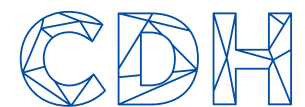




AFRICA PRACTICE



THE IMPORTANCE OF AFRICA

Doing business in Africa offers unique challenges and opportunities. With this comes a need to understand the cultural, economic and political nuances that exist across the vast continent while appreciating that each region and country within Africa presents its own unique challenges and opportunities.

Cliffe Dekker Hofmeyr (CDH) believes that Africa has the potential to bring about a prosperous and sustainable future as deregulation sweeps across the continent. It is therefore critical that businesses are enabled to identify and capture these opportunities with the right legal partner.

Key trends defining Africa's future are its vibrant and youthful population with almost 60% of the continent's population being 35 years old and under. Its middle class is the fastest-growing in the world, comprising 300 million people of Africa's 1.11 billion population in 2015. Africa has the vast human and economic potential to become the world's most attractive investment destination and with an increased focus on the continent, businesses are looking to expand and capitalise on the growth surge in this nascent market.

WHY US?

We are a full-service law firm and are able to provide experienced legal support and an authentic knowledge-based and cost-effective legal service for clients looking to do business in jurisdictions across Africa.

Our Africa practice brings together the resources and expertise of leading business law firms across the continent that have direct experience acting for governments, state agencies and multinational organisations across Africa. This combined experience and geographic spread produces an extensive African capability. We also partner with other professional disciplines such as audit, business consulting or corporate finance disciplines to provide a seamless and integrated solution for projects that have a multi-disciplinary dimension.

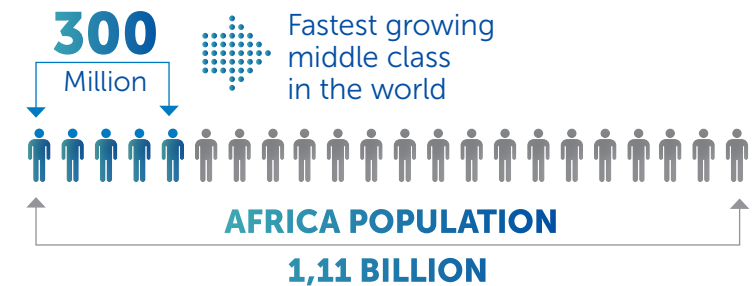
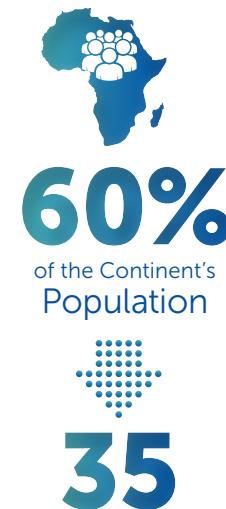
We focus on a number of key sectors which are active and thriving in Africa, including Mergers & Acquisitions; Agriculture, Aquaculture & Fishing; Commercial Real Estate; Consumer Goods, Services & Retail; Energy and Power; Oil & Gas; Financial Institutions, Services & Fintech; Corporate Debt, Turnaround & Restructuring; Government & State-owned Entities; Healthcare & Pharmaceuticals; Hospitality & Leisure; Gambling & Regulatory Compliance; Industrials, Manufacturing & Trading; Infrastructure, Transport & Logistics; Mining & Minerals; Private Equity; and Technology & Communications.

Cliffe Dekker Hofmeyr believes that Africa has the potential to bring about a prosperous and sustainable future.



