

AFRICA BUSINESS GROUP



**ADDLESHAW
GODDARD**

MORE IMAGINATION MORE IMPACT

ABOUT AG

Strength in depth that you can call on for whatever lies ahead.

OUR CORE SECTORS



47 FTSE 100

CLIENTS ACROSS A WIDE RANGE OF BUSINESS SECTORS

3000+

CLIENTS ACTED FOR LAST YEAR, INCLUDING **800** CONSUMER BRANDS AND RETAILERS, **1,508** FINANCIAL SERVICES COMPANIES AND FUNDS, **422** ENERGY CLIENTS AND **413** HEALTHCARE INDUSTRY CLIENTS



96

COUNTRIES IN WHICH WE HAVE HELPED CLIENTS IN THE LAST 3 YEARS



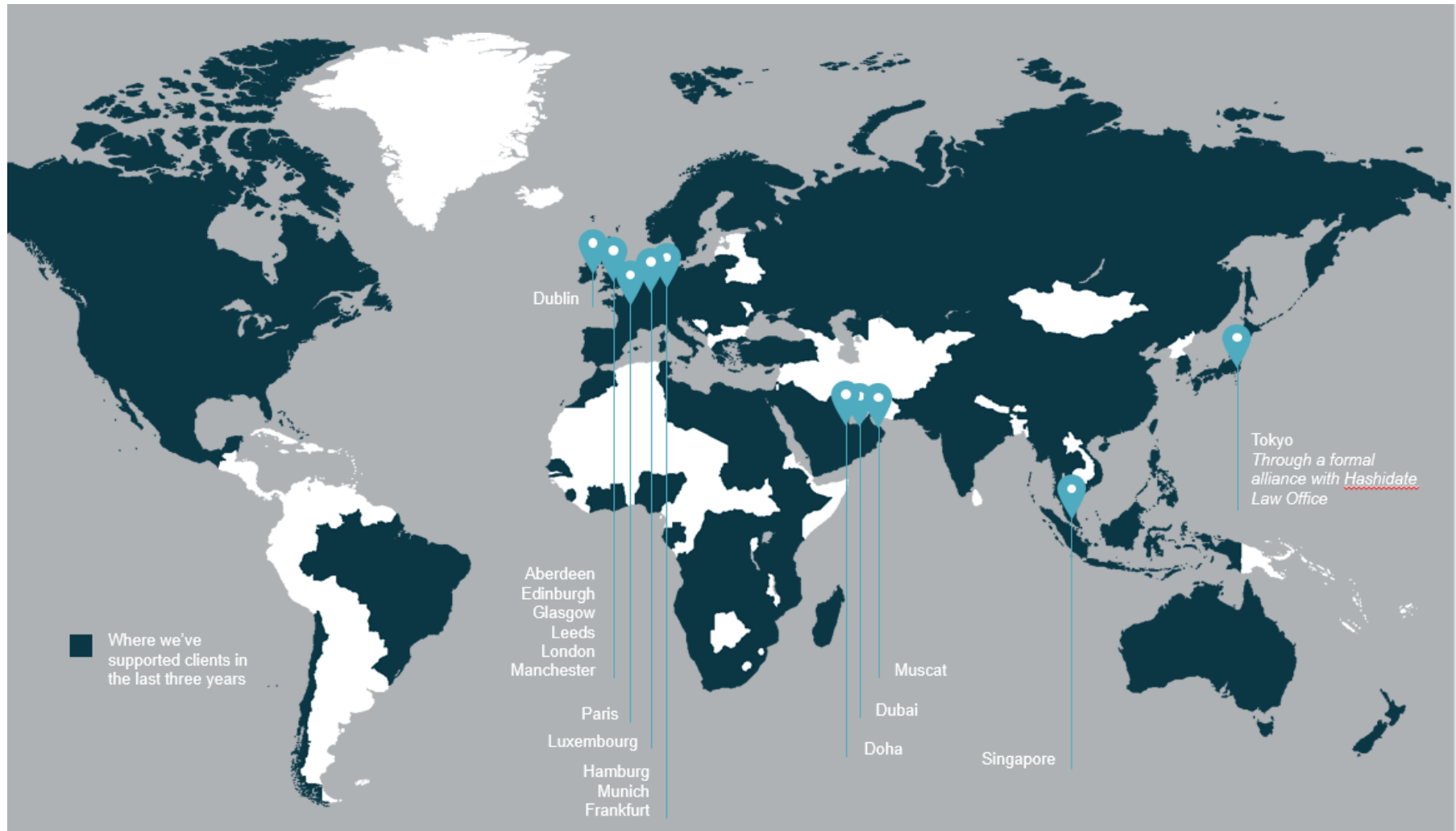
1400+

LAWYERS IN 16 OFFICES AROUND THE WORLD



WHERE TO FIND US

We have 16 offices worldwide, which we link together with a network of like-minded global partners. Where we don't have offices, we work with firms well known to us to deliver an international capability. These firms are selected by us and are best-in-class firms in their chosen jurisdiction – offering you the best quality advice wherever it is needed.

