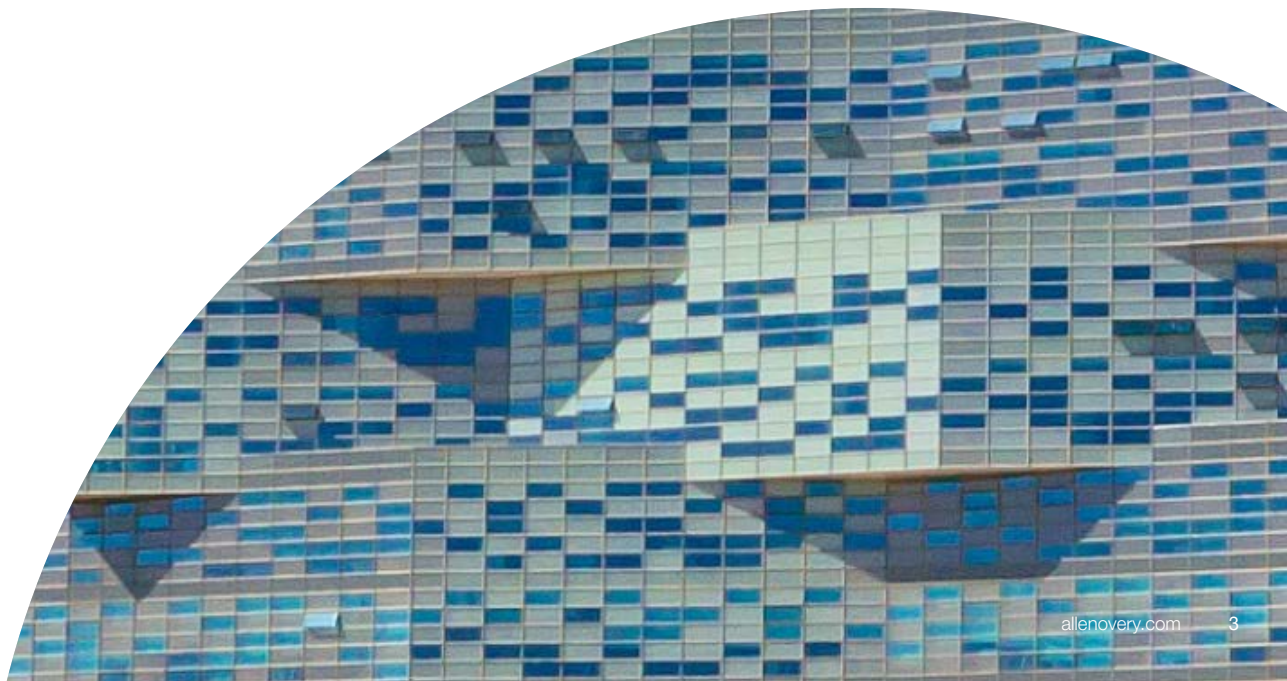
Our office in Casablanca has a good-size and solid local team, with more than 30 lawyers including three partners all physically based in Casablanca. Our lawyers have been involved in complex cross-border transactions and in most large-scale, high-profile transactions undertaken in Morocco and the region over the last 20 years.

“...the firm of reference in Casablanca.”

Chambers and Partners Global, Morocco 2019

“They are in a league of their own.”

Chambers and Partners Global, Morocco 2020



Casablanca team information

- Leading lawyers based in Casablanca working on transactions in Morocco, North Africa and sub-Saharan Africa.
- Three partners permanently based in Casablanca.
- An outstanding track record advising on North African and francophone Africa transactions.
- Strong client relationships with multinationals.
- Dedicated African interest group across different practice areas and offices.
- Market-leading sector-focused advice.
- A dedicated team with the relevant sector, language and country experience.
- Close working relationships with regulators, government departments, investors, leading corporates and investment banks across the region and also with our global Africa interest group, including Paris, Madrid, the Middle East, Asia and London.

A fully integrated, trilingual team providing Moroccan, French and English law advice

Our team permanently based in Morocco has unparalleled combined expertise in North and sub-Saharan Africa, with the ability to provide you with cross-functional expertise and a unique flexibility and proactive approach.

We offer the breadth of a leading international firm coupled with a market-leading practice on the ground, providing you with a full-service office for Moroccan, French and English legal advice.

Morocco Law Firm of the Year

Chambers Africa Awards 2021

“Successfully blends a global powerhouse and the best of local experience”

Chambers and Partners Global, Morocco 2021



A strong presence in Africa

A leading Africa practice

Allen & Overy has been active in Africa over 30 years. We now have a network of full-service offices across the region, including in Casablanca and Johannesburg.

In each office we offer a mix of local and international lawyers who advise on transactions in their home country as well as in other key African jurisdictions including North Africa, sub-Saharan African and French-speaking Africa.

We enjoy good working relationships with a number of major local law firms in the region. These ensure we are able to provide a seamless and full range of legal services to clients throughout the region, even though we may not have a physical presence in a particular jurisdiction. In addition, we have developed strong links with all the major investment banks and financial institutions throughout the region.

