

Chiheb Razweni

PRESENTATION & REFERENCES

SUMMARY



ONLY EXCELLENCE

PART 1

QUALIFICATIONS

PART 2

REFERENCES

- M&A GENERAL COUNSEL
- BANKING & FINANCE
- PHARMACEUTICAL INDUSTRY
- AVIATION INDUSTRY
- COMPETITION, CONCENTRATIONS & FRANCHISING
- ICT & IP
- INCUBATORS, VCs & SSO
- STARTUPS
- NGOS
- LITIGATION & ARBITRATION
- SPORTS LAW

PART 3

Contact

Mr. Chiheb GHAZOUANI is leading the Corporate & Investment Department of CAG Law Firm. He used to be a corporate lawyer in Paris, France from 2000 to 2006 when he was working French and international law firms before moving to Tunisia in 2006. He is a PhD holder and also a law professor in Tunis and Paris.

He teaches currently REG TECH, E-commerce and corporate regulation. He has a large experience in setting up companies, joint ventures, legal advice and legal due diligence. He has +300 M&A track record. He is also very recognized in the ICT and startups ecosystem and he's counsel to +5 international VCs and +50 startups.

Mr. Chiheb GHAZOUANI is fluent in Arabic, English, Italian and French.



QUALIFICATIONS

- PhD in private Law from Paris II Panthéon-Assas University. Attorney, has practiced in Paris and Tunis.
- Has taught contracts law in Paris 1 Sorbonne University, Currently teaching Reg tech, e-commerce and Corporate Law in Tunis University (ISG, TBS).
- Appointed as arbitrator several times for investment litigation in ICC and in domain names disputes by the Tunisian Commission of Telecommunication.
- Made several conferences in Tunisia, France and USA.
- Has written a book on the legal framework of E-commerce international exchanges.
- Member of Tunisian Arbitration Association.
- Active in the civil society organizations as the Vice President of AFKAR think Tank and the Tunisian Association for Governance.
- Elected Secretary General of Club Africain.
- Very active in the startups ecosystem,
- business angel and cofounder in +10 startups.
- Has conducted several missions on drafting new Legal Frameworks in Africa, delivered 3 Report on « How to implement a Legal Framework for AI in Africa, also for updating the African Framework for Personal Data Protection and implementing a new one for Cybersecurity

PART 2

REFERENCES

[List of major clients / entities worked with in the last years Per Sector]





M&A and GENERAL COUNSEL

- **M&A and Investment funds**

Client or entity

STATE OF QATAR / SOVEREIGN FUND OF QATAR

Size of transactions

+2,5 B\$



Description

We acted as legal counsels for funds depending from the sovereign fund of Qatar. We realized more than 300 international M&A (starting from sourcing, sitting in investment committies, due diligence to the closing) in several MENA and European countries, we drafted Agreements with Governments, public & private sector partnerships.

Also we created Funds and sub-Funds in Tunisia, France and MENA.



- M&A and GENERAL COUNSEL

Description

Legal due diligence and closing for several acquisitions including banks, private companies ; MOU with govs

Size of transactions

+ 1,5B\$



ديوان الطيران المدني و المطارات
OFFICE DE L'AVIATION CIVILE ET DES AÉROPORTS



we Advised Colas Rail, major French rail company, for the Signing an agreement with the Tunisian Gov and a JV with Siemens for the implementation of Tunis city railways (RFR), Legal & tax aspects. Agreement amount was 1,1 Billion Euros,





BANKING AND FINANCE

- GENERAL COUNSEL & LITIGATION FOR BANK and INSURANCE SECTOR

Size of transactions

CAN'T BE SIZED

INSURANCE



BANKS





PHARMACEUTICAL INDUSTRY

- Pharmaceuticals industry

Description

General Legal Advisory, M&A, Partnerships and litigation for Major Pharmaceutical companies.
Data Protection matters.

Size of transactions

CAN'T BE SIZED





AVIATION INDUSTRY

- Aviation industry

Description

Setting up 5 companies / factories of AIRBUS sub-contractors in Tunisia.
Negotiating tax exemption and social incentives with the government,
negotiating financing and real estate matters.
General counsel and litigation.

