

EMILE BOULOS | PARTNER

BIOGRAPHY

Carlo is a partner at Tribonian Law Advisors. Carlo's practice focuses on cross-border and domestic mergers and acquisitions, joint ventures, early stage investments, fund formation and corporate finance. He spent seven years practicing in Europe before moving to Dubai in 2008. Carlo has extensive experience working on tens of cross-border transactions across Europe, North America, the Middle East and Africa.



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REPRESENTATIVE EXPERIENCE*

- Represented the shareholders of Alpha Lloyds Insurance Brokers LLC, a leading insurance and reinsurance broker in the UAE, in the sale of 80% stake to MSH International LTD, an international healthcare solutions provider in the UAE.
- Represented NMC Health PLC (NMC), the LSE-listed leading integrated healthcare provider operating across the United Arab Emirates (UAE) and Saudi Arabia, in the acquisition of Al Zahra Hospital, one of the largest private hospitals in Sharjah, UAE, from Gulf Medical Projects for around AED 2.1 billion.
- Represented a Jordan-based food and industrial investment company in the sale by some of its shareholders to an Abu Dhabi-based investment firm, representing 50% of the company's share capital.
- Represented BRS Ventures in the multi-million dollar acquisition (through a special purpose vehicle) of 90% beneficial ownership of Abu Dhabi Vegetable Oil Company LLC, a company undertaking the business of production and refining of vegetable oil, manufacturing of basic organic chemicals acids, plastic bottles, containers and plastic floor covers.
- Represented Fakhif IVF's shareholders in the sale of a 51% stake of their fertility and in vitro fertilization (IVF) business to NMC Health PLC, a UK listed international healthcare provider.
- Represented Etisalat, a leading group in the telecommunications sector, in the sale to Millicom International ventures AB of 85% of the share capital of Zantel, a company providing integrated telecommunication services in Tanzania and Zanzibar.
- Represented BME, a subsidiary of Beiersdorf Germany, in the formation of a joint venture for the supply and distribution of Beiersdorf's products in the KSA.
- Represented TID, a GCC company listed on the Kuwait Stock Exchange, in its debt restructuring project under the Kuwaiti Financial Stability Law which involves corporate reorganization, asset transfers and the entry into finance documents under Kuwaiti Law.
- Represented a Dubai-based private equity firm and other co-investors in the acquisition of an 85% stake in a company undertaking the business of rental and supply of drilling equipment for the oil and gas sector.
- Represented the founding shareholders of a UAE-based company active in sourcing, storing and trading drugs, pharmaceutical non-medical cosmetics and surgical and therapeutic medical products, in the sale of a majority equity interest to a major healthcare group in the UAE.



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CURRICULUM VITAE

- Represented an Abu Dhabi-based healthcare group on a transaction involving the construction of a new hospital in Abu Dhabi, including the financing of the projects.
- Represented a leading telecommunications corporation on the establishment of independent tower operating companies to own and manage its existing and future passive network infrastructure and any third party mobile telecommunications operations across eight African jurisdictions (including the sale of towers and other passive infrastructure and associated services) and the related leaseback arrangements.
- Represented a leading telecommunications corporation in connection with the proposed divestiture of the entire issued and outstanding share capital in its African subsidiary.
- Represented a leading telecommunications corporation based out of Africa in connection with the build-to-suit and managed services arrangements relating to both its current and future tower portfolio.
- Represented a leading telecommunications corporation in connection with its investment in a Nigerian mobile telephone carrier.
- Represented a leading telecommunications corporation in connection with its corporate reorganization, including foreign subsidiaries.
- Represented a leading telecommunications corporation in connection with a transaction to acquire a telecommunications company in Iraq.
- Represented one of the largest Indian telecommunications companies in connection with a transaction to acquire the international operations of another telecommunications company, which spanned 15 African jurisdictions.
- Represented a leading electronics dealer and distributor in Saudi Arabia in connection with its proposed initial public offering on the Saudi Arabia Stock Exchange.
- Represented a private healthcare provider in Saudi Arabia in connection with its proposed initial public offering on the Saudi Arabia Stock Exchange.
- Represented Saudi Printing and Packaging Company, a listed Saudi company, in its acquisition of 100% of the share capital of Emirates National Factory for Plastic Industries.
- Represented a prominent corporate group in Saudi Arabia in relation to its acquisition of a majority stake in an aviation company in Saudi Arabia.
- Assisted an Abu Dhabi-based company in the drafting of contracting, engineering and architecture agreements in relation to the construction of a hospital in Abu Dhabi.
- Represented Jadwa Investment Company in connection with its acquisition of 35% of the share capital of Al Hokair Group for Tourism and Development Company.
- Represented Catalyst Private Equity in connection with the sale of the assets of X3M International Inc. in Abu Dhabi and Norway to Aker Well Services, a Norwegian provider of well intervention services.
- Represented an international private equity fund in connection with a transaction to purchase a 20% shareholding in a leading Middle Eastern chemicals company based in Kuwait.



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CURRICULUM VITAE

- Represented a major real estate brokerage company in connection with a share disposal in the UAE.
- Represented a leading investment corporation in connection with an investment in a UK business aviation company.
- Represented a joint venture between a foreign limited liability company and a UAE government entity.

*Emile and the TLA team acted as lead counsel while representing clients in the above listed matters.

EDUCATION AND PROFESSIONAL BACKGROUND

- University College London, BEng Mechanical Engineering with Business Finance, 2003
- BPP Law School, GDL, 2004
- BPP Law School, LPC, 2005
- Languages: English and Arabic

ACTIVITIES AND AFFILIATIONS

- Solicitor of the Supreme Court of England and Wales

PUBLICATIONS

- "Islamic Finance in M&A: Opportunities and Challenges", Islamic Finance News, 2012 (co-author)