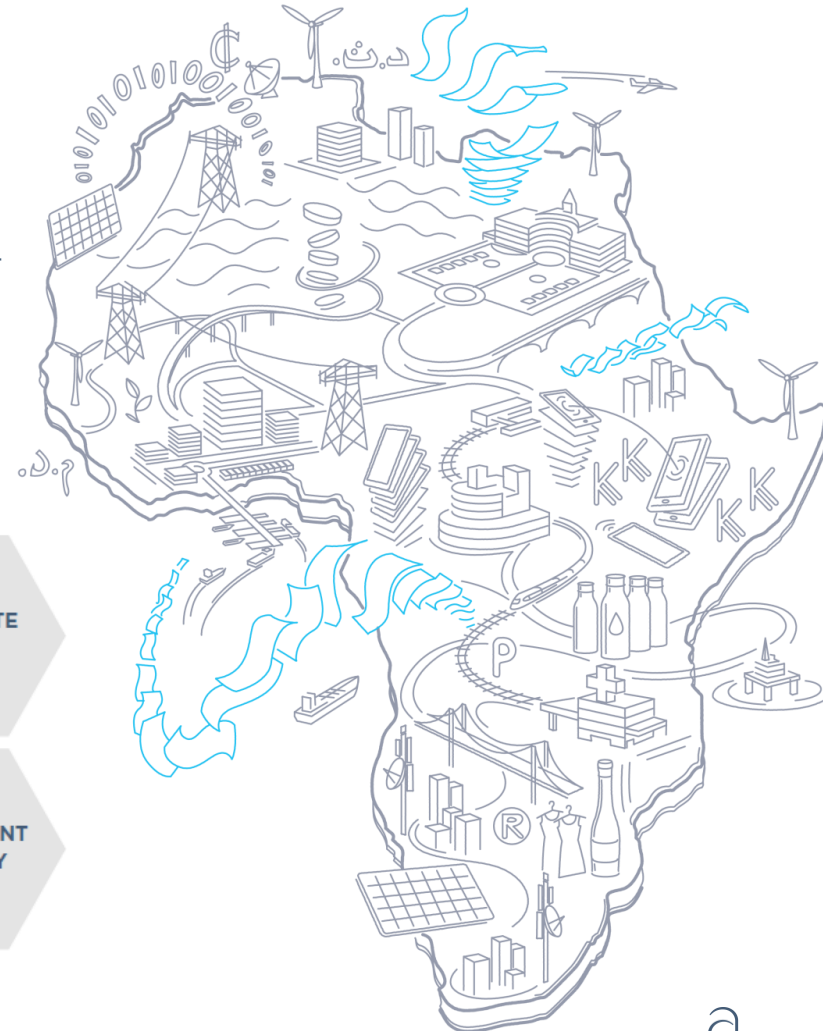


OUR OFFERING IN AFRICA

OUR AFRICA BUSINESS GROUP

Despite recent global headwinds, Africa remains home to many of the fastest growing economies and businesses in the world. We are proud to have advised clients interested in the continent for over two decades and of the collaborative approach and close relationships we enjoy with lawyers across Africa.

We represent some of the world's most dynamic businesses, many of whom originate from or operate in Africa. We are passionate about delivering the best legal advice for those doing business in Africa working alongside the best lawyers in each jurisdiction. We collaborate extensively with these firms (through know-how, precedent and market intelligence sharing) and we have honed a strong process-orientated delivery model which means we are collectively focused on the client's objectives, achieving their goals, whilst minimising risk. We look forward to discussing how we can help you and your business achieve its growth ambitions in Africa's fast growing markets.



M&A AND PRIVATE EQUITY

AT THE CUTTING EDGE

We have been advising clients on M&A and joint ventures across all industry sectors in Africa for 25 years and have developed market-leading M&A and Private Equity teams in the UK and Europe. We leverage this extensive experience when acting for clients on their investments, acquisitions, disposals and joint ventures in Africa, combining latest market practice in the UK and Europe with our Africa team's in-depth local knowledge.



Handles a wide range of domestic and international work, with a wealth of expertise in matters concerning India and sub-Saharan Africa.

Chambers UK 2022 – Corporate / M&A



Offers a strong regional network domestically, alongside significant expertise in transactions involving sub-Saharan Africa.

