

# Njeri Wagacha

Partner, East Africa Lead: Industrials, Manufacturing and Trade Sector



Njeri Wagacha is a Corporate & Commercial Partner specialising in mergers and acquisitions, private equity and venture capital in that context, Employment Law and Competition Law. Njeri is the East Africa Lead: Industrials, Manufacturing & Trade sector. Njeri runs the podcast [NjeriTalks Law](#).

## About Njeri

Njeri started off as Trainee Solicitor at Orrick, Herrington & Sutcliffe (Europe) LLP. She later joined a firm in Nairobi as an Associate. She was a Seconded at Anjarwalla, Collins & Haidermota, Dubai. In 2018 she was appointed as a Senior Associate at the firm in Nairobi. In 2020, Njeri joined Kieti Advocates LLP as a Partner.

## Credentials

### Education

- Legal Practice Course, Nottingham Law School (Commercial)
- Graduate Diploma in Law, Nottingham Law School (Commendation)
- LLM, University of London (School of Oriental and African Studies) (Merit)
- BA Honours Law and French, Middlesex University (1st Class Honours and East African Student)

### Memberships

- Law Society of England and Wales
- Law Society of Kenya

## Experience

- Acting for an evergreen investment company in their acquisition of a company managing schools across four jurisdictions. This included conducting a comprehensive due diligence on the target.
- Advising a licensed fund management company in conducting a comprehensive due diligence on the acquisition of a forest as well as in the preparation and negotiation of the transaction documents.

## Contact Njeri

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## Expertise

[Corporate & Commercial Law](#)

[Competition Law](#)

[Employment Law](#)

[Private Equity](#)

[Technology & Communications](#)

[Oil & Gas](#)

[Healthcare & Pharmaceuticals](#)

[Consumer Goods, Services & Retail](#)

[Gambling & Regulatory Compliance](#)

[Industrials, Manufacturing & Trade](#)

[Occupational Health & Safety](#)

## Location

Nairobi

## Language

English

French

- Acting for a client in the telecommunications industry with respect to conducting a high-level due diligence on the acquisition a leading tier 1 carrier in East Africa, offering fibre optic cable and satellite solutions.
- Acting for a fund manager that invests in local, entrepreneur-led businesses in Africa in undertaking a red flag due diligence on a Kenya-based entity in the manufacturing and retail industry and assisting in entering into a convertible loan agreement.
- Assisting one of Europe's leading early impact VC acquire equity, into an entity that provides employer of record services throughout Africa. Our work on this transaction included conducting a high-level due diligence and confirmatory due diligence exercise on the target's entities in Ghana, Eswatini, Zimbabwe, Senegal, Zambia, Rwanda, Uganda, Nigeria, Mozambique, Namibia, Botswana, Liberia, Burkina Faso, Democratic Republic of Congo, Guinea Bissau, Benin, Tunisia, Morocco, Togo, Malawi, Tanzania, Madagascar, South Africa, Lesotho, Sierra Leone, Côte d'Ivoire, Cameroon and Burundi.
- Acting for Alphajiri Investment Fund LLP in undertaking a high-level due diligence and negotiating a debenture, promissory note and guarantee in respect of a USD multimillion investments into Ilara Health, a network of small healthcare providing lifesaving and essential diagnostic tools to improve the quality of medical care in Sub-Saharan Africa.
- Advised Bateleur Investments on the acquisition of its shareholding in Morgan Air & Seafreight Logistics Kenya and Morgan Cargo by Kuehne + Nagel. This transaction involved the acquisition of 100 per cent of the shares in Morgan Air & Seafreight by Kuehne + Nagel. This resulted in Kuehne + Nagel being the sole shareholder of Morgan Air & Seafreight Kenya.
- Acting for the Riara Group of Schools Limited in purchasing 100% of shareholding in Runda Gardens Development Limited, which is an entity that owns a parcel of land and the buildings which Regis Runda Academy Limited, operates a school on. As part of the first phase of the transaction, we assisted Riara in the negotiations of taking over the management of the school and property by negotiating and drafting a services agreement, term sheet and memorandum of understanding between the respected parties.
- Acting for Cradle Journey Limited in carrying out a high-level due diligence on Desert Rose Kenya Limited a boutique hotel located in a remote part of Kenya and drafting transaction documents including a share purchase agreement and shareholders agreement with respect to the purchase of 40% of the shareholding from the founder of the target.
- Advising the companies below in obtaining regulatory approval from the Competition Authority of Kenya (CAK) and COMESA Competition Commission (CCC) in relation to their transactions (some of which are described above) in the region: Coca Cola; Shell; Transcentury PLC; Access Bank PLC; Vivo Energy; Econet Wireless; The Rise Fund; Koko Networks; PayGo Energy; Kuramo Capital Management; Safarilink; and GAPCO.
- Assisting Kidogo Innovations Limited, a social enterprise platform dedicated to improving access to early childhood care and education in negotiating a settlement agreement with respect to termination of employment.
- Assisting and advising KOKO Networks, a leading Kenya-based venture-backed technology company in drafting a disciplinary notice with respect to a senior employee on a sexual harassment claim.
- Advising Icolo, a company that designs, builds and operates neutral data centres to draft a clause on payment of salary in a senior employee's employment contract.
- Advising Vivo Energy Holding in connection with the acquisition of 100% of the shares of Engen Holdings.
- Advising Royal Dutch Shell, in connection with its takeover bid in relation to the entire issued and to be issued share capital of British Gas (BG), including advising on the impact of the transaction on BG's assets in Kenya and advising on the transfer of interests held by BG in production sharing contracts in Kenya.
- Advising Oman Trading International Limited on the acquisition of Hass Petroleum in a deal worth USD35 million.

