

ALERT

Cliffe Dekker Hofmeyr

11 November 2025

Africa is not an alternative market - it is the next growth engine |
The case for CDH's dedicated Africa Corporate Guide



Africa is not an alternative market - it is the next growth engine | The case for CDH's dedicated Africa Corporate Guide



Njeri Wagacha
Partner | Kenya

“

*"Against this backdrop," says **Njeri Wagacha**, Partner in our Kenya office and the architect behind the initiative, "CDH's Africa Corporate Guide has emerged not simply as a publication, but as a pivotal tool for navigating the continent's evolving legal, economic, and commercial architecture. The guide reflects a singular belief - that Africa and its constituent countries are alternative markets; they represent the sites of exceptional growth potential."*

”

Africa is at an inflection point. Once cast as a high-risk frontier, the continent is increasingly recognised as a region of scale, potential, and strategic priority. Growth forecasts, demographic trends, and shifts in global capital appetite all signal the same transformation that Africa is moving from the periphery of investment strategy into its center.

According to data from the World Bank, Sub-Saharan Africa is expected to see economic growth rise from the current year's base to approximately 3.7 percent in 2025 and an average of 4.2 percent in 2026 - 2027. While these figures vary across regions, the broader trend reflects recovery, resilience, and positive incremental improvement in macro-economic conditions. In a world where percentage points define the search for yield, African markets have begun to represent compelling propositions. In Africa, growth rewards those who arrive not with certainty, but with preparation.

*"True progress begins the moment we stop asking whether Africa is ready for investment," says **Brent Williams**, CEO of CDH, "and start recognising that Africa is ready for partnership. Growth is no longer defined by where the world has been, but by where it has yet to go. Investing in Africa is not about following the future but about helping to shape it - a principle that lies at the core of CDH's business philosophy."*

One of the central purposes of the guide is to de-mystify how foreign direct investment can be successfully channeled into Africa through structured, strategically compliant fund setups across multiple jurisdictions. It recognises that investors no longer merely seek entry, but resilience. They look for fund structures that allow for regulatory clarity, tax efficiency, governance certainty, and flexible existence.



Africa is not an alternative market - it is the next growth engine | The case for CDH's dedicated Africa Corporate Guide

CONTINUED

“ ———

Sammy Ndolo, Managing Partner of CDH Kenya, says, *"We will look back in a decade and realise that the question was never whether Africa could grow, it was whether we were prepared to grow with her. The continent does not lack opportunity; it lacks only the imagination of those who underestimate it. Africa is not just a place to invest; it is a place to belong."*

————— ”

The corporate guide makes visible the mechanisms through which this is achieved, whether through vehicles established in South Africa, Kenya, Namibia, or beyond. In doing so, it provides a rare combination of comparative insight and practical direction, converting abstract opportunity into actionable strategy.

Just as critical is the guide's emphasis on the importance of partnering. Africa is, at its core, a partnership-driven market.

“ ———

Patrick Kauta, Managing Partner of CDH Namibia, agrees, saying, *"Growing our footprint in Africa is not about expansion, it is about alignment. The real measure of our presence is not how far we extend, but how deeply we engage. We grow in Africa by growing with Africa."*

————— ”

At a strategic level, the Africa Corporate Guide also strengthens CDH's visibility as a leading legal firm with deep sectoral and cross-regional experience. By consolidating the learnings, frameworks, and regulatory expertise into a single, publicly accessible resource, the guide positions CDH as a thought leader in African corporate law. The co-authorship model embodies the very principle the guide advocates, partnership as a market enabler. Through this, both firms fortify credibility as trusted advisors for businesses expanding into African markets, advisors not simply informed by jurisdictional law, but by continental connectivity.

