

**Attorney Dr. Mahmoud Ghonaim**

**Canadian & Egyptian National**

**Mastering:** Arabic, English & French Langue

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I am an expert and legal adviser enjoying Academy legal and practicability process with varied experience for more than ***thirty-eight (38) years*** of work and has worked as legal advisor and lawyer and a representative of the public prosecution and judge in many public and private sector and international bodies, airlines, communication companies with international character, financial and portfolio, universities and scientific institutes, specialized educational professional firms and real estate and construction giant projects worth more than ***two billion US dollars*** as well as their representation in several civil and commercial proceedings before courts and mitigation groups in private, commercial and government industries within the Middle East and Canada region

**Key qualifications/skills:**

•Qualified Practicing lawyer since 1977;

•Senior legal expert for Multinational Corporations and expert in Negotiation; Arbitration and Alternate Dispute Resolutions;

•Extensive experience in drafting and reviewing of by-laws, Rules and Regulations, Codes of Conducts, Legal Contracts/Agreements, MOU, MOA, Lease/ Purchase Agreements, JV, LOI, LOA, Supply, Operation & Maintenance Agreements, RFP’s, PB, APG, LC, LG, and International Conventions;

• Legal Expert& Lecturer in International Telecommunication, ITU Rules & Regulations and Aerospace Civil Aviation, Aviation Law, Airlines;

•In depth Legal Experience in Commercial and Corporate law, Finance, Investment, Litigation, Agreements, Contracts & Tenders Negotiations, Patent & Copy Right Protection, Claims and Risk Management, Compliance, Regulatory related activities & Risk Control;

•Profound experience in *FIDIC standards, regulations* and methodologies related to Real Estate, construction and urban planning, Infrastructure & facilities;

•Extensive local legal experience in the Middle East GCC Countries as well as in Canada;

•Negotiating experience with external service suppliers on related contracts, patents and copyright agreements;

•Extensive experience in managing complex mergers, acquisitions, other corporate transactions, and providing corporate supremacy instructions

•Extensive experience in corporate banking, financial, placement, treasury and investment and wealth management;

•Client/Customer service oriented;

**Professional Experience**

* **2008 to Present Head of Legal & Legal Advisor Bunya Enterprises; UAE**

As part of the Royal Group, Bunya is responsible for a development of infrastructure works in Reem Island, Abu Dhabi. (***Project worth 20 billion Dhs***)

**My Responsibilities:** (*between other responsibilities*)

• Provide proactive legal advices and assistance on various matters, such as commercial, technical agreements, government-funding agreement, dispute resolutions, regulatory and governance etc;

**•** Ensuring legal, credit, security and guarantees documents such as (*LC, LG, PB* *etc*) effectively drafted reviewed and interpreted;

* Ensuring the risk management, assessment and mitigation *etc;*
* Dealing, communicating, coordinating & negotiating with at least **14** governmental authorities & over **150** Contractors, Consultants financial institutions *etc* on all aspects of the infrastructure development and constructions approval for potable water, electricity, natural gas, district cooling and Telecommunications, *etc*

**Achievements:**

* Substantial Legal cost saving for and due to till date I am assuring the out of court disputes settlements;
* Substantial cost saving for in-house drafting, reviewing, negotiating all type of Agreements *etc*;
* Standardized the company documents such as ( HR, procurement, Manual of Authorities, Disciplinary Rules *etc*)
* **2007 to 2008 Professor of Law & Legal Advisor to the President Bahrain University**

**My Responsibilities:**

* Teaching the following Courses in English:

(*Commercial Law, Banking Laws, Agency Law, and Company Law of Trade*);

* Acted as Legal Advisor to the University President;
* Drafted and reviewed all types of Agreements between the university and third parties;
* **2005 to 2007 The General Counsel Legal Gulf Air, Bahrain**

