



ALNAQEEB & CO LAW FIRM



COMPANY PROFILE
2025



Executive Summary

In projects where billions are at stake uncertainty is costly.

At Alnaqeeb & Co. Law Firm, we help government entities, developers, and contractors navigate complexity, safeguard progress, and prevent disputes before they arise.

With deep expertise spanning 25 years across EPC, FIDIC, PPP, and international arbitration, we empower project management to achieve measurable success at every phase of the project lifecycle—from tendering, bid preparation and contract formation through execution, claims management, dispute prevention, and arbitration.

We are more than lawyers; we are trusted strategic partners who adeptly transform complex legal and commercial challenges into actionable strategies that safeguard timelines, budgets, and client relationships while fostering operational excellence and project efficiency.

Sharif Alnaqeeb
Founder & Managing Partner



Mission

To empower clients to achieve their project objectives with confidence.

Our practice implements globally recognized standards, proven risk-allocation strategies, and proactive legal guidance to mitigate disputes, safeguard value, and secure successful delivery for large-scale infrastructure, energy, and urban real estate development projects.

Core Values

Client-First | Integrity | Mastery | Innovation | Value.

- **Client-First Partnership:** We place your objectives at the forefront, cultivating a transparent, collaborative, and deeply responsive engagement that informs every strategic decision.
- **Integrity & Trust:** Rooted in uncompromising ethical standards and absolute confidentiality, we rigorously safeguard your interests with professionalism and discretion.
- **Commitment to Professional Mastery:** We continuously refine our expertise inline with international standards, delivering sustained client advantage.
- **Forward-Thinking Strategy:** deploying proactive legal foresight and transformative tools, we anticipate risks, address challenges early, and secure your sustainable success.
- **Operational & Professional Excellence:** Through seamless integration of advanced workflows and cutting-edge technologies, coupled with relentless pursuit of expertise, we consistently deliver unparalleled efficiency, speed, and value.



Leadership

Sharif Alnaqeeb,
Founding and Managing Partner

25+ years in EPC, FIDIC, and international arbitration across MENA. Leads multidisciplinary teams in delay, quantum, and commercial management to protect project objectives.

Languages: Arabic, English

Admissions & Memberships:

- Egyptian Bar (Court of Cassation)
- Chartered Institute of Arbitrators (CIArb)
- International Chamber of Commerce (ICC)
- Chambers Global
- World Commerce & Contracting
- The Egyptian Syndicate of International Arbitration Consultants

Professional Associations:

- Regional construction and infrastructure law forums
- FIDIC and NEC governance workshops
- International arbitration and dispute avoidance networks

Major Projects

- **Rua Al Madinah** SAR 140B Masterplan: Program-level FIDIC governance from procurement to DAAB readiness, ensuring risk mitigation and schedule certainty.
- **Green Riyadh Program:** SAR 71B Citywide delivery frameworks, early-warning controls, and risk-weighted Particular Conditions to protect budget and timeline.
- **Safari Group** Portfolio: SAR 30B+ EPC risk allocation, O&M performance regimes, and structured settlement playbooks to safeguard operational efficiency.
- **Abraj Al Bait:** Saudi Binladen Group - Portfolio: SAR 150B
- **Multiple Saudi Ministries:** Transparent PPP, procurement, Airports, reviews, and regional arbitration readiness for government infrastructure projects.



Sectors Served

From FIDIC contracts to EPC delivery, your projects require legal solutions that ensure success — and we deliver them.

We help clients anticipate risks, protect commercial value, and navigate complex legal frameworks across giga and mega developments. With deep FIDIC expertise and extensive EPC, PPP, and international law capabilities, we structure contracts that provide certainty, enforceability, and compliance with evolving regulations. Our approach reduces disputes, strengthens compliance, and drives confident project delivery. Governments, global contractors, and leading investors trust us to provide the legal foundations that transform ambitious visions into lasting success.

Key Sectors

- Projects & Construction (EPC / FIDIC / Design-Build)
- Transportation Infrastructure & Systems
- Procurement & Supply
- Engineering, Design & Consultancy
- Government, PPPs & Infrastructure Finance
- Real Estate, Hospitality & Urban Development
- Telecommunications & Digital Infrastructure
- Energy & Natural Resources
- Environmental, Social & Sustainability (ESG)



Services

Comprehensive Legal Support Across the EPC Lifecycle
Setting the foundation for project success.