Chambers & Partners 2020 – Private Equity

EXPERIENCE HIGHLIGHTS

- Advising **New Forests** on the creation of its new African forestry fund and its acquisition of Green Resources AS which owns forests in Mozambique, Tanzania and Uganda
- Advising **DP World** on its joint venture with BII to create a US\$1.7bn dedicated investment platform to build out vital ports and logistics in Africa
- Advising **BP** on the sale of its ground fuels business and its 50% interest in a Terminals JV in Mozambique to TotalEnergies
- Advising **Diageo Plc** on its acquisitions of the Meta Abo brewery in Ethiopia and Serengeti Breweries in Tanzania
- Advising **Diageo Plc** on the creation and subsequent break up of joint ventures with Heineken and Namibia Breweries in Southern Africa
- Advising **PZ Cussons** on its acquisition of Glanbia's 50% stake in Nutricima and the disposal of Nutricima, to Friesland Campina WAMCO Nigeria Plc
- Advising **Hikma Pharmaceuticals** on its generic medicine manufacturing JV with the Midroc Group in Ethiopia and Sudan
- Advising **British American Tobacco Plc** on its acquisition of Blue Nile Cigarettes in Sudan, Twisp in South Africa and its bid for NTE in Ethiopia
- Advising **Associated British Foods plc** on the restructuring of the Illovo sugar business in Africa and the acquisition by ABF of shares in Illovo Distillers (Tanzania) and Kilombero Holdings (Mauritius) from ED&F
- Advising **Seven Energy** on its acquisition of East Horizon Gas Company, its US\$255m equity fundraising and the purchase of companies owning an aggregate 90% interest in OPL 905 gas field in the Anambra basin, onshore Nigeria
- Advising **Finlays Tea** on the sale of its Kenyan flower farm business to Black Tulip

CONTACT



CHRIS TAYLOR
Partner, Corporate Finance
+44 (0)7967 725651
chris.taylor
@addleshawgoddard.com



NIKHIL CHARY
Managing Associate, Corporate Finance
+44 (0)7466 955185
nikhil.chary
@addleshawgoddard.com



VICTOR ODERINDE
Managing Associate, Corporate Finance
+44 (0)7880 091733
victor.oderinde
@addleshawgoddard.com

RANKED TIER 1 FOR ALL RELEVANT MID-MARKET CATEGORIES
Chambers 2021

TOP 4 RANKED LAW FIRM BY UK DEAL COUNT 2021
MergerMarket

PRIVATE EQUITY UK LAW FIRM OF THE YEAR
Real Deals Private Equity Awards 2019, 2017 and 2016

DFI / IMPACT INVESTORS

AT THE CUTTING EDGE

We have an excellent track record of working with impact investors, development finance institutions and governmental entities on equity investments and joint ventures across Africa.

This means that we understand the nuanced challenges that impact investors and DFIs face in Africa. In particular, we are attuned to the importance of ensuring that investments have a positive long-term impact, add value locally, are sustainable and are carried out with the highest levels of transparency and accountability.



The AG team were phenomenal. They worked incredibly hard to drive a complex multi-party transaction to completion in a very demanding timescale and provided clear, pragmatic and commercially-driven advice throughout.

British International Investments plc

EXPERIENCE HIGHLIGHTS

- Advising **British International Investments plc (BII)** on its joint venture with Norfund and Scatec to create a platform for the acquisition, development and operation of hydropower projects in Sub-Saharan Africa
- Advising **BII** on its equity investment (alongside Development Partners International and EBRD) in a first-of-its kind US\$250m biopharmaceutical investment platform created for the purpose of acquiring pan-African pharmaceuticals businesses
- Advising **BII** on its platform investments in African education businesses GEMS Africa and UNICAF
- Advising **BII and Finnfund** on their debt and equity investments in Miro Forestry, a sustainable forestry business which has operations in Ghana and Sierra Leone
- Advising **Norfund and BII** on their \$70m equity investment in AgDevCo, a UK-based impact investor focussed on the agribusiness sector across Sub-Saharan Africa (ongoing)
- Advising **BII and AgDevCo** on their equity investments in Jacoma Estates Limited, an agribusiness based in Malawi
- Advising **Actis** advising on its assumption of management rights in two flagship funds from the collapsed Abraaj Group, including Abraaj Africa Fund III, a fund for investments in sub-Saharan Africa
- Advising **Catalyst Principal Partners** on its acquisition of a controlling stake in Yes Water in Ethiopia for US\$24m
- Advising **Leapfrog** on its emerging market co-investment with PG Impact Investments and Teachers Insurance and Annuity Association into NeoGrowth Credit Private Limited
- Advising **Gridworks** on its equity investment in Mettle Solar, a South African-based renewable energy company that provides solar energy solutions to business customers across Africa

CONTACT



CHRIS TAYLOR

Partner, Corporate Finance
+44 (0)7967 725651
chris.taylor
@addleshawgoddard.com



NIKHIL CHARY

Managing Associate, Corporate Finance
+44 (0)7466 955185
nikhil.chary
@addleshawgoddard.com



SIMI SOMUYIWA

Associate (Nigeria qualified), Corporate Finance
+44 (0)7880 091733
simi.somuyiwa
@addleshawgoddard.com

MANAGING DISPUTES & ENFORCEMENT

AT THE CUTTING EDGE

Addleshaw Goddard's disputes practice comprises specialist disputes lawyers in our offices in the UK, GCC, France, Germany, Ireland, Hong Kong and Singapore, acting on a broad range of litigation and international arbitration cases, with a particular focus on general commercial, financial services, construction / infrastructure and energy disputes. We also have a particular expertise in complex cross-border fraud cases and international asset tracing and have acted on some of the largest cases of this nature. We have extensive experience of working alongside local counsel in disputes across Africa, either as the instructing firm managing local counsel on behalf of clients or while being instructed ourselves.