**My Responsibilities:** *(between other responsibilities)*

* Take controls of the legal function for the businesses in particular aeronautical issues with emphasize on the obligation of the company within European, Middle East and North America routs, ensuring that the interests of the organization are protected at all times;
* Drafted, structured, reviewed and negotiated strategic and complex commercial economic, financial/banking, agreements and corporate transactions, including highly structured partnerships and complex mergers, acquisitions and dispositions;
* Developed and directed the strategic plan for the legal department planning;
* Oversaw company’s mandate and practices, policies regulations and related regulatory compliance;
* Member in the negotiation team for all commercial, financial, technical aviation contractual documents, agreements, such as: Cod-Share, Ground Handling, Catering, General Sales Agents, Aircraft, Charter, Lease(dry/wet) & Purchase, Aircraft & Engine maintenance, Alliances, Slots allocation, Fuel, agreements, Air Service Transit agreements, Air Service agreement

**Achievements:**

* I have created a Legal Department with aviation and Courts Legal expertise and Lawyers;
* In 2006, I have introduced the “General Conditions of Carriage for Passenger & Cargo” in accordance with Montreal Convention of 1999 & Warsaw Convention, IATA Resolution and Rules, on Gulf Air Website and Hard formats, which was never been updated since 1997;
* Late 2006 I have prepared, drafted and implemented the E-Ticketing”;
* Finalizing the claim of “Gulf Air Trade Marks and completing its Registrations and Renewal Worldwide” which never been done since early 50th;
* I have introduced the first draft for Staff regulations which never been since 1987 “Staff Regulation & Disciplinary Regulations”;
* 2006 I have achieved *settlement out of court Case since 1987*, and “saved the company not less than 61 US$ Million not to pay as a compensation to one of the GSA;
* 2006 I have *won Arbitration Case representing Gulf Air Against American Airline in New York*;
* I have managed to get the ownership of the “Gulf Air.com Domain Name” which was stolen for over 15 years by out of court settlement;
* I have managed to “Reduce number of Claims and protect the image and other interests of the company and minimize the number of claims” by the company’s passenger and customers by providing mechanism to support Customer Care Department;
* 2006/2007, I have “saved the company about sum of One million Bahraini Dinar in Court Cases”.
* **2000 to 2005 Senior Legal Expert Kuwait Airways, Kuwait**

**My Responsibilities: (***between other responsibilities***)**

* Provided advice and assistance to the Board Members, Chief Executive Officer, and Management Committee on legal, administrative and Aeronautical procedural matters, difficulties of airlines & aviation rules and regulations, commercial law, labour law and related matters;
* Drafted, reviewed, part of the negotiation team for all technical, commercial, financial, aviation contractual documents, agreements, such as: Cod-Share, Ground Handling, Catering, General Sales Agents, Aircraft, Charter, Lease(dry/wet) & Purchase, Aircraft & Engine maintenance, Alliances, Slots allocation, Fuel, agreements, Air Service Transit agreements, Air Service agreement, JV, MOU, MOA;
* safety and Human factors, the Mobile Equipment in accordance of Cape Town convention of 2001;
* Planning, conducting, drafting and interpreting contracts, bilateral/collective agreements; legal research/advice; tenders and auction documents, service/financial policies and regulations, corporate law as assigned;
* Reviewing legal rules and decisions of the corporation;
* Advising on legal, technical, financial, insurance or tax disputes, studding related supporting documents and providing appropriate legal advice accordingly;
* Oversaw outsourced lawyer activities, investigations and disputes.
* Studying, reviewing and recommending on the international agreements referred to the corporation by Civil Aviation Authorities.
* Liaised with safety, security, cargo, traffic, transport, passenger services and outstation departments etc. on the implementation of the necessary procedures;

