



CAIRO

5 Ibrahim Naguib Street  
Garden City Cairo 11451

t +20 (0) 2 27 98 02 00  
f +20 (0) 2 27 98 02 95

w hafeznet.com

## **Dr. KARIM HAFEZ**

Date of Call *1992*  
Nationality *Egyptian*

---

*Avocat*  
**Hafez**  
5 Ibrahim Naguib Street  
Garden City  
Cairo 11451  
EGYPT

*Professor of Law*  
**American University in Cairo**  
9 Rostom Street  
Garden City  
Cairo 11451  
EGYPT

E [Karim.Hafez@HafezNet.com](mailto:Karim.Hafez@HafezNet.com)  
D +20 (0) 2 27 98 02 44  
T +20 (0) 2 27 98 02 00  
F +20 (0) 2 27 94 58 36

E. [KHafez@aucegypt.edu](mailto:KHafez@aucegypt.edu)  
T + 20 (0) 2 27 91 22 31  
F + 20 (0) 2 27 95 75 65

Assistant : Ms. Nihal Akl  
E. [Nihal.Akl@HafezNet.com](mailto:Nihal.Akl@HafezNet.com)  
D +20 (0) 2 279 80 206

## **PROFESSIONAL & ACADEMIC EXPERIENCE**

Dr. Hafez is a full-time international arbitration lawyer. He is the principal of Hafez, a Cairo-based law firm specialized in international arbitration, and Professor of Law at the American University in Cairo, where he teaches international commercial arbitration and international investment law.

Dr. Hafez regularly acts as chairman, sole, and party-appointed arbitrator in disputes spanning the economic spectrum. As counsel, he is instructed by states, state-owned entities, private investors and corporations, and has prosecuted, defended, and advised on scores of large-value complex arbitrations in most industries, with an emphasis on telecom, investment, construction, project finance, power generation, oil and gas, and corporate disputes.

Dr. Hafez has handled cases under most major arbitration rules, including the arbitration rules of the International Centre for the Settlement of Investment Disputes (ICSID), the International Chamber of Commerce (ICC), the London Court of International

Arbitration (LCIA), the American Arbitration Association (AAA), the International Centre for Dispute Resolution (ICDR), the Dubai Centre for International Arbitration (DIAC), the Arbitration Centre of the Dubai International Financial Centre (DIFC), the London Maritime Arbitration Association (LMAA), the Cairo Regional Centre for International Commercial Arbitration (CRCICA), the Lebanese Centre of International Commercial Arbitration (LAC), and the Permanent Court of Arbitration (PCA), and the arbitration rules of United Nations Commission on International Trade Law (UNCITRAL). A sample list of his recent caseload is appended.

## **PROFESSIONAL RECOGNITION**

Dr. Hafez is regularly recognized in industry publications as a leading international arbitration lawyer. He has received recognition in Who's Who of International Arbitration. *Legal 500* calls him "*The outstanding arbitrator of the younger generation*", "*a very, very good lawyer*", "*universally acknowledged to be one of the country's rising stars in arbitration*", and says he "has a '*superlative*' reputation: both as counsel and as arbitrator". Chambers and Partners says "*he has been going like a rocket – he is a bright and up-and-coming force in arbitration who will one day get to the top*".

## **PROFESSIONAL ASSOCIATIONS & PANEL MEMBERSHIP**

Dr. Hafez is a member of the Arbitration Court of the London Court of International Arbitration and Vice President of its Arab User Council (London); member of the Court of Sport Arbitration (Lausanne); member of the Distinguished Panel of Neutrals of International Center for Dispute Resolution (New York/Dublin); member of the editorial board of the *Global Arbitration Review* (London); board member of the Arab Intellectual Property Mediation and Arbitration Society (Amman); coordinator of the Egyptian Arbitration Forum (Cairo); editor of the *Arab Journal of International Arbitration*; and fellow of the Chartered Institute of Arbitrators (London).

## **EDUCATION**

Dr. Hafez was educated in Cairo, Cambridge, and Harvard. His PhD, from Cambridge University, is for a dissertation entitled, 'Complex Arbitration.'