We are renowned for our market leading approach to the control of costs. Managing cases using Third Party Funding, Conditional Fee Arrangements, After the Event Insurance policies and Damages Based Agreements is in our DNA. In 2008, we launched our market leading CONTROL programme, which enables our clients to mitigate the costs, uncertainty, and financial exposure arising from disputes. We understand that creative funding arrangements are essential in potentially costly legal proceedings, and we pride ourselves in providing appropriate solutions to our clients.

We have extensive experience of working alongside local counsel in disputes across Africa, either as the instructing firm managing local counsel on behalf of clients or whilst being instructed ourselves.

We are currently instructed on Africa-related claims worth well over US\$1bn.



EXPERIENCE HIGHLIGHTS

- Acting for a consortium of investors in a West African oil field dispute concerning the operation of the field, including the conduct of related litigation in several jurisdictions and international enforcement of the arbitral award (LCIA rules, London seat)
- Acting for Unitel S.A., an Angolan mobile telecoms company, as it seeks to recover over US\$500m from an SPV owned by Isabel dos Santos, formerly Africa's richest woman
- Acting for British International Investment Plc (formerly CDC Group Plc) in its defence of US\$300m English Commercial Court proceedings brought by Sudhir Ruparelia and Crane Bank Limited (a Ugandan bank), who allege that the defendants unlawfully conspired with the Bank of Uganda to effect the sale of Crane Bank's assets to DFCU Bank (another Ugandan bank)
- Acting for a Japanese construction company in relation to the enforcement of an ICC arbitration award against various governmental bodies in Tanzania, including defending set aside proceedings commenced by the Defendants in the High Court of the United Republic of Tanzania
- Acting as co-counsel with Aluko & Oyebode for a Nigerian integrated oil and gas investment company in a circa US\$100m ICC arbitration (London seat)
- Acting for a subsidiary of Diageo plc on a series of high-profile international arbitrations concerning its joint-venture brewing and distribution arrangements with SABMiller in Kenya and Tanzania (ICC Rules, London seat)
- Defending an anti-suit injunction obtained by the International Finance Corporation and the OPEC Fund for International Development against our client, a Ghanaian oil company

CONTACT



NICK ASHCROFT

Partner, Commercial Disputes
+44 (0)7540 558289
nick.ashcroft@addleshawgoddard.com



HAROLD BRAKO

Partner, Finance Litigation
+44 (0)7951 733577
harold.brako@addleshawgoddard.com



ALEX UNGER

Legal Director, Finance Litigation
+44 (0)7766 201938
alex.unger@addleshawgoddard.com



NATHALIE ALLEN

Legal Director, Commercial Disputes
+44 (0)7774 336584
nathalie.allen@addleshawgoddard.com



**DISPUTE RESOLUTION
FIRM OF THE YEAR**

Legal 500 Awards 2019



ENERGY

AT THE CUTTING EDGE

We are a market-leading renewable energy firm, with extensive experience in the sector including recently advising BP on its US\$200 million investment in global solar energy giant, Lightsource Renewable Energy.

As the African renewable energy market develops apace, we are advising developers, investors and supply chain participants right across the region.

Local knowledge is crucial in a sector where there are not only significant regional divergences depending on the natural resources in-country (for example, in Kenya geothermal power from the Great Rift Valley provides c. 50% of all electricity supply) but also national planning, property law, grid connection, renewable incentive and power purchase regimes that can significantly affect the viability and bankability of a project.



Addleshaw Goddard ‘positively stands out’ in the market for its ‘strategic thinking, industry knowledge and unmatched experience’ in the energy and utilities fields.

LEGAL 500



Represents an array of FTSE 100 and FTSE 250 corporates, with notable expertise in energy, real estate, retail and financial services transactions. Handles a wide range of domestic and international matters, with a wealth of expertise in matters concerning India and sub-Saharan Africa.

