

# Focused on Africa

## *Advising on the big picture*

### What we do for our clients

Africa is a continent full of opportunity. Many of its countries are experiencing strong growth through investment from around the world and increasingly African organisations are becoming more ambitious and looking to expand beyond their existing boundaries. Our team consists of practitioners based in Africa, Europe, Asia, and the Middle East and offers a global project management approach to help our clients achieve their commercial objectives. We advise on all aspects of doing business in Africa, covering both the legal and cultural aspects, through our in-depth knowledge of the continent combined with our project management skills.

We act for companies from all our sectors including: infrastructure, energy (oil & gas, mining, natural resources and clean energy), health, transport and services to governments such as dispute resolution and institutional reforms. Our wide-ranging client base of governmental institutions, private and public companies and financial institutions includes clients such as Eskom, Tyco, Boeing, FMC Technologies, Investec, Transafrika, Libyan Foreign Bank, African Development Bank, International Finance Corporation (World Bank) and several African governments.

### Innovation in our sector

Many of our international clients report that they find the 'Africa' part of their remit a complicated area to deal with. We can help. For example, we can offer advice on how the provision of legal services works on the continent, offer contacts with local firms and provide guidance on local cultures and ways of doing business. Our unique combination of many years' experience in Africa, our office in South Africa and our longstanding relationships with local law firms in over 40 African countries, means that our clients receive a consistent, tailored and high level of service wherever they need to do business in Africa. We are experts in acting as pan-African project managers for our clients.

### Independent comment

*"Eversheds has made significant strides in establishing its presence (in Africa) ... to provide a comprehensive service covering telecoms, oil and gas and mining matters."*

**Chambers Global, 2010 edition**

*"Eversheds LLP has a 'unique (...) practice of global repute in francophone Africa'. The team (...) delivers 'tailor-made advice', and shows 'high levels of reactivity, availability and professionalism'."*

**Legal 500 EMEA, 2009 edition**

*"The firm has acted for numerous banks and financial institutions and boasts an impressive reputation and understanding of joint ventures within Libya."*

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## Did you know?

- 1** Eversheds is present in Africa through our office in Johannesburg (South Africa) as well as having long-standing relationships with many of the reputable local law firms in over 40 African countries.
- 2** Our Johannesburg office is one of the largest and most well-known in South Africa, with a team of over 140 legal advisers.
- 3** The Africa Group received its first ever recommendation this year in Chambers Global 2010 and Legal 500 consistently ranks the Africa Group highly with regard to its projects and energy practice.
- 4** Our Africa Group includes specialists in all Eversheds' sectors and practice groups. We are able to provide our clients with a consistent, tailored and high level of service wherever they need to do business in Africa.
- 5** Partner Boris Martor and his team are co-authors of a book entitled 'Business Law in Africa' which has been translated into Chinese and Arabic.
- 6** Through our Paris office, we have recognised expertise in OHADA law (Organisation for the Harmonisation of Business Law in Africa), which currently applies to 17 primarily French-speaking Central & West African countries.
- 7** One of the Africa Group's most significant clients, Eskom (the South African utility company), has been advised by Eversheds in one form or another for over 30 years!
- 8** We have a specific mailing list for contacts and clients interested in Africa and also run events of interest to companies present or setting up in Africa.
- 9** The Africa Group is active in several African business associations in Europe: Commonwealth Business Council, Conseil des Investisseurs Français en Afrique and the Royal African Society.
- 10** South Africa is often used as a gateway for foreign investment into Africa. Eversheds has the skill to set up beneficial structures in appropriate jurisdictions that will be valuable for clients seeking African investments. As the new member of BRICS, South Africa may be introduced to exciting opportunities to trade with these significant new world powers.

## Key contacts

For more information, please contact:

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# Focused on Africa

## *Advising on the big picture*

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