## **LANGUAGES**

Dr. Hafez handles cases in Arabic, English and French.

## **BAR MEMBERSHIP**

Dr. Hafez is member of the Egyptian Bar Association.

## CONCENTRATION AREAS

### *Telecommunications*

Dr. Hafez regularly acts as counsel and arbitrator in telecom disputes, as well as advises on dispute settlement arrangements involving mobile and satellite operators, including in respect of wet and dry infrastructure, interconnection, and access issues. Recent lead counsel appointments include acting for the incumbent fix operator in two international arbitrations involving interconnection and pricing disputes with mobile network operators, valued in excess of USD 5 billion, as well as representing a major Middle Eastern landline operator in two other related USD700-million arbitrations involving licensing disputes of a failed wireless technology. Notable past cases include representing a monopoly fixed-line operator in a dispute with a global provider of marine fiber-optic cable services, and acting for a Middle Eastern commercial agency in an ICC arbitration involving breach of contract claims. Dr. Hafez has also served as arbitrator in a major ICC arbitration involving a multi-billion dollar dispute over the acquisition of a GSM operating license in a gulf state.

### *Construction*

Dr. Hafez spends a significant portion of his professional time advising on building and engineering disputes. He represents contractors, employers, vendors, sureties, and other industry stakeholders, and acts across the full range of industry sectors, financing, and procurement strategies. He has arbitrated, prosecuted, defended, and advised on arbitrations relating to projects throughout the Middle East involving major real-estate developments for housing, office, retail, industry and leisure; power process and oil and gas projects; university campuses; airfields; locks; dams; radar stations, and other infrastructural developments. The disputes, many of which included DABs, DRBs, and other tiered dispute settlement mechanisms, involved various investment vehicles, project security, guarantees, and long-term outsourcing and partnering arrangements.

### *Foreign Investment*

Dr. Hafez regularly advises governments and corporations on foreign investment claims. He has recently successfully defended a Middle Eastern state against a claim for 500 Million Euros in compensation by UK investor alleging breach of a long-term airport concession agreement; and again in ICSID proceedings on a claim of 40 Million Euros in compensation involving the alleged expropriation of a hospitality investment by a Danish corporation. Dr. Hafez has also recently advised a Middle Eastern State on the successful settlement of a substantial investment claim by a major French corporation involving the alleged expropriation of prime real estate in a major Arab capital city. He has also recently advised a Middle Eastern state on a dispute with a global corporation involving the alleged expropriation of a major petrochemical facility. Dr. Hafez currently represents Egypt in the *Siag v. Egypt* ICSID proceedings, in *Helnan v. Egypt* ICSID annulment proceedings, and on the *Egypt v. WENA* ICSID application for revision. His current instructions also include advising an Arab government on a dispute under a bilateral investment treaty with an American Corporation involving a claim for compensation valued at 400 million dollars.

## ***Energy***

Dr. Hafez represents oil and gas operators in upstream and downstream disputes involving licensing, development, sale, marketing, management and integrated services. His recent representations include a major Middle Eastern corporation in a dispute with a global leader in the oil and gas service industry (which concluded with a settlement under which the client received USD 50 Million). His ongoing representations include advising an Arab government on disputes relating to the cross-border transit rights and long-term gas sale agreement concluded with the instrumentality of a foreign government. They also include acting for a regional exploration and production company in ICC arbitration against a Middle Eastern state instrumentality in a claim of 100 million dollars for breach of the terms of a concession agreement.

## ***Mergers, Acquisitions, and International Restructuring***

Dr. Hafez regularly advises on M&A and international restructuring disputes involving breach of representations and warranties in share purchase agreements, failure of regulatory compliance, breach of minority shareholder's protections, dysfunctional JV management structures, breach of escrow arrangements, and breakdown of price-determination and adjustment mechanism.

