



# LOTFI EL AJERI

MANAGING PARTNER

## BIOGRAPHY

Lotfi El Ajeri is a lawyer at the Court of Cassation, negotiator, mediator, and arbitrator. With a solid education and extensive experience in all areas of business law, he founded the EAL law firm in 1999. After more than twenty years of experience, EAL Law Firm has become one of the most recognized law firms in Tunisia and North Africa.

## FIELD OF EXPERTISE

Lotfi El Ajeri advises and assists governments, international organizations, and private and public companies in Tunisia and abroad, helping them find the most effective and innovative solutions to their legal, regulatory, and structural challenges. He advises his clients on transactions relating to the development of major projects, mergers and acquisitions (both public and private), private equity, and financing projects. He acts as a negotiator, conciliator, mediator, advisor, and arbitrator in international arbitration cases covering a wide range of sectors. He leads and participates in several international seminars and conferences on business law, negotiation, mediation, and arbitration.

## PROFESSIONAL ASSOCIATIONS

- Registered with the Tunisian Bar Association since 1998.
- Representative of Tunisia within the International Union of Lawyers.
- Representative of Tunisia to the International Association of Young Lawyers.
- Vice-President of the Conciliation and Arbitration Center of Tunisia.
- President of the Conflict Prevention and Mediation Commission of the International Union of Lawyers (UIA).
- Member of the Board of Directors of the Tunisian Bar Association.

## BAR ADMISSION

1998: Tunis Bar

## PROFESSIONAL EXPERIENCE

### MANAGING PARTNER

1999- Present: El Ajeri Lawyers (Tunis, Tunisia)

## ACADEMIC QUALIFICATIONS

- 1997: Postgraduate degree in Business Law from the University of Paris - Nord
- 1996: Master's degree in Judicial Studies from the University of Paris - Nord
- 1995: Bachelor's degree in Law from the University of Paris - Nord

## CERTIFICATIONS

- Lawyer admitted to the Court of Cassation of Tunis
- Negotiator trained at Harvard Law School
- Mediator certified by the French Institute for Mediator Certification (IFCM).
- Certified by the International Mediation Institute (IMI)
- Certified by Weinstein JAMS Fellows
- Certified by Pepperdine Caruso School of Law
- Certified by the University College of San Francisco
- Certified by the Paris Mediation and Arbitration Center
- Mediator trained at the Mediation Center in Brussels and accredited by the World Bank, EIB, AfDB
- Arbitrator
- Master Practitioner in Neuro-Linguistic Programming (NLP)
- Mediation Trainer for the Council of Europe's HELP program

## SCIENTIFIC ACTIVITIES IN THE FIELD OF MEDIATION

- **October 29– November 2, 2025:** Organization of the Mediation Commission session during the 69th UIA Congress in Guadalajara, Mexico
- **May 12, 2025:** Presentation on feedback from collective mediation projects carried out by the European Investment Bank to the new EIB mediators in Hammamet, Tunisia
- **April 2025:** Organization of a seminar in Kuwait on "Mediation and the energy transition: How can mediation, currently booming, contribute to changing government and business practices in the context of the energy transition and reduce related conflicts?"
- **December 2024:** Presentation at the International Colloquium on the Rule of Law and Amicable Dispute Resolution Methods for Amicable Face-to-Face Meetings 13-14-12 2024-Sousse, Tunisia
- **November 28-29, 2024:** Presentation: Negotiation - Conference organized by the REDI Lab Research Laboratory - Faculty of Legal, Political, and Social Sciences of Tunis.

- **November 2024:** Organization of a session on AI and Mediation as part of the International Association of Lawyers (UIA) Congress held in Paris, France
- **October 2024:** Presentation as part of the webinar organized by the UIA Med Lab - Cycle 1- Module No. 3 on Mix & Match negotiation tools.
- August-September 2024: Training at the Jams Foundation in the United States of America, Pepperdine Caruso School, California, USA.\*
- **June 27, 2024:** Participation in the webinar organized by the UIA on principled negotiation.
- **June 2024:** Presentation at the international conference held in Sousse, Tunisia, in partnership with the University of Sousse and Toulouse, organized by the International Mediation Council (CIM) on "The role and position of the mediator regardless of their culture or origin."
- **May 2024:** Presentation on "The Spirit of Mediation" at the Faculty of Law of the University of Paris Est Créteil Val-de-Marne (UPEC)
- **January 2024:** Presentation as part of the webinar organized by UIA Med Lab-Cycle 1- Training No. 1, Creative Problem Solving (CPS) best alternative to a Negotiated Agreement (BATNA)-Best Alternative Solution (MeSoRe).
- **January 2024:** Mediation: a new path to achieving the uniqueness of the lawyer - Institut Supérieur de la Profession d'Avocat-ISPA (Higher Institute of the Legal Profession).