



## Workshop Objectives:

- Share knowledge about the most important legal aspects of doing business in the UAE.
- Address most common legal questions related to entrepreneurship in the region.
- Understand possible ways of resolving legal issues every business may face.
- Establish relations with legal professionals providing support and assistance to SMEs.
- Get an opportunity for networking with members of a business community and legal fraternity.



## Agenda :

8:15AM - 9:00AM	:	Registration and Networking
9:00AM - 9:40AM	:	Negotiating in a Multicultural Environment by Helene Mathieu
9:50AM - 10:30AM	:	Brand Protection in the UAE by Maria Khan
10:40AM - 11:00AM	:	Coffee Break
11:00AM - 11:40AM	:	The Fundamentals of Value Added Tax in the GCC by Aws. M. Younis
11:50AM - 12:30PM	:	Introduction to the UAE Limited liability Companies by Ahmed Elnaggar
12:40PM - 1:20PM	:	Break
1:20PM - 2:30PM	:	Panel discussion and Q & A
2:30PM - 2:45PM	:	Coffee Break
2:45PM - 4:00PM	:	<b>Roundtables:</b> <ul style="list-style-type: none"><li>-The Fundamentals of Value Added Tax in the GCC by Aws. M. Younis</li><li>-Negotiating in a Multicultural Environment by Helene Mathieu</li><li>-Introduction to the UAE Limited liability Companies by Ahmed Elnaggar</li><li>-Brand Protection in the UAE by Maria Khan</li></ul>





## **Suzanna Kalendzhian**

Founder & CMO of LegalAdviceME.com International  
Speaker and Legal Tech expert.

Suzanna Kalendzhian is the Founder of [LegalAdviceME.com](https://LegalAdviceME.com) - an award-winning online legal services platform connecting consumers and lawyers across the Middle East by allowing them to find, communicate and transact with each other online.





## **Aws M. Younis**

**Managing Director of Abdulla Al Suwaidi Advocates & Legal Consultants**

Aws. M. Younis is qualified Senior Legal Consultant with more than 25 years' experience in the United Arab Emirates and whose practice area covers Corporate, Real Estate, commercial, Banking, and Civil Law. Aws Possesses legal consulting, writing-drafting legal documentation and client coordination skills. Aws has presented to most effective leaders and business developers and variety of financial planning organization on key issues, he has also made presentations on financial and managerial topics to numerous professional groups.

Aws is has a dedicated personality, a motivational speaker with critical thinking, judgment making, presentation, negotiation, communication, speaking and active listening skills.

**Title:** The Fundamentals of Value Added Tax in the GCC

### **List of Main objectives:**

- - VAT legislative development in the GCC;
- - VAT implementation: agenda and timelines;
- - Background and impact of VAT introduction on the economy etc.



## Helene Mathieu

Founder of Helene Mathieu Legal Consultants

Helene Mathieu is the founder of Helene Mathieu Legal Consultants, commonly known as HMLC. In 1997 Ms. Mathieu helped pave the way for many others being one of the first Western women to successfully obtain a professional trade license for a legal consultancy in Dubai, United Arab Emirates. Over the years, HMLC has assisted in the establishment, relocation, and settlement of hundreds of international and regional companies. HMLC is globally known for its abilities to creatively and professionally help an array of international businesses and private clients. Business support, settlement, arbitration and specialized legal services are amongst the core activities of the firm today.

**Topic:** Negotiating in a Multicultural Environment

### List of Main objectives:

- Learn to recognize and manage cultural issues in multicultural negotiations;
- Better understanding of the major cultural differences in styles of negotiations i.e. Western, Middle Eastern and Eastern approach to negotiations;
- Provide pragmatic advice as to how to successfully negotiate in a multicultural environment.





## Ahmed Elnaggar

Head of Corporate Structures Dept at Dar Al Balagh  
Advocates and Legal Consultancy

Ahmed Elnaggar is an experienced Legal Consultant & Corporate Structures Specialist, with a decade of experience in Corporate Structures.

His main expertise is in company formation and company formation regulations throughout all the Free Zones in the UAE as well as with the UAE Economic Department Authorities in addition to all the Offshore Jurisdictions worldwide and local structures within jurisdictions like Qatar, Bahrain, Egypt, Jordan, Switzerland, Germany, and Mauritius.

Ahmed has extensive practice expertise and expert knowledge of UAE commercial, corporate and labor laws, company formation, administration, and management. Ahmed and his team provide continuing services such as assistance with general corporate structures advisory, compliance and management / accounting services and administration, liquidation of companies, advisory related to real estate matters, ensuring compliance of companies by regulating corporate governance according to federal laws, Economic Department laws and regulations as well as to each of the Free Zones regulations.

**Title:** Introduction to the UAE Limited Liability Company Structure





**Maria Khan**  
Senior Partner at UTMPS

Maria graduated from Wellesley College with a major in Biochemistry and a minor in Spanish. She was a Commonwealth Scholar at the University of Cambridge from where she holds a BA/MA (Law Tripos). Maria was called to the Bar of England and Wales as a member of Lincoln's Inn and was a recipient of the Hardwicke Award. Subsequently, she has worked in leading international law firms in both London and New York.

Maria is a Senior Partner at UTMPS and spends most of her time at the firm's offices in U.A.E. Her practice focuses on Patent and Trademark work with a special interest in litigation and regional portfolio management for her clients. Maria is a member of INTA, AIPLA, ECTA and other leading IP associations. She has spoken at IACC and other international conferences as well as authored papers in various IP publications.

Maria is also an Adjunct Professor at LUMS (SAHSOL) where she introduced a course on Intellectual Property Law and Competition Law.

Maria holds a Patisserie diploma from Le Cordon Bleu, London and enjoys baking and travelling in her spare time.

**Title:** Brand Protection in the UAE