

SULTAN AL GHAFRI

Managing Partner
Al Khalili, Al Ghailani & Co.

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Introduction

- Sultan is a co-founding partner at Al Khalili, Al Ghailani & Co. LLP, heading the legal advisory and litigation team. Sultan leads the team of litigation in 16 million Omani Riyals International arbitration dispute representing a well know international construction company.
- Sultan leads the team of litigation in another \$16 million domestic arbitration dispute representing one of the leading construction companies in Oman. Sultan advising one of the Pension State Funds to conclude a \$4.1 million joint venture agreement with a local company and another governmental entity in Oman.
- Sultan drafted a \$10 million deal of warehouse investment for another State Pension Fund. Sultan, works on drafting and reviewing Integrated Touristic Complexes ("ITC") agreements, and drafting many Sale-Purchase agreements for ITCs projects and local companies real estate projects, Sultan negotiated on behalf of K & Co's clients on several different deals regarding developments of plots and many other real estate projects. Sultan is specialist also in handling and managing the financial structures of companies, he led the team of liquidation of 5-star hotel in Oman.

Work Experience

Managing Partner - (Al Khalili, Al Ghailani & Co. LLP)
(September 2021 - Current).

Partner - Al Khalili, Al Ghailani & Co. LLP
(June 2018 - August 2021)

Legal Consultant - Yaqoob Al Harthi Law Firm.
(April 2015 - May 2018)

Trainee Lawyer - Mohammed Al Ruqishi Law Firm.
(August 2014 - April 2015)

Special Projects

- **NEGOTIATION AND DRAFTING OF DOCUMENTS FOR THE ESTABLISHMENT OF AN INVESTMENT FUND:**

Sultan advised a high net individual and negotiating on their behalf for the establishment of a technology inclined investment fund which approaches to compliment the technology sector in the Sultanate.

- **DRAFTING AND REVIEWING THE PROPERTY RULES AND REGULATIONS, DEVELOPMENT CONTROL PLAN FOR A MULTI-MILLION RIAL TOURISTIC COMPLEX IN OMAN:**

Sultan drafted and reviewed a property rules and regulations and development control plan for the in accordance with Master Development Agreement established between the government and our client.

- **ADVISE AND RESTRUCTURING OF THE SPA FOR AN INTEGRATED TOURISM COMPLEX:**

Sultan advised a newly established project within an integrated tourism complex (ITC), which involved our corporate team's drafting and input on the sale and purchase and maintenance agreements for the project along with the association rules for the homeowners in the project. Sultan subsequently advised on potential dispute resolution solutions for the defaulting clients of the abovementioned project.

Admission

- Omanis Courts of Appeal.
- Omanis Primary Courts.

Languages

- Arabic
- English
- French

Education and Qualifications:

- Diploma in International Arbitration, Christ Church, University of Oxford. Level 1 and Level 2.
- Master in International Business Law, Paris 5, Université de Paris Descartes.
- La cour Français Langue Étrangère « FLE », Paris 4, Université de Paris Sorbonne.
- Sultan Qaboos University, College of Law, Bachelor of Commercial Law.
- London School of Economic, Summer School Course, International Investment Law (Grade –B).
- London School of Economics, Summer School Course, Commercial Law (Grade B).

- **DRAFTING AND OVERSEEING THE DOCUMENTS RELATING TO CONSTRUCTION OF AN INTEGRATED TOURISM COMPLEX COMPRISING OF A MULTI-TOWER BUILDING:**

Sultan drafted the fund-raising documents relating to a multi-tower ITC project and sale agreements relative to the project

- **DRAFTED MULTIPLE CONTRACTS FOR A FIVE-STAR HOTEL BETWEEN THEM AND SUPPLIERS AND CONTRACTORS:**

Sultan along with the firm team was the primary legal advisor for the client and reviewed and drafted all contracts between the client and their suppliers and contractors (i.e caterers, cleaners, events coordinators, etc).

- **DRAFTING THE CONTRACT FOR THE DEVELOPMENT OF LAND WITH NOTABLE INVESTMENT AUTHORITY:**

Sultan drafted the Development Agreement of four plots belonging to the client in four different areas in accordance with the governments agenda to supported the creation of public-private partnerships.

- **ADVISED AN OMANI MARKET LEADER ON A USUFRUCT AGREEMENT ENTERED INTO WITH THE GOVERNMENT OF THE SULTANATE OF OMAN RELATING TO AN ITC PROJECT.**
- **ADVISING AND REPRESENTING A LEADING INDUSTRIAL FACTORY ON THE SHAREHOLDING STRUCTURE.**
- **CONDUCT A FULL REVIEW OF MULTI-NATIONAL GROUP AND ITS SHAREHOLDERS FOR A MEGA PROJECT IN OMAN:**

Sultan was entrusted to review and oversee a detailed due diligence relating to a notable multi-national group and its shareholders which is a leading mining company internationally.

- **CROSS-BORDER ACQUISITION BY A LEADING MINING GROUP BY A MAJOR INTERNATIONAL LISTED AUSTRALIAN COMPANY:**

Sultan and K & Co. team drafted and conducted due diligence and share transfer documents relating to acquisition of a leading mining group in Oman by a major market player in the mining industry. Sultan reviewed all the documents relating to the target companies and provided the client with a detailed legal analysis.

Arbitration Experience:

- **REPRESENTING A CLIENT IN FILING AN ARBITRATION CLAIM REGARDING A CONSTRUCTION DISPUTE:**

Sultan filed an arbitration claim and represented a mega construction company in Arbitration Proceedings relating to its 17 Million Omani Rials claims under a construction contract for building a 60 Million Omani Rial multi-purpose mall in Oman

- **REPRESENTING A CLIENT IN ARBITRATION CLAIM REGARDING A CONSTRUCTION DISPUTE:**

Sultan representing a company on its 6 million Omani Riyal arbitration claim under a construction contract (Omani Standard Terms and Conditions) for building commercial and residential building in Oman.

- **REPRESENTING A CLIENT IN FILING AN ARBITRATION CLAIM REGARDING A CONSTRUCTION DISPUTE:**

Sultan filed an arbitration claim and represented a mega construction company in Arbitration Proceedings relating to its 100,000 Omani Rials claims under a construction contract for building a Commercial and residential building in Oman

- **REPRESENTING A CLIENT IN ARBITRATION CLAIM REGARDING A CONSTRUCTION DISPUTE:**

Sultan representing a company on its 6 million Omani Riyal arbitration claim under a construction contract (Omani Standard Terms and Conditions) for building commercial and residential building in Oman.

- **ADVICE A CLIENT REGARDING THE ENFORCMENT OF A FOREIGNN ARBITRATL AWARD IN THE SULTANATE OF OMAN:**

Sultan advised and guided the client through the possibility of enforcing a foreign arbitral award issued under ICC rules and UK Laws in the Sultanate of Oman. We further guided and ensured the proper enforcement procedures were taken in line with the relevant Omani laws and practice.

- **REPRESENTING A DEVELOPMENT COMPANY IN MINOR ARBITRATION CASES (ANNUAL FEES):**

Sultan representing a real estate development company in 3 minor arbitration claims for its annual maintenance fees, all three claims ended with settlements.