

MJLA

# MJLA | LEGAL

SPECIALIST BUSINESS LAW FIRM

• Strategic Counsel • Expert Advice • Innovative Solutions • World-class Service

TRUSTED LEGAL ADVISORS FOR HIGH-VALUE, COMPLEX AND  
CHALLENGING TRANSACTIONS, PROJECTS AND DISPUTES.

## **THE FIRM**

MJLA LEGAL is a specialist business law firm which provides expert legal solutions to large business organizations. We are mostly instructed to help our clients with high-value, challenging and complex work, transactions and disputes. As trusted legal advisors, we work closely with our clients and blend strategic thinking, expert skills and innovative approach to develop and deliver legal solutions which make positive business sense.

Our areas of expertise include corporate and commercial, capital markets, competition, foreign investments, infrastructure, engineering and construction projects, privatisation, energy, strategic dispute resolution and legal risk management. We also specialize in providing customized legal solutions to leading businesses to help them generate legal value and minimize legal risks at enterprise level.

MJLA LEGAL has advised leading local businesses and Fortune 500 companies on Pakistan law and is preferred local counsel of several leading international law firms. We have been consistently ranked as one of the eminent corporate and commercial law firms of Pakistan by leading international legal directories including Chambers Global, Chambers Asia Pacific and The Legal 500 Asia Pacific.

We only offer services and accept instructions for which we believe we can provide full value to the client. We bring an independence of mind, understanding of purpose, a will to deliver and a proactive and collaborative approach to the assignments entrusted to us. We have an uncompromising determination to achieve excellence in everything we undertake, and are fully committed to adhere to the highest standards of professionalism, trust and integrity and develop mutually rewarding long-term relationships.

## **THE SERVICES**

### ▪ Strategic Legal Counsel

We help our clients to make intelligent legal choices and build long-term business success. We act as strategic legal counsel to on a wide range of legal issues, may that be legislative, regulatory or policy reforms, devising legal strategies to support new business models, structuring suitable business vehicles or transactions, negotiating and finalizing key commercial contracts, formulating and implementing good corporate governance practices, divesting or acquiring assets or businesses, carrying out corporate restructuring, mitigating key-risks, or implementing succession planning.

### ▪ Expert Legal Advice to Resolve Critical Legal Challenges

Very often, clients come to us with a critical legal challenge or opportunity which directly impacts their objectives, and requires expertise, dexterity, and business-friendly, far-sighted and holistic approach, for successful resolution. We identify the key-issues, collaborate with clients to develop best possible legal solutions, help the clients to select the best option, and deliver a solution which effectively supports the client objectives.

Clients mostly contact us for expert judgment and proactive and practical legal counsel to address specific legal issues involving or arising out of: legislative, regulatory or policy frameworks and reforms, interpretation of laws and legal rights and liabilities; negotiations, drafting and interpretation of contracts; building, managing or concluding business structures and commercial relationships; policy-making, critical decisions and risk management practices; settlement of claims and resolution of disputes; and regulatory investigations and enforcement proceedings. We help the clients to manage legal risks while maximizing business value and efficacy.

▪ Legal Value Partner

We work closely with our clients especially their legal teams to develop customized legal solutions which promote legal value and minimize legal risk at enterprise level to support their unique business model, distinctive capabilities and/or business operations.

▪ Local Counsel for Cross-Border Transactions and Disputes

We regularly act as legal advisors and consultants to foreign businesses operating or interested in doing business in Pakistan, and assist them on legal aspects of foreign investment, setting-up new businesses, corporate governance, acquisition of companies or business assets, joint ventures, mergers and takeovers, private equity transactions, risk management, and resolving business and commercial disputes.

## AREAS OF EXPERTISE

### CORPORATE

- JOINT VENTURES
- MERGERS AND ACQUISITIONS
- PRIVATE EQUITY
- VENTURE CAPITAL
- CORPORATE GOVERNANCE
- REORGANIZATION AND DEMERGERS
- BANKRUPTCY AND INSOLVENCY