**Achievements:**

* Conducted Training Courses for Pilots, Cabin Crow, Ground Service Staffs on various aviation topics on a regular basis from 2002 to 2005 such as: the Mobile Equipment in accordance of Cape-Town convention of 2001 on the impact of the new national, international law and regulations imposed by foreign countries as second destination for our flights affecting the company in particular North America and European Union, Australia, India etc. aviation rules and regulations such as Non-smoking rules on board, Handicap needs on board, the airline liability in case of delay, deny boarding or cancelation of flights for passengers and air cargo as been imposed by USA and EU regulations, the new liability regime in accordance to Montreal Convention of 1999;
* In 2003, I have introduced the “General Conditions of Carriage for Passenger & Cargo” in accordance with Montreal Convention of 1999 & Warsaw Convention, IATA Resolution and Rules, on Kuwait Airways Website and Hard formats;
* Late 2003 I have prepared, drafted and implemented the E-Ticketing”;
* In 2004, I have introduced the first draft of the “Staff Regulation & Disciplinary Regulations”;
* In 2005, *I have wan Arbitration case against one of the GSA* was claiming for one and half million US$.
* Reviewed the proposed rules on disabled passengers suggested by U.S. DOT;
* Drafted the Security Manual for Kuwait Airways;
* Drafting the security manual, general condition of carriage for Passenger, Cargo; Operation Manual to assure its compatibility with the Kuwaiti Civil Aviation Laws, ICAO (SARP's) and IATA rules and resolutions;
* Participated in drafting the civil aviation and air transport new law in Kuwait;
* 1**998 to 2000 Senior Legal Expert National Guard, Kuwait;**
* **1997 to 2000 Legal Advisor**(Part-Time) **Quality Net Telecom &Internet Service Provider, Kuwait;**
* **1997 to 2000 Legal Advisor**(Part-Time) **El-Saleh Finance & Portfolio, Kuwait;**
* 1997 to 2000 **Attorney at Law** (Part-Time) **El-Kebra Law Firm, Kuwait;**
* 1997 to 1997 **Attorney at Law & Legal Advisor Shalakany Law Firm, Egypt;**
* 1995 to 2000 **Associate & Legal Consultant** (Part-Time) **Donald Bunker and Associates/Can/Egy/UAE;**
* 1993 to 1995 **Legal Researcher & Lecturer Inst. Air & Space Law, McGill, Canada;**
* 1988 to 1995 **Technician & Coordination Center of Research , McGill, Canada;**
* 1984 to 1987 **Attorney at Law & Legal Consultant Shalakany Law Firm, Cairo, Egypt;**
* 1981 to 1983 **Barrister & Legal Consultant El Batrawy Barrister, Montreal, Canada;**
* 1977 to 1980 **Attorney Public & Judge Justice General Directorate, Ministry of Defence, Egypt**

**Education and Certification**

* Chifley Business School, Australia; *Master of Business Administration (****MBA****)*, 2015;
* International Academy of Business and Financial Management; *Certified Compliance Professional* (***CCP****)*, 2012;
* McGill University, Canada, *Doctorate Degree (****D.C.L.****)* 1995;
* McGill University, Canada, Institute and Centre of Air & Space Law, *Master of Laws (****LL.M.),***1992;
* McGill University, Canada, , Institute and Centre of Air & Space Law, *Graduate Diploma in Law*, 1990;
* Military Academy, Egypt, *Military Tanning Legal Studies Diploma*, 1978;
* Cairo University, Egypt, *Bachelor of Law*, 1977

**Membership of Professional Bodies**

• Egyptian Bar Association, 1981

• Institute of Air & Space Law Fellow, McGill University, Canada, 1988

• Canadian Bar Association, Canada, 1991;

• International Bar Association, London, 1991;

• Arab Lawyers Union, 1997;

• The Egyptian Society for Economic, Political, Statistic and Legislation, 1995;

• Alternative Dispute Resolution (ADR) Professionals 2010;

• Canada Business and Professional Network 2010;

• Aviation & Aerospace Professionals 2010;

• GCC Lawyers and Legal Counsels 2010;

• In-House Legal Forum-UK and International 2010;

• Member of the International Academy of Business and Financial Management 2012;

**Specific experience in Canada and Middle East region:**

**Country Date from - Date to**

United Arab Emirates 09/2008 to Date **(7 years+)**

Bahrain 2005-2008 **(3 years+)**

Kuwait 1998-2005 **(8 years+)**

Egypt 1995-1998 **(3 years+)**

Canada 1980-1995 **(15 years+)**

Egypt 1977-1980 **(4 years+)**

**References:** On request