Africa is not an alternative market - it is the next growth engine | The case for CDH's dedicated Africa Corporate Guide

CONTINUED

What elevates the guide beyond a static informational resource is its function as a catalyst for mindset. Is that it is, at its core, a tool for reframing Africa in the imagination of investors, no longer as an enigmatic marketplace, but as an accessible ecosystem. It teaches not only how to structure deals, but how to understand markets. Not only how to enter, but how to grow. Not only how to de-risk, but how to recognise value.

In closing, the Africa Corporate Guide is simultaneously a roadmap, a signal, and a strategy. It is a roadmap for investors needing clarity and structure. It is a signal of continental confidence, authored by CDH and deeply embedded in Africa's legal and commercial terrain. And it is a strategy tool, for businesses ready to expand, diversify, and take advantage of the continent's projected growth trajectory.

Brent concludes by saying, *"We are not here as spectators or distant beneficiaries, we are here to help build, empower, and enable. Our role is not to speak for Africa, but to stand in Africa and with Africa. Partnership, not patronage, is the future of progress. For those who will shape the continent's future, one principle holds: investment follows insight. And insight begins with guidance."*



Tim Fletcher
Chairperson



Brent Williams
Chief Executive Officer



Sammy Ndolo
Kenya Managing Partner



Patrick Kauta
Managing Partner | Namibia



EXECUTIVE COMMITTEE



Tim Fletcher

Chairperson
Director: Dispute Resolution
T +27 (0)11 562 1061
E tim.fletcher@cdhlegal.com



Brent Williams

Chief Executive Officer
Director: Corporate & Commercial
T +27 (0)11 562 1167
E brent.williams@cdhlegal.com



Eskal Burger

Chief Financial Officer
Director
T +27 (0)11 562 1240
E eskal.burger@cdhlegal.com



Patrick Kauta

Managing Partner | Namibia
T +264 833 730 100
M +264 811 447 777
E patrick.kauta@cdhlegal.com



Sammy Ndolo

Managing Partner | Kenya
T +254 731 086 649
+254 204 409 918
+254 710 560 114
E sammy.ndolo@cdhlegal.com



Aadil Patel

Practice Head & Director:
Employment Law
Sector Head:
Government & State-Owned Entities
T +27 (0)11 562 1107
E aadil.patel@cdhlegal.com



Ian Hayes

Practice Head & Director:
Corporate & Commercial
T +27 (0)11 562 1593
E ian.hayes@cdhlegal.com



Mashudu Mphafudi

Practice Head & Director:
Banking, Finance & Projects
T +27 (0)11 562 1093
E mashudu.mphafudi@cdhlegal.com



Rishaban Moodley

Practice Head & Director:
Dispute Resolution
Sector Head:
Gambling & Regulatory Compliance
T +27 (0)11 562 1666
E rishaban.moodley@cdhlegal.com



Jackwell Feris

Joint Sector Head:
Industrials, Manufacturing & Trade
Director: Dispute Resolution
T +27 (0)11 562 1825
E jackwell.feris@cdhlegal.com



Megan Rodgers

Sector Head: Oil & Gas
Director: Corporate & Commercial
T +27 (0)21 481 6429
E megan.rodgers@cdhlegal.com



Peter Hesseling

Joint Sector Head: Commercial Real Estate
Director: Corporate & Commercial
T +27 (0)21 405 6009
E peter.hesseling@cdhlegal.com



Roxanna Valayathum

Joint Sector Head:
Healthcare & Pharmaceuticals
Director: Corporate & Commercial
T +27 (0)11 562 1122
E roxanna.valayathum@cdhlegal.com



Lebohang Mabidikane

Director:
Competition Law
T +27 (0)11 562 1196
E lebohang.mabidikane@cdhlegal.com



Willem Jacobs

Practice Head & Director:
Corporate & Commercial
T +27 (0)11 562 1555
E willem.jacobs@cdhlegal.com

OUR PRACTICE AREA TEAM

For more information about our practice areas and services in South Africa, Kenya and Namibia, please contact:



