

# Mohamed A. Hasan

## Partner

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Riyadh

Mohamed A. Hasan advises regional sovereign wealth funds, private equity firms, large corporates and multinational companies, family offices and investment houses on complex private and public mergers and acquisitions, joint ventures, and corporate restructurings in the Middle East.

### Representative Experience:\*

#### Oil & Gas

- The Industrialization and Energy Services Company (TAQA) on its US\$415m acquisition of drilling rigs and related assets from Schlumberger in Kuwait, Oman, Iraq and Pakistan.
- Advising The Industrialization and Energy Services Company (TAQA) on its 100% acquisition of AlMansoori Petroleum Services Company for circa US\$1bn.
- Abu Dhabi National Oil Company (ADNOC) on the circa US\$2bn disposal of a minority stake in its oil pipeline business to a consortium of private equity investors (including BlackRock and KKR).
- Abu Dhabi National Oil Company (ADNOC) on its disposal of a minority stake in its drilling business (ADNOC Drilling) to Baker Hughes.

#### Automotives & Mobility

- Advising PIF in connection with the proposed establishment of a joint venture with Alkhorayef and Alzamil families for an automotive zone in King Abdullah Economic City.
- Advising PIF in connection with the formation of a joint venture with Hyundai Motors Company to establish a world class automotive manufacturing facility in King Abdullah Economic City.
- Advising PIF in connection with the formation joint venture with the Saudi Electricity Company to develop electric vehicle charging infrastructure in the KSA.

#### Healthcare

- Advising US Renal Care on a proposed joint venture with Mediserv on the establishment of a renal care clinic chain in KSA.
- Amanat Holdings and Tamer Group on the disposal of their minority stake in International Medical Centre, a leading hospital based in Jeddah, to Kun Investments Holding.
- Tamer Group, on the merger of its pharmacies business, United Gulf Healthcare Company, with Innova Saudi Healthcare to create one of the leading pharmacy



### Capabilities

Mergers and Acquisitions  
Artificial Intelligence  
Energy and Infrastructure  
Life Sciences  
Media, Entertainment, and Technology  
Oil and Gas

### Credentials

#### Education

University of Nottingham - 2008 LL.B.  
(Hons)

#### Admissions

New York Bar

chains in Saudi Arabia.

- NMC Hospital on its US\$200 million acquisition of CosmeSurge Clinics, a premium cosmetic surgery brand in the UAE.
- NMC Hospital on its acquisition of Al Rashed Hospital in Saudi Arabia.
- Emirates Hospitals Group on its circa US\$100m acquisition of Al Khalidi Hospital, a major provider of inpatient and outpatient care in Jordan with renowned cancer treatment facilities.
- CSEH Investment LLC (a subsidiary of the KBBO Group) in its strategic expansion of its healthcare portfolio companies via strategic investments and joint ventures in major clinics and healthcare institutions across the Middle East, the USA and the European Union.
- Suad Lutfi on the disposal of a majority stake in her group of dermatology clinics across the GCC to Emirates Hospital LLC.
- Paradise Capital on the restructuring and divestment of its stake in the Egyptian Saudi German Hospital in Egypt.

#### Education

- Aramis Partners on the acquisition of a majority equity stake in a company owned by members of the Bin Omeir family which operates a number of private schools in Dubai and Abu Dhabi.
- Ma'arif Holding Company for Education and Training (the largest owner and operator of private schools in Saudi Arabia) in relation to the sale of 100 per cent. of their shareholding to GEMS Education and Hassana Investment Company.
- Advising Amanat on its majority investment in the Human Development Company, a company owned by Eight Lines Investments which manages and operates educational facilities for children with special needs in KSA .
- CI Capital Holding for Financial Investments, Egypt's leading diversified financial services and investment group, on the indirect acquisition with a group of co-investors of a 60% interest in Taaleem Management Services Company SAE, a leading higher education platform in Egypt.