### COMMERCIAL

- STRUCTURING TRANSACTIONS
- CONTRACTS
- SALE OF GOODS AND SERVICES
- INTERNATIONAL TRADE
- PUBLIC PROCUREMENT

### CAPITAL MARKETS

- IPOS
- CAPITAL MANAGEMENT
- CAPITAL RESTRUCTURING
- CONVERTIBLE AND EXCHANGEABLE SECURITIES

### INVESTMENTS/ PROJECTS

- FOREIGN DIRECT INVESTMENT
- PUBLIC PRIVATE PARTNERSHIP
- ENGINEERING / CONSTRUCTION

### PRIVATISATION

- REGULATORY REFORMS
- DUE DILIGENCE AND BIDDING
- SALE/ACQUISITION OF ASSETS

### ENERGY

- REGULATORY REFORMS
- POWER PROJECTS
- NATURAL RESOURCES

### COMPETITION

- ABUSE OF DOMINANCE
- CARTELS
- MERGER CONTROL
- MARKET/SECTOR INVESTIGATIONS
- ENFORCEMENT PROCEEDINGS

### STRATEGIC DISPUTES

- HIGH COURT LITIGATION
- ARBITRATION
- MEDIATION

## REPRESENTATIVE WORK

### CORPORATE AND COMMERCIAL

- MJLA has advised a Fortune 500 US company on equity investment in a listed company in Pakistan, and acted as its external legal counsel to conclude the transaction.
- MJLA advised one of the leading international telecommunication services company based in Europe on Pakistani law aspects of the transfer of assets in Pakistan, as part of a global agreement between the two international telecommunication services companies.
- MJLA advised a Fortune 500 company in setting-up business vehicle in Pakistan and acted as retained counsel to the Pakistan subsidiary, in close collaboration with the international legal team of the holding company.
- MJLA has advised a UAE based company on entering into a joint venture arrangement with a Pakistani company in connection with bidding for work related to a major infrastructure development project in Pakistan.
- MJLA was instructed by subsidiary of an international company to represent the subsidiary before the Securities and Exchange Commission of Pakistan in connection with the dispute relating to the issued share capital of the subsidiary.
- MJLA has advised a multinational listed company in Pakistan on corporate governance and investment in associated companies.
- MJLA assisted one of the leading business groups' of Pakistan with due diligence of a major sugar plant for acquisition of the same.
- MJLA advised a major power sector statutory body on various aspects of the Shareholders' Agreement and the Investors Agreement entered into between the statutory body, and an international power company in respect of an independent Pakistani power producing company.
- MJLA was instructed by an engineering company (operating at international level) which is a joint venture between a Pakistani business group and a foreign company, to conduct a Legal Audit of its project with a leading global petroleum company conducting exploration in Pakistan, and advise on improving the contract management practices and systems of the company.

“Clients appreciate that this firm’s service is “responsive and to the point” ... “the quality and integrity of advice is good, and issues are diligently followed up and deadlines are met.”

CHAMBERS GLOBAL GUIDE (2008)

## COMPETITION

- MJLA has advised several foreign companies on competition law aspects of acquisition of business organizations in Pakistan.
- MJLA has successfully represented a leading fertilizer manufacturing company before the Competition Commission of Pakistan, in proceedings based on an alleged abuse of ‘dominant position’ in the fertilizer market of Pakistan.
- MJLA advised a listed company on compliance with the competition laws in connection with the marketing and promotion schemes launched by the company.
- MJLA advised a listed company on its sale operations and receipt of advance payments from its authorized dealers, in light of the compliance requirements of the competition laws.
- MJLA advised one of the largest manufacturers and suppliers of advanced technologies for blood transfusion, on various aspects of Pakistani laws relevant to its business, including competition law, contract law and blood transfusion law. We also advised on the Distribution Agreement being negotiated between the company and its prospective distributors.

## STRATEGIC DISPUTE RESOLUTION

- MJLA advised a public-private partnership company established by the Government of Pakistan, on arbitration in respect of a dispute between the company and one of its contractors relating to construction of a multi-million Rupees Project, and represented the company in the legal proceedings leading to arbitration.
- MJLA successfully represented a leading food company of Pakistan before Lahore High Court, Lahore, in a Writ Petition filed against the Government of Punjab, in respect of enforcement of standards and laws of foods.
- MJLA advised a multinational enterprise on the arbitration clause in the shareholders agreement to be signed by the said enterprise to protect the investment worth millions of US dollars in a major business concern in Pakistan.
- MJLA advised a leading European company on the enforcement of a foreign arbitration award in Pakistan in connection with a dispute with its logistics partner in Pakistan.

“Lahore-based **Mujtaba Jamal Law Associates** is rapidly gaining an excellent reputation for its ‘flexibility’ and ‘willingness to innovate’.

**The ASIA PACIFIC Legal 500 (2009-2010)**

## THE TEAM

### Advisor

Mr. Mujtaba Jamal has extensive experience of advising senior leadership of businesses about sensitive, strategic and high-impact legal issues; his areas of expertise include private equity, foreign investment, joint ventures, mergers and acquisitions, takeovers, corporate governance, commercial contracts, public private partnership (PPP) projects, regulatory frameworks, competition and dispute resolution.

Mr. Jamal is recommended by the Chambers Global Guide, The Legal 500 Asia Pacific, and the Chambers Asia Pacific for his expertise in corporate and commercial laws and dispute resolution. Chambers Asia Pacific 2011 ranks Mr. Jamal as one of the leading corporate lawyers of Pakistan and reports him as a "brilliant lawyer, with a highly thorough approach." The Legal 500 Asia Pacific 2012 reports him as an "experienced attorney with sound business acumen." Chambers Global 2012 reports him as a "real business person's attorney who gives sound legal advice."

Mr. Jamal is a Barrister-at-Law of Lincoln's Inn, London, and a law graduate of the London School of Economics and Political Science, London. He has also completed EMBA degree course from Lahore University of Management Sciences (LUMS). He holds post-graduate professional diploma in law from the Inns of Court School of Law, London. He has attended Harvard Business School, USA, for executive education. Mr. Jamal has worked with a leading international law firm as Legal Director in Dubai and Riyadh, and also served as independent non-executive Director on the Board of a commercial bank. He has also completed Directors' Training Programme under the Code of Corporate Governance 2012.

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We are a teams-based organization and practice one firm-one culture philosophy. Our legal team is selected, trained, well-versed and committed to help clients by delivering sophisticated legal solutions for high-value, complex, challenging and novel transactions and disputes. We form a dedicated team of lawyers for each assignment in view of the nature and scope of work, and knowledge, skills and resources required to accomplish it.

### **RECENT PUBLICATIONS:**

- **Pakistan chapter in book titled Arbitration World, fourth edition, published by Thomson Reuters, London, UK, as part of European Lawyer Reference series.**
- **Pakistan chapter in Merger Control Review, 2012 edition, published by Law Business Research Limited, London, UK, in The Law Review series.**

<b>INDUSTRIES SERVED</b>	• Telecommunication	• Engineering	• Software and IT
	• Manufacturing	• Insurance	• Construction
	• Energy and Power	• Banking and Finance	• Regulatory Bodies

## Value Statement

We see service excellence as an integral part of professional excellence, and take proactive and collaborative approach in developing and delivering innovative and customized solutions.

We build mutually rewarding long-term relationships based upon professionalism, trust and integrity.

## MJLA | LEGAL

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