

Middle East & North Africa

Our commitment to clients revolves around empowering founders, management teams and investors to accomplish their objectives seamlessly. Whether it's navigating investments and financings, raising venture capital and growth equity funds, negotiating strategic transactions, or achieving successful mergers and acquisitions, our dedicated approach ensures that our clients realize their goals effectively and efficiently. With a track record spanning nearly every country in the Middle East North Africa (MENA) region, including significant experience in Egypt, Saudi Arabia and the United Arab Emirates, we stand as trusted advisors ready to propel emerging market companies and the venture capital and growth equity firms that invest in them forward.

Our experience in the MENA region spans nearly twenty years and we continue to maintain an active presence in the region.

Deep Ties to MENA Region

Our deep-rooted ties to the MENA region enable us to align strategic and legal imperatives with local nuances and emerging opportunities seamlessly. We facilitate transformative deals and foster sustainable growth trajectories, helping deliver capital to companies at their most critical junctures. Over the past years, we've spearheaded numerous venture capital and growth equity financings, raising capital for innovative companies across MENA. Our network includes entrepreneurs, executives and investors who travel frequently and seamlessly between tech hubs in Silicon Valley and the Middle East as well as individuals, companies and groups with close ties to the MENA region. We also partner with accelerators and organizations like Flat6Labs, Endeavor and Techwadi.

Cross-border Counsel for Investors

Investors benefit from our unparalleled proficiency in cross-border portfolio investments. We've worked with many US-based venture capital firms as they invest in companies in the MENA region, including Tiger Global, 4DX, Quona, Arbor and Prosus, as well as local investors like the Dubai Future District Fund, guiding investments worth tens of millions of dollars. With a keen understanding of local market dynamics and regulatory frameworks, we help strike the perfect balance between the interests of investors and portfolio companies, ensuring optimal outcomes amidst evolving market trends. We also work with local counsel as needed to ensure our clients are receiving the best global and local advice.

Growth-minded Support at Every Stage of a Company's Lifecycle

We support companies at every stage of growth and offer a spectrum of tailored services aimed at helping them navigate intricate financing arrangements and strategic transactions. Our experience and focus allows us to help companies by providing strategic guidance to help facilitate international expansion and M&A activities. Notably, we've worked on numerous cross-border M&A transactions, representing clients acquired by industry and regional giants. Gunderson represented Souq, the largest e-commerce platform in the Arab world, in its acquisition by Amazon for \$580M USD. Gunderson also represented Wasoko, an East African B2B e-commerce startup, in its merger with MaxAB, an Egyptian e-commerce company. The deal is considered Africa's largest tech merger and the combined company will serve the broader MENA and Pan-African markets.

Our clients rely on us to anticipate, prioritize, and deliver strategic solutions at every juncture of their business journey. With a steadfast commitment to the MENA market, bolstered by partnerships with local organizations, we empower our clients to embrace what lies ahead confidently. We're not just advisors; we're partners dedicated to propelling your success in the MENA arena and beyond.