Chambers



EXPERIENCE HIGHLIGHTS

- In 2021, we were appointed to **Eskom**'s legal panel.
- **Uganda Electricity Generation Company Limited** in relation to project funding and development arrangements for a 9 MW hydropower project located in Uganda.
- **Berkley Energy** in relation to EPC related issues on the construction of Achwa Hydro Electric HPP2 in Uganda and related insurance matters.
- **Norfund** in relation to the development of Fula Rapids Hydropower Project in South Sudan
- **Berkeley Energy** in respect of the Corbetti Geothermal Power Project (20MW) in Ethiopia
- **Government of Rwanda** on the development of energy sector-standard agreements (including power purchase, concession and other project-related agreements for solar, wind, methane, and coal/peat-fired power projects)
- **Rook Solar**, a Nigerian consortium on its bid for a large utility scale solar project, including reviewing the terms of the PPA from NBET.
- **US-based investor** that manages power assets in emerging markets, including the MENA region, in relation to a 110 MW solar power plant in an East African country
- **Ignite Solar** in negotiations with the Government of Rwanda for a joint venture to roll out a portable solar light program.
- **Project sponsor** on the development of a 50 MW Delta Renewable Energy solar PV plant in Egypt
- **Janus Continental Group** on the development of a 250 MW power station and integrated LNG infrastructure in Mozambique.
- Janus Continental Group in relation to renegotiation of project agreements in relation to 105 MW thermal power station in Zambia
- State utility of Mozambique in respect of proposals from international investors for a 51% stake in the 400MW Temane IPP.
- Advising Government of Ghana (GOG) for private sector participation in the Electricity Corporation of Ghana (ECG)
- Government of Cote d'Ivoire on the renegotiation of contractual relationships for an electricity distribution concession with a consortium of EDF, Bouygues and SAUR of France

CONTACT



ALEX SARAC

Partner, Infrastructure Projects & Energy
+971 5 0154 2084
a.sarac@aglaw.com



PAUL JONES

Partner, Infrastructure Projects & Energy
+44 (0)77917 515841
paul.jones
@addleshawgoddard.com



ELEANOR MORRIS

Associate, Infrastructure Projects & Energy
+971 52 273 4125
e.morris@aglaw.com

INFRASTRUCTURE AND PPP

AT THE CUTTING EDGE

Infrastructure has long been a rich source of commercial opportunities in Africa, often based around the development of the mining and energy sectors. In recent years, there has been varying levels of performance in Africa's infrastructure with great gains being made in areas such as telecommunications and water treatment. However, there is still opportunity for more growth with areas such as energy generation, which is still not at a level required for Africa's population size and business needs.

We advise on all types of construction, engineering, projects, environmental and procurement matters. We have a strong and well-established reputation for providing clients with clear, commercial and pragmatic solutions from the inception of a project through to completion. Where necessary, we can also help resolve any disputes as quickly and cost-effectively as possible.

Examples of jurisdictions in which our lawyers have closed deals include Nigeria, Sierra Leone, DRC, Ghana, Botswana, Mozambique, Zambia and Uganda.



The infrastructure and projects team's greatest overall strength is its bright individuals who know their clients' market and business and who provide advice which is both reliable and effective.

Chambers UK 2021 – Project Finance (UK-wide)

EXPERIENCE HIGHLIGHTS

- **World Bank** in relation to drafting a new PPP law for the Government of Somalia
- **Government of The Gambia** in relation to a new PPP framework and PPP manual
- **Consortium** on the financeability and concession arrangements in connection with the proposed privatisation of the Limpopo Line in Zimbabwe
- **Greenfield Assets** and the other consortium members on a bid for the Deep-Sea Port at Ibom, Nigeria
- **GuarantCo and USAID** on the local currency debt guarantee to the Kalangala Infrastructure Project, Uganda.
- **The Government of the United Republic of Tanzania and African Legal Support Facility** in relation to the development of one of the largest PPP port and special economic zone projects in East Africa with an investment value of US\$ 10bn.
- **Ferrostaal, Fauji, and Holdor Topsoe** on a 2 billion USD ammonia/urea fertilizer plant in Tanzania.
- **International investor** on its multiple bids for power-generation projects and distribution networks in the unbundling process of the Nigerian power sector.
- **Central Electricity Board (CEB)**, the state utility company in Mauritius, on the 75-90 MW Alteo Biomass / Bagasse power project.

CONTACT



ALEX SARAC

Partner, Infrastructure Projects & Energy
+971 5 0154 2084
a.sarac@aglaw.com



PAUL JONES

Partner, Infrastructure Projects & Energy
+44 (0)77917 515841
paul.jones
@addleshawgoddard.com



ELEANOR MORRIS

Associate, Infrastructure Projects & Energy
+971 52 273 4125
e.Morris@aglaw.com

OIL AND GAS

AT THE CUTTING EDGE

We have advised on a broad range of upstream transactions ranging from farm-ins, farm-outs, share sale transactions and related documents such as Joint Operating Agreements, Unitisation Agreements, Production Sharing Agreements and Concessions, as well as related financings including reserve based lending (RBL), project financing, export credit finance, development finance, contractor and offtaker financing (including prepay) and various hybrid structures.



Dubai-based Alexander Sarac frequently acts for governments on energy, infrastructure and oil and gas projects. One client stated: 'Alex works flat-out for his clients. His strengths are his logical reasoning, confidence, strategy, patience and passion.'