A seamless service across the OHADA region

Our Casablanca team includes qualified lawyers with extensive experience of operating on OHADA jurisdictions. We have longstanding relationships with leading local counsel in each OHADA jurisdiction, developed through direct transactional experience, inter-office secondments, training programmes and diverse know-how initiatives. This allows us to offer our clients access to high quality local legal advice which is part of a consistent and seamless service. Our aim is always to deliver an efficient and cost-effective solution that achieves your commercial objectives.

Excellent relationships with local counsel in Africa

Through our extensive work in Africa, we have developed excellent relationships with the leading local law firms, as well as an understanding of their working practices. We are therefore able to work efficiently and project manage local counsel on our clients' behalf to ensure that our clients deal with one firm operating to the highest international standards.

“You have access to their global resources so if they don't have an answer immediately they will get one for you quickly.”

Chambers and Partners Global, Morocco 2022

“Naciri & Associés Allen & Overy 'remains one of the biggest firms in the market and has a key role on many of the big projects'.”

Legal 500 EMEA, Morocco 2018

A sector-focused approach

Like our clients, we take a sector-focused approach to the way we structure our teams in Morocco and globally. This enables us to share sector-specific market information, transaction and project insight and experience across our network of offices.

Our sector teams regularly attend and speak at core industry events and working forums and are members of relevant institutions and educational bodies across key sectors globally.

**Energy
and natural
resources**

**Infrastructure
and Public Law**

Mining

Oil & gas

Automotive

Telecoms

Insurance

**Financial
institutions**

**Real estate
& tourism**

Market-leading legal practices

Banking & Finance

- Project finance
- Islamic finance
- Bilateral and syndicated loans
- Acquisition finance
- Leveraged finance
- Cross-border financings
- Restructurings

Our regional Banking team is one of the leading practices in the MENA region and globally. Our track record, breadth of resources and consistent quality across the full range of finance disciplines make us truly unique. The regional team offers its clients advice on a broad spectrum of banking transactions, including single bank and syndicated loans, debt and structured financings, acquisition financings, asset financings, cross-border financings and project financings. A particular focus of our regional Banking practice is large-scale Islamic financings.

Corporate/ M&A

- Mergers, acquisitions and disposals
- Public company takeovers
- Private equity and hedge fund investments
- Spin-offs, recapitalisations, asset sales and restructurings
- General corporate matters
- Equity capital markets
- Privatisations

We advise on a full spectrum of corporate work, including mergers & acquisitions, joint ventures, corporate finance, equity capital markets, regulatory compliance, funds, employment, intellectual property and commercial agreements.

Our Corporate team includes lawyers with extensive regional and global experience providing a complete legal solution for corporate matters in Morocco and Africa.

Capital Markets

- Debt offerings
- Debt issuance programmes
- Convertible securities
- Derivative securities
- Initial public offerings (IPOs)
- Real Estate Investment Trusts (REITs)
- Sukuks

Our Moroccan Capital Markets practice has an impressive track record of advising on the full spectrum of listings, placings Sukuks and bonds issues. Our teams are accustomed to conducting transactions in close collaboration with our clients' teams, investment banks and in contact with the market authorities and the Casablanca Stock Exchange.



Investment Funds

- Real estate funds
- Private equity funds
- Shari’a-compliant funds
- Infrastructure funds

We have extensive experience of advising on the structuring, establishment and consequent investment of funds in the full range of sectors throughout North Africa. Our team advises government entities, private equity houses, financial institutions and corporate clients – on fund establishment and related issues, including the Shari’a aspects of fund structures. Our strength is our ability to apply our considerable international investment funds and cross-border transaction experience together with our experience in the MENA region over the last 30 years.



Litigation & Arbitration

- ICC proceedings
- ICSID proceedings
- LCIA proceedings
- DIAC proceedings
- UNCITRAL proceedings

Our Litigation lawyers have extensive experience of handling a wide range of disputes throughout Morocco and Africa. Our experience spans a broad spectrum of industry sectors, including construction, projects, oil and gas, power, water, engineering and professional services, finance and derivative products. This means that our clients benefit from strong, on the ground expertise as well as the reach of a global international litigation practice.

We aim to help clients resolve disputes before they escalate or, better still, prevent them from arising in the first place. Where a dispute is unavoidable, we work with you to find the best means of resolving it, whether it be litigation, arbitration or an alternative means of dispute resolution. Whatever route we take our objective is always the same – to reach a swift, cost-effective resolution that meets the needs of your business.



Real Estate & Construction

- Real estate development
- Real estate finance
- Planning and zoning
- Landlord and tenant
- Public Private Partnerships
- Procurement and construction

Our regional Real Estate practice consists of an integrated team of specialist lawyers. We have a particular focus on tourism, energy and infrastructure construction.

Our team has been involved in some of the most pivotal and pioneering work across the region and continue to advise on the development of both Morocco and Africa.