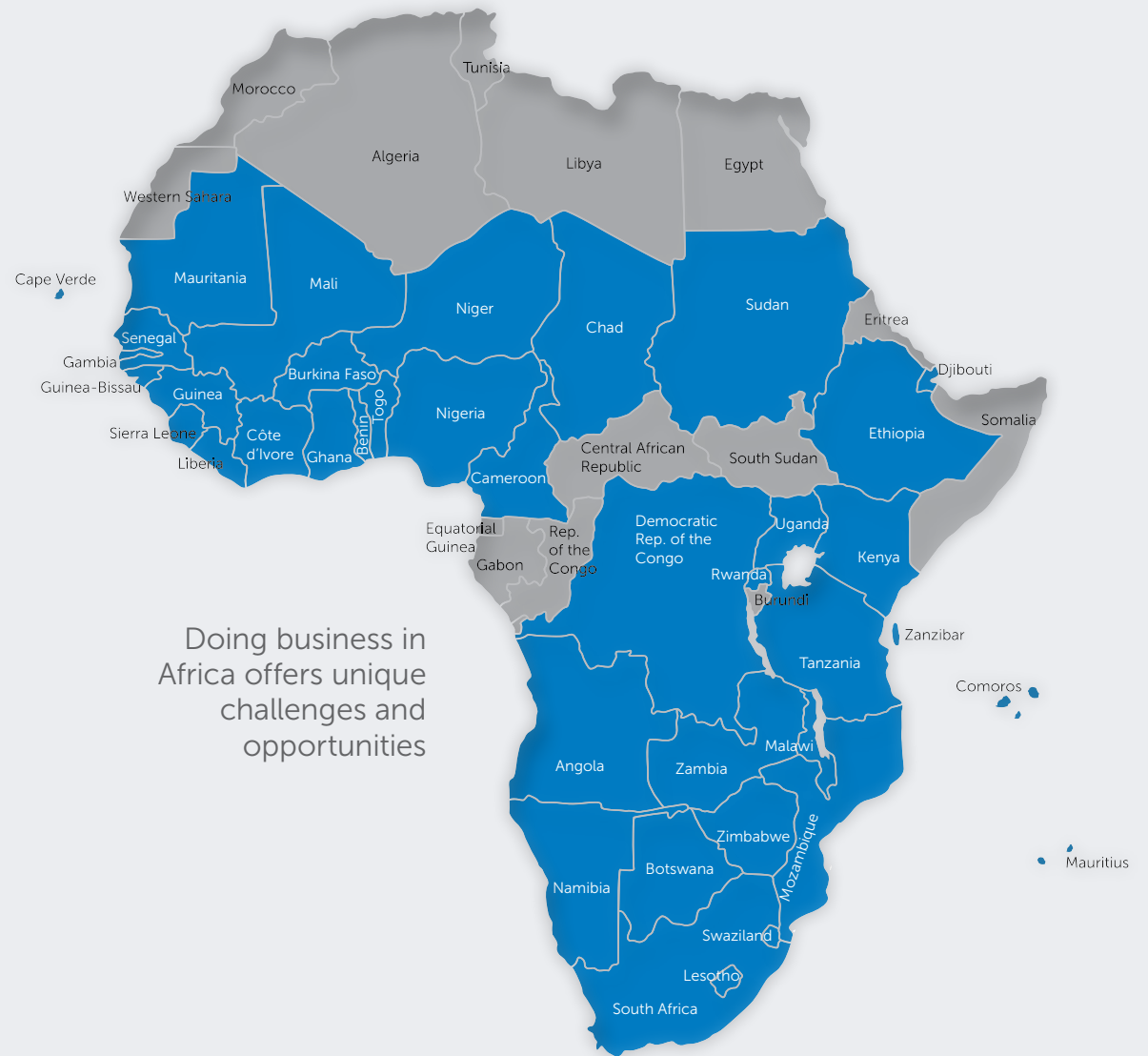
With first hand, in-depth experience, CDH is able to offer sector-specific expertise and knowledge of regulatory nuances to provide an exceptional integrated service across Africa. This includes:

- A proven track record and deal experience across multiple jurisdictions in Africa
- A practical and commercial approach
- A multi-disciplinary team of lawyers managed from a single point
- Extensive sector experience
- Substantial and established alliances with African firms
- A dedicated, partner-led team and a cost-effective service at locally competitive billing rates



OUR
COUNTRY
EXPERIENCE

Doing business in
Africa offers unique
challenges and
opportunities



VALUE ADDED SERVICES

We Offer



A partner-led approach, ensuring a high-level experience



Pragmatic and commercially-focused solutions for each matter



Efficient and quality delivery



Seminars, newsletters and regular email alerts

We Emphasise



Sharing, applying and managing knowledge assets



Empowering our clients through continuous skills training



Keeping clients informed about proposed legislation and regulation developments

We are a full-service law firm and are able to provide experienced legal support and authentic knowledge-based and cost-effective legal services

PRACTICE AREAS

As a full-service law firm, CDH offers services in the following practice areas:

Our Africa practice brings together the resources and expertise of leading business law firms across the continent



Competition/Antitrust



Corporate
& Commercial



Dispute
Resolution



Employment
Law



Environmental
Law



Banking, Finance
& Projects



Pro Bono &
Human Rights



Real Estate
Law



Tax & Exchange
Control



Technology, Media &
Telecommunications



Trusts & Estates

AFRICA EXPERIENCE (EXCLUDING SOUTH AFRICA)

- Advising **JCDecaux South Africa Holdings Proprietary Limited** on its acquisition of Continental Outdoor Media entities in at least 14 African countries for approximately R2 billion.
- Advising **MultiChoice Africa Limited** with respect to various M&A transactions and commercial arrangements in Nigeria, Rwanda, Zimbabwe and Ghana.
- Advising **De Beers Société Anonyme** in relation to its minority interest restructuring in Angola.
- Advising **POSCO** on structuring their African joint venture partners.
- Advised **Engen Petroleum Limited** in respect of the establishment of a financial shared services centre for its affiliates in sub-Saharan Africa and the Indian Ocean islands to facilitate and implement financial transactions on behalf of the group from its head office in South Africa.
- Acted as South African legal counsel to the **Protea Hotels Group** in relation to the disposal of its operations in Africa (including South Africa, Nigeria, Tanzania, Malawi, Zambia, Uganda, Kenya and Namibia) to Marriott Inc.
- Assisting **Medi-Clinic Southern Africa** in Namibia, regarding a competition law dispute they have with the Namibian Association of Medical Aid Funds in respect of private hospital tariff negotiations.
- Lead legal advisors to **Southern Energy** in its role as sponsor, developer, generator and seller of their project in Zimbabwe.
- Assisted **Easigas Proprietary Limited** with the launch of legal proceedings in Namibia.
- Represented **Hitachi** in its mining machinery supply and long-term support agreements with Equinox Minerals in Zambia.
- Represented **PPC Cement** in its negotiations to acquire an equity stake in a Zambian lime mine and plant, which included the drafting of the off-take agreements and shared services agreement.
- Acted as South African legal counsel for the **Protea Hotels Group** in respect of several new hotel projects in Nigeria, Tanzania, Malawi, Zambia, Uganda, Kenya and Namibia, which included drafting and negotiating various transaction agreements such as shareholders agreements, development agreements and hotel leases.
- Acted as South African legal counsel to the **Petroleum Oil and Gas Corporation of South Africa SOC Limited** in respect of the possible acquisition of participating interest in a production sharing contract in the DRC.
- Acted as South African legal counsel to the **Petroleum Oil and Gas Corporation of South Africa SOC Limited** in respect of legal requirements and implications of transferring a participating interest in a production sharing contract in Ghana.
- Advised **Old Mutual Life Assurance Company Limited** in relation to the compilation of a cross-border investigations manual in respect of several African countries including Nigeria, Ghana, Kenya, Namibia, Malawi, Swaziland and Zimbabwe.
- Completed a transaction for **SA Corporate Real Estate Limited** involving the acquisition of three shopping centres and three developments in Zambia (mainly Lusaka) via a Mauritian company and involved in a further acquisition of property in Mozambique. The value of the deal was \$46.7 million.
- Advising **Esp Afrika Proprietary Limited** in Angola on a litigation matter.
- Acting for the **Development Bank of Southern Africa Limited** in respect of its restructured loan facility in relation to the David Livingstone Safari Lodge and Spa in Zambia.
- Acted for **SAP** regarding the application of several human resources (HR) and employee policies in use in South Africa and in other African countries. The project covered the following jurisdictions: Angola, Nigeria, Kenya and Morocco.
- Acted for **Total** regarding the application of several HR and employee policies in use in South Africa and in other African countries. The project covered the following jurisdictions: Swaziland, Namibia, Botswana and Lesotho.
- Advised **Coca-Cola** on localising their HR policies. The countries involved were Zambia, Zimbabwe and Angola.
- Advised **MacMillan** on localising their HR policies and employment contracts in Botswana and Namibia.
- Acted for **Sun International** in its proposed acquisition of Peermont – notified in Botswana.
- Acted for **Famous Brands** in its acquisition of a controlling share in Retail Group Proprietary Limited – notified in Botswana.
- Advised **Sun International** on the sale of shares in various assets by Sun International to Minor Hotel Group as well as a COMESA engagement – notified in Swaziland, Botswana, Namibia and Zambia.