Chambers Global – Project & Energy – Africa-wide



**BEST UTILITY PROJECT:
ENERGY TO GAS TO THE
WEST PROJECT**

Partnership Awards 2019



EXPERIENCE HIGHLIGHTS

- **AFDB/Government of Somalia** - In relation to the preparation of a standard production sharing agreement, and the implementation of an offshore licensing round, as well as capacity building activities.
- **AFDB/Government of the Gambia** - In relation to the preparation of a standard petroleum exploration, production licences and the implementation of an offshore licensing round, which resulted in the successful award of a licence to BP in 2018
- **Seven Energy** on the US\$225m Accugas II loan facility to project finance of a 40km gas pipeline from Uquo to Oron in Nigeria.
- **JP Morgan** - Advising JP Morgan, Africa Finance Corp & Diamond Bank on a \$100m secured ship financing of four oil drilling exploration barges to be used in the Niger Delta.
- **Goss & Balfe** - contract negotiations relating to the upgrade of a major oil and gas depot and associated pumping facilities at Langlaagte and Waltloo in South Africa.
- **European IOC** - on its country entry and potential acquisition of exploration assets in the Republic of Equatorial Guinea, including negotiation of the farm-out and JOA and PSC with the national oil company.
- **Ghana National Petroleum Corporation** - Ghana National Petroleum Corporation on the EPC arrangements for the 3.40 million tpy Tema floating LNG regasification project, located in Ghana.
- **BG Group** - BG Group on all aspects of upstream, midstream and downstream development of offshore gas fields and LNG facilities in Tanzania.
- **Nigeria National Petroleum Company** - US\$3.5bn financing of the exploration and development of licence area OML13.
- **PA Resources AB** on the sale of its Tunisian offshore and onshore oil & gas interests to ETAP, and the grant of an option relating to its interests in the Republic of Congo to Petrogas
- **Seven Energy** on its US\$100 million equity fundraising involving a US\$50 million investment by Islamic Development Bank Infrastructure Fund II (managed by ASMA Capital), with the remainder being provided by existing investors including International Finance Corporation (IFC) and Temasek

CONTACT



ALEX SARAC

Partner, Infrastructure Projects & Energy
+971 5 0154 2084
a.sarac@aglaw.com



MARTIN STEWART SMITH

Partner, Infrastructure Projects & Energy
+44 7796 665 684
martin.stewart-smith
@addleshawgoddard.com



ANGUS ROLLO

Partner, Corporate Finance
+44 7767 782 200
angus.rollo
@addleshawgoddard.com

FINANCE AND PROJECT FINANCE

AT THE CUTTING EDGE

At Addleshaw Goddard, our combination of 'on the ground' experience honed from time spent in-market and well-established relationships with local law firms provides us with unique insight on the challenges and opportunities. At the heart of this model lies collaboration.

We possess substantial experience in the representation of lenders, sponsors and borrowers on various types of finance and project development transactions across a number of jurisdictions. This expertise is not just limited to the transactional sphere. We have also represented a broad range of international and Africa-based clients in disputes and investigations ranging from breach of contract, fraud and misfeasance claims to high profile international arbitrations.

Our team includes experts in Islamic finance who have been involved in first of their kind deals in Africa. Our specialists are well practised in structuring deals that are Shari'a compliant and enjoy the added advantage of being located at the heart of the Islamic Finance industry's deal making centres.



Proactive engagement, the team goes the extra mile to support and structure loans rather than simply executing them.

Legal 500 UK 2022 – Finance – client quote

EXPERIENCE HIGHLIGHTS

- **International North African bank** regarding potential complex, multi-jurisdictional proceedings in order to reclaim misappropriated funds provided on credit
- **Lenders** on financing aspects of a confidential bid for the acquisition of certain upstream interests in the Niger Delta to be sold by Shell
- **Fula Rapids Hydropower Company (owned by Norfund of Norway and South Sudan Electricity Corporation of South Sudan)** in respect of the development and construction of the 42 MW Fula Rapids Hydropower Project located in South Sudan.
- **RMB and BNPP** on a \$50m ECIC backed financing to a producing copper mine in the DRC.
- **Uganda Electricity Generation Company Limited** on the potential restructuring of the Nyagak III hydropower project in Uganda
- **Standard Bank** on a USD100 million secured subordinated facility plus off-take and equipment financing to African Minerals.
- **Asanko Gold** on its \$150m secured debt facility from Red Kite to develop the Esaase gold project in Ghana.
- **A major Egyptian solar power developer** on a US\$100 million financing and investment by Africa Finance Corporation
- **IFC** and other lenders in connection with a programmatic financing of solar projects in Egypt being developed by Alcazar and Shapoorji and involving an Egyptian state-owned company
- **SN Power and CrediCorp** joint venture in relation to the US\$155m debt financing of the 58MW Bajo Frio Hydropower Project, located in Panama
- **SN Power and CrediCorp** joint venture in relation to the US\$155m debt financing of the 58MW Bajo Frio Hydropower Project, located in Panama
- **Adjaristquali Georgia LLC**, as borrower, and Clean Energy Invest and Tata Power International Pte Limited as sponsors, on the restructuring of the US\$400 million project finance facilities for the development and construction of the 185 MW Shuakhevi hydropower project in the Republic of Georgia
- **Japan Bank for International Cooperation and Asian Development Bank** on the project finance facilities for the 2,500MW Gulf SRC Gas-Fired Combined Cycle Power Plant Project in Thailand