## ***Hospitality***

Dr. Hafez advises owners, managers, investors, and lenders in connection with disputes involving the hospitality industry in general and the hotel industry in particular. He regularly prosecutes and defends arbitrations involving management, concession, technical assistance, lease, joint venture, licensing, franchise, and credit and finance agreements. He represents the claimants in four major arbitrations involving Saudi and Swiss investments in the Middle East.

## **SAMPLE OF RECENT CASES**

- Chairman of tribunal in arbitration involving a major Lebanese construction project between two major Middle Eastern corporations
- Sole Arbitrator in London-based LCIA arbitration involving an English-law contract concerning the sale of hot-rolled steel coil between English and Algerian corporations
- Party-appointed arbitrator in Dubai-based ICC telecom arbitration involving a number of foreign investors and government corporate proxies in a multi-billion dollar dispute over the acquisition of a GSM operating license in a gulf state
- Party-appointed arbitrator in *ah doc* arbitration involving USD 75 Million dispute relating to the sale of shares in an investment vehicle controlling a cement factory
- Party-appointed arbitrator in London-based arbitration involving allegations of the failure to export equipment and machinery between English and Yemeni corporations

- Party-appointed arbitrator in various maritime disputes involving breach of contract and demurrage claims between major Swiss and Middle Eastern corporations
- Party-appointed arbitrator in energy services arbitration between US and Middle Eastern parties
- Party-appointed arbitrator a complex partnership dispute involving a property development in the Middle East
- Acting for a major incumbent fixed-line operator against two international mobile network operators in two arbitrations involving disputes valued at USD 5 Billion and involving interconnection and pricing issues
- Acting for a Middle Eastern telecom operator in USD 700 Million arbitration involving the licensing of a failed wireless technology
- Acting for a Middle Eastern State in an arbitration involving Euro 2.2 billion infrastructural irrigation project against an international building consortium
- Acting for a Middle Eastern State in a USD 1.3 Billion UNCITRAL investment arbitration, for alleged breach of a 40-year airport concession agreement
- Acting for an international building consortium in a USD 230 Million construction arbitration against a Saudi employer, involving office, residential and retail properties
- Acting for a Middle Eastern government instrumentality in a USD 60 Million institutional arbitration against a major US aerospace contractor, involving breach of a contract for the upgrade of national radar systems
- Acting for a Middle Eastern oil company in an arbitration involving breach of a contract to design and build an offshore oil production platform in the Persian Gulf
- Acting for a major Danish company in arbitral proceedings against a major regional contractor on claims amounting to USD 20 Million for the breach of a major dredging contract relating to the port of Damietta
- Acting for a Korean building consortium in mediation proceedings against an American institutional employer in a USD 200 Million educational development
- Acting for a major institutional Saudi investor in London-based UNCITRAL proceedings against another Arab corporation involving breach of the client's right of first refusal on share transfer
- Acting for the government of Egypt in a Euro 40 Million ICSID arbitration involving the alleged expropriation of a Danish investment in the hospitality industry (*Helnan v. Arab Republic of Egypt*)
- Acting for the government of Egypt in ICSID proceedings for the alleged expropriation of an Italian investment (*SIAG v. Arab Republic of Egypt*)
- Acting for a regional contractor in construction dispute against an international organization exercising a mandate in occupied territories

- Acting for a major regional oil and gas operator in USD 50 Million dispute against a leading American oil service contractor involving the wrongful termination of various service and agency agreements
- Acting for a Swiss management company in two multi-million dollar institutional arbitrations against Libyan owners on claims of wrongful termination of management agreements
- Acting for a major global operator in an institutional arbitration involving the wrongful termination of a hotel management agreement
- Acting for a Middle Eastern company in institutional arbitration against a major international hotel management company for alleged breach of management agreement
- Acting for a major regional IT service provider in institutional arbitration proceedings involving breach of subcontract claims
- Acting for a major Middle Eastern pharmaceutical distributor in an 15 million dollar institutional arbitration proceedings against an e-commerce platform integrator involving alleged breach of distribution agreement for the nationwide automation of the pharmaceutical industry
- Acting for a global maritime agency against a global liner in various LMAA London-based maritime arbitrations involving breach of contract claims

---