- Advised Swedfund International AB on its investment in an agritech entity on whether the target's business is subject to the Central Bank of Kenya (Digital Credit Providers) Regulations 2022 and whether the company is obliged to obtain any license or approval in Zambia, reviewing the senior loan agreement and the legal opinion by adverse counsel in relation to the terms of the debt instrument governed by Swedish Law from a local Kenyan law perspective, and overseeing the fulfilment of conditions precedent and completion of the transaction.
- Acting for ARC Ride Kenya Limited in relation to the review and drafting of the google play store privacy policy to compliance with General Data Protection Regulation and the Kenyan Data Protection Act.
- Acting for a leading fintech firm, on its collaboration with one of the leading Kenya-based telecommunications companies. This included assisting the client in obtaining a payment service provider licence from the Central Bank of Kenya (CBK), which involved providing advice on the requirements and steps to obtaining a licence, collating the required documents and information, completing the application form, drafting letters to the CBK, and corresponding with the CBK on behalf of our client.

## News

### [Public participation as a key element of public-private partnerships \(PPPs\) in Kenya](#)

Njeri Wagacha, Partner, and Kevin Kipchirchir, Associate in the Corporate & Commercial practice in Kenya, were recently featured in the 2024 annual issue of DealMakers Africa, sharing insights on public participation as a key element of public-private partnerships (PPPs) in Kenya.

### [Does the right of first refusal in contracts violate competition laws in Kenya?](#)

The right of first refusal is a contractual right that provides the holder with the first opportunity to match an offer from a third-party buyer, ensuring that they have a chance to purchase or acquire an asset before anyone else. This right is mostly used in lease agreements, shareholder agreements, supply contracts and jointventures.

### [Scrapping Non-Compete Clauses for a Stronger Economy](#)

Njeri Wagacha, Partner in the Corporate & Commercial practice in Kenya, was recently featured in Business Daily, where she discussed her perspective on "Scrapping Non-Compete Clauses for a Stronger Economy".

### [Chambers and Partners' Private Equity Global Practice Guides 2024](#)

We are pleased to announce our contribution to Chambers and Partners' Private Equity Global Practice Guides 2024.

### [Implementation of the Social Health Insurance Fund on track: Court of Appeal rules](#)

The Social Health Insurance Fund (SHIF) was established by the Social Health Insurance Act, 2023 (Act). This, alongside the Primary Health Care Act, 2023 and the Digital Health Act, 2023 (the acts), were established to promote the right to affordable healthcare under the Constitution of Kenya, 2010 (Constitution). On 12 July 2024 the High Court declared some of the sections of the Act unconstitutional and gave Parliament 120 days to adhere to its orders, as discussed in our alert [here](#).

## Videos

### [Watch Njeri as she talks Risper Genga Ohaga, Group CFO of East African Breweries Ltd](#)

Every month, CDH Kenya Partner Njeri Wagacha publishes a podcast 'Njeri Talks Law'. In this month's podcast she talks to Risper Genga Ohaga, Group Chief Financial Officer and Executive Director at East African Breweries Ltd about her career.

### [Watch Njeri in conversation with Kageni Mbungu, Anne Muruka and Evelyn Manasseh from M-Kopa](#)

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### [Watch Njeri Wagacha in conversation with Faith Odhiambo](#)

Every month CDH Kenya Partner Njeri Wagacha releases a new episode of her podcast, 'Njeri Talks Law'.

### [Watch Njeri Wagacha talk to Eric Mwangi, Director at Technology Innovation at Capita](#)

Every month CDH Kenya Partner Njeri Wagacha publishes a podcast 'Njeri Talks Law'.

### [Webinar Recording | Unlocking and Protecting Investment Flow in Africa: The AfCFTA Investment Protocol](#)

Investment into existing and new industries in Africa is critical to unlock the economic growth and development benefits the AfCFTA holds for Africa.

## Podcasts

### [Njeri talks to Disha Copreaux, Chief Executive Officer at Red Lands Roses](#)

This month, Njeri speaks with Disha Copreaux, CEO of Redland Roses—a boutique rose farm located in Ruiru, Kenya, specialising in high-quality spray roses for the luxury export market.

### [Accelerate Action – The state of gender equality in the African legal sector - Episode 1](#)

The legal industry in Africa is changing, but progress toward gender equality remains a work in progress. Women are taking on leadership roles, challenging biases, and driving change—but barriers still exist. How can we accelerate action to create a truly inclusive and diverse legal sector?

### [Njeri talks to Phillip Alier, Barrister and Chartered Arbitrator](#)

Every month, CDH Kenya Partner Njeri Wagacha publishes a podcast 'Njeri Talks Law', where she explores insightful conversations with industry leaders. This month, Njeri speaks with Phillip Alier, a world-renowned dispute resolution specialist and arbitrator.

### [Njeri talks to Paul Breloff, CEO & Co-Founder of Shortlist](#)

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### [Njeri talks Risper Genga Ohaga, Group CFO of East African Breweries Ltd](#)

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[All news by Njeri Wagacha →](#)

## Recognition

- Chambers Global 2025 ranked Njeri in Band 2 for FinTech. In 2024 she was ranked in Band 3.
- Chambers Global 2025 ranked Njeri in Band 4 for corporate/M&A.
- IFLR1000 2024 has ranked Njeri as highly regarded leading lawyer in Private equity, M&A.
- The Legal 500 EMEA 2022–2025 recommended Njeri for employment.
- The Legal 500 EMEA 2023 -2025 recommends her for corporate, commercial/M&A.
- Nairobi Legal Awards named second runners-up for 2022 Lawyer of the Year
- Named Commercial/Conveyancing Practitioner of the Year at the Nairobi Legal Awards 2022
- Awarded the East African Student Scholarship to Middlesex University, England