Projects

- **Energy (renewable energy, oil and gas)**
- **Water (seawater desalination wastewater treatment, water distribution, etc.)**
- **Infrastructure (airports, ports, railways, highways, construction)**
- **Mining and processing**
- **Telecommunications**

Our Casablanca team is fully integrated to Allen & Overy's Projects, Energy and Infrastructure Group. The team advises sponsors, governments, construction companies and lenders (including ECAs, DFIs and multi-laterals) on projects and project financings in Morocco and the region. We provide our clients with a totally integrated service on all aspects of project work, drawing on Allen & Overy's specialist skills in all relevant areas of law. We are active in all project sectors and has been involved in some of the most complex and prestigious projects in the Moroccan market and the region, many of which have been market firsts.



Public Law

- **Public procurement**
- **Local government law**
- **Public property rights**
- **General administrative law**
- **Sectoral regulations**

Our public law team regularly advises our clients on complex matters relating to financing/ structuring of large scale projects (infrastructure, energy, etc.), management of municipal public services – including urban public transportation (bus, tramway, etc.), power distribution, water distribution, sewage services and waste management, structuring/negotiation of project documentation for the development of foreign investments, privatization of public companies, dispute settlement in relation to public contracts, public tenders, and regulatory issues.

Key contacts

Hicham is the managing partner of Naciri & Associés Allen & Overy in Casablanca. He is based in our Casablanca office, leading a team of Arabic-French and English speaking lawyers working full-time on Moroccan and African transactions. He has extensive experience in mergers & acquisitions, private equity, real estate, structured finance, project finance and, more generally, in foreign investments. He has been involved in most large-scale, high profile transactions undertaken in Morocco over the last twenty years and is regularly advising clients on their acquisitions and investments in Africa. Hicham is top ranked as a leading individual in Chambers Global, IFLR1000 and Legal 500 EMEA. Jeune Afrique nominated him as the best business lawyer in Francophone Africa in 2018. Hicham is French and Moroccan law qualified.

Hicham is trilingual in French, English and Arabic.



Hicham Naciri

Partner, Casablanca

Tel +212 520 47 8000
hicham.naciri@allenoverly.com

Yassir focuses on mergers & acquisitions, capital markets and litigation and has worked on transactions in the Middle-East, North Africa and Sub-Saharan Africa. Yassir's experience in Africa includes specific experience of OHADA law.

He has advised several clients on local and international arbitration procedures both under Moroccan law and under a foreign legal framework and has been involved in dispute resolution and arbitration in relation to construction contracts, financial, corporate and commercial disputes. Yassir is highly ranked across multiple practices in all major directories, such as Chambers Global, Legal500 and IFLR1000.

Jeune Afrique nominated him as one of the best business lawyers in Francophone Africa in 2021.

Yassir is Moroccan-qualified and also a Registered Foreign Lawyer with the Solicitors' Regulation Authority (England & Wales).

Yassir is trilingual in French, English and Arabic.



Yassir Ghorbal

Partner, Casablanca

Tel +212 520 47 8000
yassir.ghorbal@allenoverly.com

Antoine is a Projects, Energy and Infrastructure partner based in Casablanca. He has extensive experience advising sponsors, project companies, state utilities and lenders on project development and finance transactions. His practice concentrates in particular on the development and financing of projects in the energy, infrastructure and oil & gas sectors, with a particular focus on North and Sub-Saharan Africa, although his projects also range across Europe. Antoine also advises on the sale, acquisition and refinancing of projects in the secondary market. In addition to his projects expertise, Antoine advises more generally on general lending and other banking transactions.

Antoine is highly ranked in international directories and Jeune Afrique nominated him as one of the best business lawyers in Francophone Africa in 2021.

Antoine is trilingual in English, French and Arabic.



Antoine Haddad

Partner, Casablanca

Tel +212 520 47 8000

antoine.haddad@allenoverly.com

“Excellent firm. We work with four of the five international firms in Morocco, and Hicham Naciri systematically overperforms. Excellent in every regard.”

IFLR1000 Morocco 2020 (Finance & Corporate)

“They are in a league of their own.”

Chambers and Partners Global, Morocco 2020 – Morocco (Corporate & Commercial)



Global presence

Allen & Overy is an international legal practice with approximately 5,600 people, including some 580 partners, working in more than 40 offices worldwide. A current list of Allen & Overy offices is available at www.allenoverly.com/global_coverage.

Allen & Overy means Allen & Overy LLP and/or its affiliated undertakings. Allen & Overy LLP is a limited liability partnership registered in England and Wales with registered number OC306763. Allen & Overy LLP is authorised and regulated by the Solicitors Regulation Authority of England and Wales.

The term partner is used to refer to a member of Allen & Overy LLP or an employee or consultant with equivalent standing and qualifications or an individual with equivalent status in one of Allen & Overy LLP's affiliated undertakings. A list of the members of Allen & Overy LLP and of the non-members who are designated as partners is open to inspection at our registered office at One Bishops Square, London E1 6AD.