Pre-Contract (Strategy & Structuring)

- **Inception & Strategy:** Delivery model selection, regulatory scans, risk allocation, governance frameworks.
- **Strategic Risk & Opportunity Assessment:** Scenario modeling, risk workshops, early-warning systems.
- **Governance & Compliance Advisory:** Local and international regulatory alignment, ESG, anti-bribery, labor compliance.
- **Stakeholder Engagement Advice:** Government, insurers, consortium coordination.
- **Joint Ventures & Consortia:** Structuring agreements, governance models, shareholder/inter-party agreements, dispute resolution clauses.
- **Procurement & Tendering Advisory:** Tender process, RFP/RFQ drafting, pre-bid risk workshops, bid strategy alignment, commercial optimization.
- **PPP & Concession Agreements:** Drafting, negotiation, risk allocation, revenue models, bankability assessment.
- **FIDIC Contracts:** Red, Yellow, White, and Silver Books, Particular Conditions, risk matrices.
- **International & Cross-Border Advisory:** Multi-jurisdictional reviews, regulatory alignment, export/import compliance.



Services

Contract (Delivery & Administration)

- **Contract Drafting, Review & Negotiation:** We deliver precise, strategic contract drafting, rigorous review, and skilled negotiation to protect client interests and optimize commercial outcomes. Our approach ensures clarity, risk mitigation, and enforceability across complex, multi-jurisdictional agreements.
- **Contract Delivery & Administration:** End-to-end administration solutions, including notice regimes, change control processes, meticulous record-keeping, and project dashboards for real-time oversight.
- **Claims & Change Management:** Proactive management of EOT, disruption, and prolongation claims, detailed quantum analysis, and coordination with experts to secure favorable outcomes.
- **Dispute Avoidance & Adjudication (DAAB):** Implementation of DAAB frameworks, early-warning systems, referral templates, and structured dispute resolution mechanisms to resolve issues promptly and minimize escalation.
- **O&M / Facilities Management Contracts:** Structuring operation and maintenance agreements with performance-based SLA/KPI frameworks, incentive/abatement mechanisms, and lifecycle risk management strategies.
- **Technology & Digital Contract Solutions:** Advanced contract lifecycle **management platforms:** digital dashboards, automated notices, compliance tracking, and early-warning analytics to enhance visibility and reduce risk.
- **Training & Knowledge Transfer:** Executive briefings, tailored workshops, mentoring programs, and claims clinics to equip teams with practical knowledge for managing contracts, claims, and disputes effectively.



Services

Post-Contract (Disputes & Value Realization)

Post Contracts solutions Protecting value, resolving disputes, and ensuring successful project delivery.

- **Claims Analysis & Quantum Advisory:** Independent review of claims, damage quantification, and expert coordination to protect commercial interests.
- **Arbitration & ADR Representation:** ICC, LCIA, regional, and local arbitration; pleadings, evidence mapping, and parallel settlement strategies.
- **Project Rescue / Turnaround:** Rapid intervention for at-risk projects, early settlement strategies, and expert coordination to mitigate delays or losses.
- **Handover & Close-Out Support:** DLP management, security release, final claims reconciliation, and verification of contractual obligations.
- **O&M / Facilities Management:** SLA/KPI frameworks, incentive/abatement mechanisms, lifecycle risk management, and operational performance monitoring.
- **Cross-Border & Sector-Specific Advisory:** International regulatory compliance, ESG alignment, and guidance across energy, transport, smart cities, digital infrastructure, and sustainability projects.
- **Technology & Digital Contract Solutions:** Contract lifecycle management platforms, dashboards, automated notices, compliance tracking, and early-warning analytics.
- **Training & Knowledge Transfer:** Executive briefings, tailored workshops, mentoring, and claims clinics to ensure teams adopt best practices.



Engagement Process

1. Consultation & Needs Assessment:

Define objectives, challenges, priorities

2. Conflict Check & Compliance Review:

Regulatory, contractual, and ethical alignment

3. Engagement Letter & Fee Agreement: Scope, deliverables, pricing

4. Kick-Off & Strategic Planning:

Milestones, communication protocols, risk management approach

5. Ongoing Collaboration & Monitoring:

Transparency, adaptive strategies, progress tracking

6. Completion & Feedback:

Deliver outcomes, reconcile results, gather client insights.



Pricing Approach

- Fixed-Fee Phases: Clear scope and cost for defined stages
- Capped-Fee Arrangements:
Cost ceilings for high-variability engagements
- Retainer Models: Ongoing support for contract administration, DAAB, and dispute avoidance
- Pricing aligns with project objectives, reduces financial uncertainty, and delivers measurable value.

Calls to Action

- Schedule a tailored consultation
- Request a service overview
- Access guides and resources
- Engage senior-led counsel to safeguard projects





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