Size of transactions

+25 M \$





COMPETITION, CONCENTRATIONS & FRANCHISING

- Competition, Concentrations & Franchising

Description

- Notification of concertation operations. All aspects of the concentration were held with the Ministry of Commerce
- Drafting Franchising contracts and handling Franchising procedures.
- Litigation in front of the Competition Counsel.

Size of transactions

CAN'T BE SIZED





ICT & IP

- IT & IP

Client or entity

ITTS GLOBAL

Description

Swiss-Moroccan IT consultancy company specialized in implementation of Temenos banking software. We actually worked on SOW & implementation contracts with one major bank in Tunisia, major Banks in UAE, KSA, USA, Switzerland, Spain, Mexico, Zambia and 2 major banks in France.

Size of transactions

CAN'T BE SIZED



Client or entity

INTILAQ

Description

INTILAQ is the major incubator of startups in Tunisia. CAG acted as a general Counsel setting up the incubator from A to Z and acted as a legal counsel on demand for its 26 funded startups



- IT & IP

Client or entity **POULINA GROUP HOLDING**

Description E-Banking subsidiary file preparation.



Client or entity **OTHER CLIENTS**

Description General Counsel, contracts, IP matters, litigation



Size of transactions

CAN'T BE SIZED



EUROPE



Since 2018, We are exclusive Legal advisor to ITSS.
ITSS is a TEMENOS IT banks information solutions implementer. We drafted contracts for our client ITSS with these banks starting from negotiation to closing

AMERICAS



ASIA



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ITSS is a TEMENOS IT banks information solutions implementer. We drafted contracts for our client ITSS with these banks starting from negotiation to closing

AFRICA



MIDDLE EAST







INCUBATORS, VCs & SSO

- Incubators, VCs, SSO, startups funding programs and entities we advised

atuge Fr

TEAMLINK

INTILAQ
INNOVATION & BUSINESS HUB
by QFF

STB INVEST

UGFS
North Africa

Connect
Innov lab

Connect
Innov

OPEN
STARTUP TUNISIA

Dot
tn

record
digital

smart
africa
CONNECT. INNOVATE. TRANSFORM

F6

FLAT6LABS

betacube

Promise

NOVATION
CITY




STARTUPS

GENERAL COUNSEL FOR THE PREPARATION OF DEPLOYMENT IN TUNISIA **Legal and Tax Advisory – Specific Regulation Studies**



- **Startups : we have advised +50 startups, from early stage to Serie A**

Client or entity -			
CONSTRUCTION TECH	MOBILITY		TELCO
<div><p>Raised 10M\$</p></div>	<div><p>Raised 1,1M TND</p></div>	<div></div>	<div></div>

IA

HEXAGONE - FABSKILL

HEXAGONE - Description

French AI Startup developing Behavioral data analysis software application particularly in the fields of military security and insurance fraud. We handled Joint-venture & IP matters. Raised 8M\$ from and US VC.



fabskill

HEXAGON

Raised 8M\$

- **Startups**

Client

FINTECHS

&

CROWDFUNDING

LEGAL TECHS



أول موقع عربي يدعم
طلاق قرارك



HEALTH TECHS



ARTI Z YOU



- Startups

EDTECH



OTHER



Raised 1,2 MTND



AGRITECH



- Startups

OTHER



Dabchy
.com





GENERAL COUNSEL TO NGOS

- General Counsel to NGOs : setting-up, labour, tax, Relationship with local authorities
-

Size of transactions

CAN'T BE SIZED



LITIGATION & ARBITRATION

12

Arbitrations in the last 5 years

MORE THAN

500

LITIGATIONS

SPORTS LAW

MORE THAN
100

Litigation & Arbitration in front
of CAS – TAS in Switzerland and
France, and national / international
jurisdictions



REPRESENTATION OF +5
INTERNATIONAL FOOTBALL AND
TENNIS PLAYERS INCLUDING OUR
NATIONAL PRIDE Mrs ONS JABEUR





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