#### Telecommunications, Media and Technology

- Advising Saudi Telecom Company (STC) in connection with the proposed sale of a 51% stake in Telecommunications Towers Company Limited (Tawal) to the Public Investment Fund (PIF) and the acquisition by Tawal of the Golden Lattice Investment Company (a subsidiary of PIF, which holds a large tower portfolio recently acquired from Zain KSA), to create a leading global tower company.
- Advising ADQ on its majority investment in StarzPlay, a subscription video on demand service based in the UAE.
- Etisalat on its 100% buy-out of Help AG, an advanced cybersecurity services provider in the UAE and Saudi Arabia.
- Emirates Investment Authority on its AED2.3bn acquisition of a 10% stake held by Mubadala Development Company in Emirates Integrated Telecommunications Company (Du), structured as an off-market trade on the Dubai Financial Market.
- Etisalat and Noor Bank on the launch of a Dirham-denominated digital payment services company in the UAE and regulated by the UAE Central Bank.
- Emirates Cable TV and Multimedia (E-Vision) (a subsidiary of Etisalat, the telecommunications firm in the UAE) on its investment in Playco Holdings and the distribution of StarzPlay content on its E-Life platforms.
- Ufone (Etisalat's subsidiary in Pakistan) on its proposed auction process for the sale and leaseback of circa 6,000 telecommunications towers in Pakistan

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[aborted].

## Private Equity & Venture Capital

- Cross Ocean Partners (an investment firm focusing on credit investments in a broad range of asset classes), and Fortress Investment Group (a leading global investment firm) on their joint venture and US\$900 million acquisition of a portfolio of shipping loans from Cerberus Capital Management.
- Abu Dhabi Capital Group on its acquisition of a stake in Equa Bank A.S.
- Goldman Sachs and the European Bank for Reconstruction and Development on their co-investment in Modanisa, a major online retailer of modest wear for women.
- Goldman Sachs on its minority investment in FixPrice group, a leading "dollar" chain store based in Russia and Central Asia.
- Goldman Sachs and Baring Vostok Capital Partners on their investment in Sravni.ru, a Russian-based comparator website of banking and insurance retail products.
- Amwal QSC (and a consortium of investors) on its proposed investment in DJI Technologies, a leading manufacturer of civilian drones [aborted].
- Blue Horizons ex Ventures LP on its investment in Spark Cognition Inc, a Silicon Valley-based start-up that specializes in developing deep AI technology.
- Certares LP on its co-investment with Dubai Holding in Nirvana, a major tourism business in the United Arab Emirates.

## Retail and Entertainment

- Advising PIF in connection with the proposed acquisition of a substantial minority interests in Tamimi Markets Company LLC, which operates a leading supermarket chain in the KSA, from Al Tamimi Company for Ali and Mohamed AlTamimi.
- Advising Events Investment Fund ("EIF") in connection with the proposed acquisition of a substantial minority interest in Informa Saudi Arabia Limited, a leading events company in the KSA, from Informa Middle East (a wholly-owned subsidiary of Informa PLC).
- Cruise Saudi, a leading operator and organizer of cruises in Saudi Arabia, on its strategic commercial agreement with MSC Cruises to operate international cruise trips for Cruise Saudi.
- Al Arabia, a leading designer and manufacturer of indoor and outdoor advertising billboards, on the disposal of a minority stake in MBC Group (the largest free to air television broadcaster in the Middle East).
- Engineer Holding Group on its joint venture with MBC Group (the largest free to air television broadcaster in the Middle East) to establish a major commercial advertising business with operations across the Middle East.
- Al Hokair Group on its pioneering joint venture with Cinapolis in relation to the establishment and operation of movie theatres in Saudi Arabia.
- Emaar Entertainment LLC on its joint venture with the Saudi Arabian General Organization for Social Insurance (GOSI) on the establishment and operation of Reel Cinemas in Saudi Arabia.
- Huhtamaki Oyj on the restructuring of its joint venture with the Olayan Group relating to their paper and plastics business in the GCC.
- The Kuwait Food Company (Americana Group) on its divestment of shares in Gulfa Water (a manufacturer of bottled water products in the UAE) to private Emirati investors as an off-market exchange on the Dubai Financial Market.
- Majid Al Futtaim (the UAE-based retailer and mall operator) on its proposed acquisition of Retail Arabia, the franchise owner of a major hypermarket and

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supermarket chain in the GCC.

- Paradise Capital, an investment house based in Egypt owned by the Sallam Family, on the multi-million dollar disposal of a stake to a strategic investor in connection with their white appliances business.