Tim Fletcher

Chairperson
Director: Dispute Resolution
T +27 (0)11 562 1061
E tim.fletcher@cdhlegal.com



Brent Williams

Chief Executive Officer
Director: Corporate & Commercial
T +27 (0)11 562 1167
E brent.williams@cdhlegal.com



Sammy Ndolo

Managing Partner | Kenya
T +254 731 086 649
+254 204 409 918
+254 710 560 114
E sammy.ndolo@cdhlegal.com



Patrick Kauta

Managing Partner | Namibia
T +264 833 730 100
M +264 811 447 777
E patrick.kauta@cdhlegal.com



Gretchen Barkhuizen-Barbosa

Practice Head & Director:
Trusts & Estates
T +27 (0)11 562 1250
E gretchen.barkhuizenbarbosa@cdhlegal.com



Retha Beerman

Practice Head & Director:
Knowledge Management
T +27 (0)11 562 1185
E retha.beerman@cdhlegal.com



Emil Brincker

Practice Head & Director:
Tax & Exchange Control
T +27 (0)11 562 1063
E emil.brincker@cdhlegal.com



Jacquie Cassette

Practice Head & Director:
Pro Bono & Human Rights
T +27 (0)11 562 1036
E jacquie.cassette@cdhlegal.com



Chris Charter

Practice Head & Director:
Competition Law
T +27 (0)11 562 1053
E chris.charter@cdhlegal.com



Muhammad Gattoo

Practice Head & Director:
Real Estate Law
T +27 (0)11 562 1174
E muhammad.gattoo@cdhlegal.com



Ian Hayes

Practice Head & Director:
Corporate & Commercial
T +27 (0)11 562 1593
E ian.hayes@cdhlegal.com



Rishaban Moodley

Practice Head & Director:
Dispute Resolution
Sector Head:
Gambling & Regulatory Compliance
T +27 (0)11 562 1666
E rishaban.moodley@cdhlegal.com



Mashudu Mphafudi

Practice Head & Director:
Banking, Finance & Projects
T +27 (0)11 562 1093
E mashudu.mphafudi@cdhlegal.com



Aadil Patel

Practice Head & Director:
Employment Law
Sector Head:
Government & State-Owned Entities
T +27 (0)11 562 1107
E aadil.patel@cdhlegal.com

OUR SECTOR TEAM

For more information about our sector and services in South Africa, Kenya and Namibia, please contact:



Tessa Brewis

Joint Sector Head: Projects & Energy
Director: Banking, Finance & Projects
T +27 (0)21 481 6324
E tessa.brewis@cdhlegal.com



Vivien Chaplin

Sector Head: Mining & Minerals
Director: Corporate & Commercial
T +27 (0)11 562 1556
E vivien.chaplin@cdhlegal.com



Patrick Kauta

Managing Partner | Namibia
T +264 833 730 100
M +264 811 447 777
E patrick.kauta@cdhlegal.com



André de Lange

Sector Head:
Agriculture, Aquaculture & Fishing
Director: Corporate & Commercial
T +27 (0)21 405 6165
E andre.delange@cdhlegal.com



Jackwell Feris

Sector Head:
Industrials, Manufacturing & Trade
Director: Dispute Resolution
T +27 (0)11 562 1825
E jackwell.feris@cdhlegal.com



Muhammad Gattoo

Practice Head & Director: Real Estate Law
Joint Sector Head: Commercial Real Estate
T +27 (0)11 562 1174
E muhammad.gattoo@cdhlegal.com



John Gillmer

Joint Sector Head: Private Equity
Director: Corporate & Commercial
T +27 (0)21 405 6004
E john.gillmer@cdhlegal.com



Nastascha Harduth

Sector Head:
Corporate Debt, Turnaround & Restructuring
Director: Dispute Resolution
T +27 (0)11 562 1453
E nastascha.harduth@cdhlegal.com



