

CHOHARIS | GLOBAL | SOLUTIONS

GOVERNMENT CLIENTS

CHOHARIS | GLOBAL | SOLUTIONS provides international legal, consulting, and political strategies to help government clients take advantage of business opportunities with foreign lenders and investors, negotiate with other governments, advocate before multilateral organizations, and resolve foreign investment and other kinds of cross-border disputes.

OUR SERVICES

With our affiliated law and consulting firms, we position governments to compete more effectively in the global economy by helping them attract foreign investment, structure and negotiate deals, and restructure distressed investments. We also help governments with a variety of public law and policy challenges, including international border disputes, regulatory and governance reforms, and international treaty matters. Finally, we assist governments in their relations with the United States and other governments as well as with multilateral organizations.

Attracting foreign investment

We help governments access investment capital through introductions to institutional and private investors. We also assist with debt financing and loan guarantees from multilateral development banks, including the World Bank, IFC, IDB, ADB, OPIC, Exim; JBIC, and others. Our professionals have decades of experience working at or with these institutions. In addition, we can access investment capital from sovereign wealth funds as well as private equity and hedge funds from the United States, Europe, the Middle East, and Asia. Finally, we can assist government clients with financing and other issues concerning defense-related purchases.

Structuring deals

We assist governments throughout the foreign investment cycle. We help with due diligence inquiries; negotiating terms; structuring financing; drafting documents; working with investors and lenders; coordinating with multilateral development banks and non-governmental organizations (NGOs); working with export credit agencies (ECAs); advising on regulatory and legal reforms; and assisting with restructuring of distressed investments.

We have experience in a wide range of international business transactions, including project finance, acquisitions, and joint ventures in such sectors as telecom, energy, infrastructure, and banking.

Preventing problems

We offer a variety of creative approaches to prevent problems or resolve them quickly before they pose a risk to a foreign investment. We operate as an intermediary between foreign investors and national or even local leaders and stakeholders, helping to preempt problems and address disagreements quickly and confidentially. We also provide strategic and legal counseling and dispute resolution services to address environmental, labor, and human rights issues and to help meet concerns raised by NGOs and other stakeholders.

Because we have substantial experience working in the field, we bring to bear economic development and cross-cultural expertise that other firms often lack. As a result, we help foreign investors, governments, and multilateral agencies understand the political, cultural, ethnic, and social dimensions of a problem, and build creative solutions that many other firms might miss.

Resolving disputes

When complex international disputes do arise, we offer sophisticated international arbitration and transnational litigation services to help resolve them. We are recognized experts on the international law of expropriation, and have defended countries accused of expropriating foreign investments. We have expertise in cross-border discovery and enforcement of foreign judgments and arbitral awards—all of which may become relevant during international dispute resolution proceedings. And with our due diligence capabilities, we are able to obtain financial, political, and personal information about foreign investors or lenders, which may prove critical to settling a case or winning an arbitration.

Legal and Regulatory Reforms

We assist governments modernize their legal and regulatory frameworks in order to attract foreign investment, while at the same time protect their environment, workers, and other stakeholders. In doing so, we counsel governments on how to regulate foreign investments without violating international legal norms. We also help governments undertake transparency

and good governance reforms, implement anti-money laundering measures, and undertake privatization initiatives to promote investor confidence and government efficiency.

Public-Private Development

Our professionals include international transactional lawyers as well as alumni of a UN development agency, a NGO, and a multilateral organization. We have worked extensively with ECAs, financial institutions, and insurers on a wide range of international financings, from traditional infrastructure projects like energy, port facilities, and manufacturing to innovative asset securitization. As a result, we have experience at all levels of development, from local healthcare initiatives to major infrastructure projects. We assist governments plan and negotiate public-private partnerships in a wide range of sectors and provide project management support throughout the project cycle. We also consult with governments on development strategy and goals, including technology transfer, local business promotion, worker training, and infrastructure enhancement.

OUR APPROACH

We go the extra mile—literally. We have worked where most lawyers and consultants have never been. As a result, we offer sophistication and skill developed from decades of living and working in emerging markets. And because we have represented both governments and foreign investors, we understand investment issues and political concerns from both sides.

Decades of experience in emerging markets

Our professionals have spent decades living and working in Asia, Africa, and Latin America. Our experience includes working in the field as well as with foreign ministries. As a result, we are very sensitive to political, economic, cultural and other dynamics that affect national governments. This understanding makes us very effective advocates with other governments, multilateral development organizations, and foreign investors and lenders. It also makes us proactive in spotting opportunities and preempting problems.

A comprehensive approach

We bring to bear political and cultural expertise in addition to expert legal and business knowledge. Advising on legal and regulatory issues and drafting deal documents are just part of what it takes to serve government clients. We are very aware of how national and international media, opposition parties, public opinion, regional actors, donor countries, multilateral agencies, ECAs, and NGOs have an impact on governments. As part of our emerging markets consulting practice, we develop comprehensive strategies for addressing politically and legally sensitive issues. These strategies may include legal, government relations, and media efforts; building coalitions; and engaging multilateral organizations. We leverage our extensive contacts in the U.S. government and other OECD countries to advocate on behalf of our clients. And with our extensive experience in foreign affairs, we offer policy advice and analysis.

Value-added, client-focused, success-driven

Our business model reflects our value-added approach and our record of success. We staff matters leanly with expert practitioners—not large numbers of junior staffers. This approach allows us to build specialized teams based on our client’s needs. Because our goal is to achieve results rapidly, we offer a variety of compensation options that let us share risks and rewards with our clients in a very cost-effective way.

OUR EXPERTISE

We are leaders in our fields, and regularly write and lecture on legal and international topics. We frequently appear in the American and foreign media to discuss law, politics, and international affairs. Together, we have worked, lived, and traveled in scores of countries, and speak numerous languages.

OUR EXPERIENCE

The following are some examples of our government representations:

- Represented state-owned telecom company in international litigation
- Represented West African country in dispute with foreign investors concerning alleged expropriation and unpaid license, taxes, and fees

- Counseled European government on European Union accession issues
- Represented East African country on the demarcation of an international border
- Advised U.S. government chartered lender on its loan to a private equity group investing in Latin American power projects
- Counseled European government on international and constitutional issues related to UN peace plan
- Represented East African country in an international arbitration regarding violations of international humanitarian law
- Represented U.S. government chartered bank in dispute and workout of \$ 600 million power purchase agreement and related documents concerning an electric power facility in Southeast Asia
- Counseled Central Asian government on foreign investment issues
- Counseled Southeast Asian government on foreign investment issues
- Advised European government on return of stolen antiquities
- Counseled Southeast Asian minister on maritime border issues

CONTACT US

We invite you to learn more about how we may assist you by visiting:

www.choharisglobalsolutions.com