### **Commodities, Energy & Logistics**

- ADQ on its circa \$1bn acquisition of a strategic minority stake in the Louis Dreyfus Company (and their strategic commercial agreement relating to the long term supply of agricultural commodities to the United Arab Emirates).
- Advising SALIC on its US\$1.3bn substantial minority investment in Olam Agri Ltd, a major agricultural commodities supplier and trader.
- Advising PIF in connection with the proposed acquisition of a substantial minority interest in Saudi District Cooling Company (Saudi Tabreed), which operates a number of district cooling facilities across the Kingdom.
- Advising PIF in connection with proposed establishment of a joint venture with Hainan LONGi Green Energy Technology Co., Ltd to manufacture solar panels in the KSA.
- Advising Aberdeen Investcorp in connection with the proposed acquisition of a substantial minority interest in Tibah Airports Development Company, which holds the concession to operate the Medinah International Airport concession from PMIA Aviator B.V., a wholly owned subsidiary of TAV, together with certain co-investment arrangements with Investcorp and PIF.
- Advising PIF in connection with the proposed formation of a joint venture between its wholly owned subsidiary, the Renewable Energy Localization Company (RELC), Vision Industries Company and JinkoSolar Middle East DMCC to manufacture solar ingots and wafers in the KSA.
- Advising PIF in connection with the proposed formation of a joint venture between RELC, Vision Industries Company and Lumetech S.A. PTE. Ltd to manufacture solar ingots and wafers in the KSA.
- United Arab Shipping Company (UASC), the Dubai-headquartered container shipping business, and its majority shareholders Qatar Holding and Public Investment Fund of Saudi Arabia on its announced multi-billion dollar merger with German shipping company Hapag-Lloyd, one of the largest M&A deals ever in the MENA region.
- Portman Global Partners on its landmark joint venture with Abu Dhabi Capital Partners to acquire revenue generating assets (such as commodity royalties and streaming arrangements) of a portfolio of mines across a variety of jurisdictions.
- International Finance Group (the investment arm of the World Bank) on its US\$200 million equity investment in Unit Investment NV, a major utilities supplier in Türkiye and Central Asia.
- International Finance Group (the investment arm of the World Bank) on its multi-million dollar equity investment in Alcazar Energy Partners in connection with its proposed clean energy ventures across the world.
- DP World on its US\$670 million acquisition of Sokhna Port, Egypt, through the acquisition of a substantial shareholding in ECHCO, the company established for the operation of the port, from Amiral Holdings and Orascom Construction.

### **Banking & Finance**

- Advising Alpha Bank S.A., the Greek systemic bank, in connection with the sale of a substantial majority stake in Cepal Services (a company that commercializes debt receivables from real estate assets) to Cerberus Capital Management.
- Itau Middle East on its intra-group restructuring and merger with Itau Holding, one

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of the largest financial institutions in Latin America.

#### Real Estate

- Advising Red Sea Global on its joint venture with AIMutlaq to develop a luxury hotel development in the West Shura Islands of the Red Sea.
- Steppe Capital on its multi million dollar acquisition of a private beach villa project from Imkan Properties LLC.
- Reem Investments on its proposed strategic investment for a majority stake in a major Abu Dhabi real estate developer [aborted].
- Abu Dhabi Financial Group on its proposed acquisition of certain distressed real estate assets in the GCC, India and North Africa from Gulf Finance House [aborted].
- Investment Corporation of Dubai on its acquisition of a marquee hotel in Thailand.
- Gulf Islamic Investments on the structuring and organization of its REIT in the UAE.
- Advising AIUla Development Company on its proposed joint venture with Kun Investment Company to establish a luxury hotel development in AIUla, KSA.

#### Other

- Advising Modern Business Leaders (a subsidiary of the Mohammed Saleh Bin Laden Group) on the disposal of a 51% share in First Fix, a leader in MEP services in the Kingdom, to Red Sea International.
- Newhaven International Holdings on the disposal of Newhaven Corporate Services (a corporate and administration services provider with offices in Hong Kong, Guernsey, and the British Virgin Islands) to Vistra Group Holdings, one of the largest global corporate service providers.

*\* Includes representations prior to joining Gibson Dunn.*

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