MARKET RECOGNITION

The way we support and interact with our clients attracts significant external recognition.

Tim Fletcher is the Chairperson and a director in our Dispute Resolution practice. *Chambers Global 2022–2024* ranked Tim in Band 2 for dispute resolution. *Chambers Global 2019–2021* ranked him in Band 3 for dispute resolution. *The Legal 500 EMEA 2024* recommended Tim in the 'Hall of Fame' for dispute resolution. *The Legal 500 EMEA 2016–2023* recommended him as a 'Leading Individual' for dispute resolution.

Sammy Ndolo is the Kenya Managing Partner. *Chambers Global 2021–2024* ranked Sammy in Band 4 for corporate/M&A. *Chambers Global 2023–2024* ranked him in Band 4 for banking & finance. *The Legal 500 EMEA 2024* recommended Sammy as a 'Leading Individual' for banking, finance & capital markets. *The Legal 500 EMEA 2022–2023* recommended him for banking, finance & capital markets. *The Legal 500 EMEA 2023–2024* also recommended Sammy for corporate, commercial/M&A. *IFLR1000 2021–2023* ranked him as a 'Notable Practitioner'.

The Legal 500 EMEA 2018, 2020–2024 recommended **Timothy Baker** for construction.

The Legal 500 EMEA 2021–2024 recommended **Tessa Brewis** for projects & infrastructure. *IFLR1000 2022–2023* ranked Tessa as highly regarded in project development.

Chris Charter is the Practice Head of our Competition Law team. *Chambers Global 2018–2024* ranked him in Band 1 for competition/antitrust. *The Legal 500 EMEA 2017–2024* recommended Chris as a 'Leading Individual' for competition. *The Legal 500 EMEA 2012–2016* recommended him for competition. *IFLR1000 2019–2023* recommended him as a highly regarded lawyer. *IFLR1000 2011–2018* recommended Chris as a leading lawyer. *Global Competition Review 2020–2021* named Chris a highly recommended lawyer.

IFLR1000 2017–2023 ranked **Johan de Lange** as highly regarded lawyer for restructuring and insolvency, banking, project finance, capital markets: debt, and for capital markets: equity.

Jackwell Feris is Head of our Industrials, Trade & Manufacturing sector, and a director in our Dispute Resolution practice. *Chambers Global 2023–2024* ranked him as an 'Up & Coming' dispute resolution lawyer. *The Legal 500 EMEA 2022–2024* recommended him for dispute resolution. The *Association of Young Arbitrators* recognised Jackwell as an expert arbitration practitioner.

Chambers Global 2019–2024 ranked **Peter Hesseling** in Band 2 for corporate/M&A. *Chambers Global 2023–2024* ranked him in Band 3 for Capital Markets: Equity. *Chambers Global 2017–2018* ranked him in Band 3 for corporate/M&A. *The Legal 500 EMEA 2012–2024* recommended Peter for commercial, corporate/M&A. *The Legal 500 EMEA 2022* recommended Peter for banking & finance. *IFLR1000 2021–2023* recommended Peter as a market leader for restructuring & insolvency, and M&A. *IFLR1000 2018–2020* recommended Peter as a highly regarded lawyer for restructuring & insolvency, and M&A.



MARKET RECOGNITION...continued

The Legal 500 EMEA 2024 recommended **Dane Kruger** for commercial, corporate/M&A.

The Legal 500 EMEA 2024 recommended **Martha Mbugua** for corporate/M&A. *The Legal 500 EMEA 2018* recommended her for corporate/M&A. *IFLR1000 2021–2023* ranked her as a highly regarded lawyer in Private Equity, and M&A. *IFLR1000 2017–2019* ranked her as a 'Rising Star' in Private Equity, and M&A. Martha was ranked by the *Business Daily* newspaper as one of the *Top 40 under 40 Women for 2017* and noted as one of the youngest female partners specialising in Private Equity, and M&A.

The Legal 500 EMEA 2024 recommended **Jaco Meyer** for commercial, corporate/M&A.