CONTACT



RORY CONNOR

Partner, Infrastructure Projects & Energy
+44 (0)738 445 9324
rory.connor
@addleshawgoddard.com



MARTIN STEWART SMITH

Partner, Infrastructure Projects & Energy
+44 7796 665 684
martin.stewart-smith
@addleshawgoddard.com



VICTORIA MESQUITA

Partner, Finance
+971 50 657 0233
v.mesquita@aglaw.com

RETAIL & CONSUMER

AT THE CUTTING EDGE

We have one of the leading retail and consumer sector teams which we combine with in-market African expertise to deliver solutions for a wide range of consumer focussed businesses.

The increasing consumption of goods and services (including retail, financial services, technology and telecoms) has made a significant contribution to Africa's rise in recent years, accounting for two-thirds of the continent's GDP growth. The continent has a disproportionately young population, with over half of the people aged under 25, particularly in the larger urban centres where the buying power of the middle class is increasing rapidly.

Many of our lawyers have worked in-house with our Africa clients which means they have an understanding of the commercial challenges Africa can present and the solutions necessary to meet consumer demand.

Our retail and consumer community is open to all market participants and provides our clients with horizon scanning information on regulatory risk, seminars / peer-to-peer round tables on the latest legal issues and regular newsletters. Our aim is to bring together like minded (non-competing) businesses to share ideas and solutions which is particularly important in Africa and so do let us know if you would like to sign up to this community.

EXPERIENCE HIGHLIGHTS

- Advising One54 on securing IP protections across Africa for its fruit drink brand and its toll manufacturing arrangements in Ghana
- Advising British American Tobacco on the restructuring of its Zimbabwean leaf operations and long-term leaf supply agreements with corporate security structures
- Advising Diageo on its marketing, brand and production joint ventures with Heineken and Namibia Breweries in Southern Africa
- Advising LAP GreenN (the Libyan sovereign wealth fund) on its bid for Warid Telecoms in Uganda
- Advising PZ Cussons on the production and distribution of dairy products in West Africa
- Advising Associated British Foods (owner of Illovo Sugar) on factory and office developments in Zambia, Nigeria and South Africa
- Advising Hikma Pharmaceuticals Plc on its Ethiopian distribution arrangements
- Advising Dhunseri on the purchase of Makandi / Kawalazi tea and coffee estates in Malawi
- Advising PZ Cussons on its back-office outsourcing in Ghana, Kenya and Nigeria
- Advising Catalyst Principal Partners on its acquisition of an Ethiopian mineral water business

CONTACT



ANDREW ROSLING
Partner, Corporate Finance
+44 (0) 7803 901565
andrew.rosling
@addleshawgoddard.com



AG's knowledge of the complex political, geographical and social challenges businesses face in Africa is beyond that of any other law firm I have worked with. I particularly value the way in which complex issues are simplified and they will set out the pros and cons of possible routes and recommend a specific line of action – this approach helps inform the eventual decision.

Diageo Africa, M&A Lawyer

DIGITAL / DATA PROTECTION

AT THE CUTTING EDGE

Recent years have also seen an increase in tech hubs, including incubators, accelerators and co-working spaces across the continent. Around 50% of these are concentrated in 5 countries (South Africa, Kenya, Nigeria, Egypt and Morocco) but hubs are appearing fast in other countries such as Ghana, Uganda and Tunisia.

In the telecoms sector, we have acted for or opposite many of the biggest names such as BT, Vodafone, O2, Daisy, Tiscali and TalkTalk, and have very significant sector experience on transactional work involving fixed line, mobile, broadband, internet and data businesses; we also have considerable telecoms sector experience in Africa. We have been at the forefront of mobile commerce developments and UK fintech. For example, we advised Barclays on its partnering agreement with Everything Everywhere for the UK's first NFC mobile payments solution, and acted for a number of UK issuers and a global card scheme in relation to the establishment of the Apple Pay platform in the UK.

In 2016 we launched AG Elevate, a fast track, 12-month initiative that focuses on supporting ambitious FinTechs by providing free legal advice and mentoring under the banner of two programmes – one targeting 'early-stage' start-ups with no more than £1 million of investment, and one directed at start-ups with at least 'Series A' funding of more than £1 million. Both packages offer mentoring services and free legal advice, together with access to AG's training sessions and networking events.