Peter Hesseling

Joint Sector Head: Commercial Real Estate
Director: Corporate & Commercial
T +27 (0)21 405 6009
E peter.hesseling@cdhlegal.com



Susan Meyer

Joint Sector Head: Healthcare & Pharmaceuticals
Director: Competition Law
T +27 (0)21 481 6469
E susan.meyer@cdhlegal.com



Rishaban Moodley

Practice Head & Director: Dispute Resolution
Sector Head: Gambling & Regulatory Compliance
T +27 (0)11 562 1666
E rishaban.moodley@cdhlegal.com



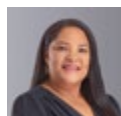
Aadil Patel

Practice Head & Director: Employment Law
Sector Head:
Government & State-Owned Entities
T +27 (0)11 562 1107
E aadil.patel@cdhlegal.com



David Pinnock

Joint Sector Head: Private Equity
Director: Corporate & Commercial
T +27 (0)11 562 1400
E david.pinnock@cdhlegal.com



Megan Rodgers

Sector Head: Oil & Gas
Director: Corporate & Commercial
T +27 (0)21 481 6429
E megan.rodgers@cdhlegal.com



Clive Rumsey

Sector Head: Construction & Engineering
Director: Dispute Resolution
T +27 (0)11 562 1924
E clive.rumsey@cdhlegal.com



Tim Smit

Sector Head:
Consumer Goods, Services & Retail
Director: Dispute Resolution
T +27 (0)11 562 1085
E tim.smit@cdhlegal.com



Ludwig Smith

Sector Head:
Financial Institutions, Services & Fintech
Director: Corporate & Commercial
T +27 (0)11 562 1500
E ludwig.smith@cdhlegal.com



Tayyibah Suliman

Sector Head:
Technology & Communications
Director: Corporate & Commercial
T +27 (0)11 562 1667
E tayyibah.suliman@cdhlegal.com



Roxanna Valayathum

Joint Sector Head: Healthcare & Pharmaceuticals
Director: Corporate & Commercial
T +27 (0)11 562 1122
E roxanna.valayathum@cdhlegal.com



Andrew van Niekerk

Joint Sector Head: Projects & Energy
Director: Banking, Finance & Projects
T +27 (0)21 481 6491
E andrew.vanniekerk@cdhlegal.com

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.

JOHANNESBURG

1 Protea Place, Sandton, Johannesburg, 2196. Private Bag X40, Benmore, 2010, South Africa.
Dx 154 Randburg and Dx 42 Johannesburg.
T +27 (0)11 562 1000 F +27 (0)11 562 1111 E jhb@cdhlegal.com

CAPE TOWN

11 Buitengracht Street, Cape Town, 8001. PO Box 695, Cape Town, 8000, South Africa. Dx 5 Cape Town.
T +27 (0)21 481 6300 F +27 (0)21 481 6388 E ctn@cdhlegal.com

NAIROBI

Merchant Square, 3rd floor, Block D, Riverside Drive, Nairobi, Kenya. P.O. Box 22602-00505, Nairobi, Kenya.
T +254 731 086 649 | +254 204 409 918 | +254 710 560 114
E cdhkenya@cdhlegal.com

ONGWEDIVA

Shop No A7, Oshana Regional Mall, Ongwediva, Namibia.
T +264 (0) 81 287 8330 E cdhnamibia@cdhlegal.com

STELLENBOSCH

14 Louw Street, Stellenbosch Central, Stellenbosch, 7600.
T +27 (0)21 481 6400 E cdh Stellenbosch@cdhlegal.com

WINDHOEK

1st Floor Maerua Office Tower, Cnr Robert Mugabe Avenue and Jan Jonker Street, Windhoek 10005, Namibia.
PO Box 97115, Maerua Mall, Windhoek, Namibia, 10020
T +264 833 730 100 E cdhnamibia@cdhlegal.com

©2025 15299/NOV