The Legal 500 EMEA 2024 recommended **Anita Moolman** for projects & infrastructure. *IFLR1000 2021–2023* ranked her as highly regarded in M&A.

Mashudu Mphafudi is the Practice Head of our Banking, Finance & Projects team. *The Legal 500 EMEA 2021–2024* recommended Mashudu for banking & finance. *IFLR1000 2019–2023* recommended him as a highly regarded lawyer for banking, capital markets: debt, and project finance. *IFLR1000 2018* recommended Mashudu as a 'Rising Star' for banking, capital markets: debt and project finance.

The Legal 500 EMEA 2022–2024 recommended **Desmond Odhiambo** for dispute resolution.

Chambers Global 2024 ranked **Shem Otanga** in Band 2 for intellectual property. *Chambers Global 2021–2023* ranked Shem as 'Up & Coming' intellectual property lawyer. From 2019–2021 he was ranked as 'Lawyer to watch' for intellectual property. *World Trademark Review 1000 2024* (Kenya) ranked Shem in the bronze category. *World Trademark Review 1000 2018–2020* (Kenya) ranked Shem as a recommended Individual.

Aadil Patel is the Practice Head of our Employment Law team, and the Head of our Government & State-Owned Entities sector. *Chambers Global 2024* ranked Aadil in Band 1 for employment. *Chambers Global 2015–2023* ranked him in Band 2 for employment. *The Legal 500 EMEA 2021–2024* recommended Aadil as a 'Leading Individual' for employment and recommended him from 2012–2020.

Megan Rodgers is the Head of our Oil & Gas sector, and a director in our Corporate & Commercial practice. *Chambers Global 2024* ranked Megan in the Namibia General Business Law category as 'Foreign Expertise Based in South Africa Spotlight'. *The Legal 500 EMEA 2017–2024* recommended her for projects & infrastructure. Megan was named one of *IFLR1000 2021–2023* Women Leaders – the elite cohort of the leading female experts in local markets globally. *IFLR1000 2020–2023* ranked Megan as highly regarded for project development: oil and gas.

David Thompson is a director and the Deputy Practice Head of our Corporate & Commercial practice. *Chambers Global 2024* ranked David in Band 5 for corporate/M&A. *Chambers Global 2015–2023* ranked him in Band 4 for corporate/M&A. *The Legal 500 EMEA 2020* and 2022–2023 recommended him for corporate, commercial/M&A. *IFLR1000 2021–2023* ranked David as highly regarded in M&A.

Chambers Global 2024 ranked **Njeri Wagacha** in Band 3 for FinTech. *The Legal 500 EMEA 2022–2024* recommended Njeri for employment. *The Legal 500 EMEA 2023–2024* recommends her for corporate, commercial/M&A.

CONSISTENTLY EFFECTIVE

2023

1st by M&A Listed Deal Flow.
2nd by M&A Unlisted Deal Flow.
by M&A Unlisted Deal Value.
by M&A Listed & Unlisted BEE Deal Flow.
by General Corporate Finance Deal Value.
4th by General Corporate Finance Deal Flow.

2022

1st by M&A Listed Deal Flow.
3rd by M&A Listed Deal Value,
M&A Unlisted Deal Value,
M&A Unlisted Deal Flow
and General Corporate
Finance Deal Value.

2021

1st by M&A Deal Flow.
2nd by General Corporate
Finance Deal Flow.
2nd by BEE Deal Value.
3rd by General Corporate
Finance Deal Flow.
3rd by BEE Deal Flow.
4th by M&A Deal Value.

DealMakers

2020

1st by M&A Deal Flow.
1st by BEE Deal Flow.
1st by BEE Deal Value.
2nd by General Corporate Finance Deal Flow.
2nd by General Corporate Finance Deal Value.
3rd by M&A Deal Value.
Catalyst Private Equity Deal of the Year.



OUR AFRICA TEAM

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BBBEE STATUS: LEVEL ONE CONTRIBUTOR

Our BBBEE verification is one of several components of our transformation strategy and we continue to seek ways of improving it in a meaningful manner.

PLEASE NOTE

This information is published for general information purposes and is not intended to constitute legal advice. Specialist legal advice should always be sought in relation to any particular situation. Cliffe Dekker Hofmeyr will accept no responsibility for any actions taken or not taken on the basis of this publication.

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