EXPERIENCE HIGHLIGHTS

- **CDC** on the data protection, IT and IP aspects of the transfer of 'the Africa List'
- Advising a number of issuers and card schemes in relation to the launch of Apple Pay, providing regulatory and contractual advice in relation to implementation of the platform and associated digital enablement (tokenisation) services
- Advising on international peer to peer payments utilising a mobile payments platform including settlement arrangements through correspondent banking
- Advising on data protection related aspects of Samsung Pay by reference to the regulatory obligations of the Merchant, Issuer and Bank
- Advising a PE investor on the acquisition of a mobile network operator in East Africa
- Advising a global provider of telecoms infrastructure, with operations throughout the Middle East and Africa, in a High Court claim in the UK
- Acting for an international infrastructure company on a dispute concerning the provision of facilities management work for mobile phone masts for major mobile phone providers
- Advising a bidder on the competition and regulatory aspects of the potential purchase of a national mobile and fixed telecommunications operator in East Africa
- Advising Havenvest Private Equity on its investment in the Middle East division of the Help AG Group, an IT and internet security services business
- Advising on payments and currency transfers in the Middle East using Bitcoin, blockchain and associated virtual currency technology
- Advising a major bank on the use of geo-location data in the context of potential mobile wallet solutions

CONTACT



HELENA BROWN
Partner, Data Protection/ FOI
+44 (0)740 773 5118
Helena.Brown
@addleshawgoddard.com



JAY KESARIA
Managing Associate, Managing Associate
+971 5 2273 4451
j.kesaria@aglaw.com



AYESHA WHITWORTH
Associate, Data Protection/FOI
+44 (0)7720 640 786
Ayesha.Whitworth
@addleshawgoddard.com

TRADE CREDIT AND POLITICAL RISK INSURANCE

AT THE CUTTING EDGE

- We are a leading insurance practice acting exclusively for policyholders, with a track record of helping policyholders secure payment of their claims from insurers.
- Trade credit risk insurance is a risk mitigation tool which is used by banks and businesses as an addition to conventional security. It protects banks against non-payment of loans and businesses against non-payment by their customers for products or services. But coverage is not uniform and issues can arise in relation to disclosures made to the insurers when the policy was placed, in particular concerning the insured's knowledge and understanding of the borrower's / creditor's credit profile.
- Political risk insurances provides cover against losses arising due to expropriation by a foreign government, war, political violence and currency inconvertibility. It is relevant to all companies that are active in emerging and politically volatile markets.
- We are seeing insurers hardening their approach to paying claims, with increased scrutiny on the scope of coverage and compliance with policy conditions.



Able to fight the insurer-led lawyers toe-to-toe and come out on top.

Legal 500 UK 2022 – Insurance Litigation For Policyholders

EXPERIENCE HIGHLIGHTS

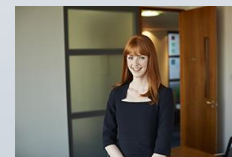
- Expertise and experience in complex international coverage disputes:
 - Our current international mandates include disputes concerning political risk insurance, credit insurance, BI and D&O, as well as CAR and DSU in international projects.
 - We work closely with our international offices and have a number of matters ongoing in the GCC.
- Advising a Nigerian bank on a multi-million dollar claim against a trade credit insurance policy involving fraud of the borrower regarding the receivables pledged in support of the bank's lending.
- Acting for a Nigerian bank on a negligence claim against its insurance broker concerning the advice provided when the trade credit insurance was placed.
- Advising on the strength of a Nigerian bank's global trade credit insurance portfolio, in particular concerning the impact of the bank's status as a loss payee.
- Acting for an international trader and distributor in proceedings against its credit insurer in the DIFC concerning coverage for non-payment for diesel following the liquidation of a customer.
- Acting for a Liberian company in a coverage dispute with its political risk insurers concerning losses arising from the unlawful seizure / expropriation of its petroleum terminal.

CONTACT



RICHARD WISE

Partner, Commercial Disputes
+44 (0)7779 663701
richard.wise@addleshawgoddard.com



VICTORIA POOL

Partner, Commercial Disputes
+44 (0)7725 732399
victoria.pool@addleshawgoddard.com

OUR AFRICA NETWORK



Panel roles at Africa IBA and other conferences (e.g. on M&A and arbitration in the territory)



Partner of the Africa Technology Business Network and regular host of tech in Africa events



Member of ILFA (International Lawyers of Africa)



Training and hosting lawyers in our business



Regular secondments into businesses and law firms in Africa



Collaborating with local firms to host seminars and training sessions for clients in the region



Proactive relationships with law firms across Africa



Board member of the Africa advisory board of Save the Children UK



We share expertise, know-how precedents, training and market knowledge with other firms



We have regular roles at Africa-focused events



We receive regular know-how updates from across the region (now available on the business in Africa tool)



Supporter of EAIAC



Addleshaw Goddard has provided invaluable support to ATBN in our mission to connect promising African tech entrepreneurs and businesses to investment and expertise in the UK. AG have hosted our annual conference, the Africa Technology Business Forum, since its inaugural edition in 2016 thus providing a space for UK investors, technology and business leaders to connect and learn more about the emerging technology opportunities in Africa.

ATBN Founder and Director



MORE IMAGINATION MORE IMPACT

addleshawgoddard.com