



AFRICA LEGAL
INTERNATIONAL LEGAL SERVICES

DENEYS | **REITZ**
ATTORNEYS

Africa Legal – a unique pan-African legal service

Overview

If you do business in Africa you will know that it can be difficult to obtain legal services that are:

- of an international standard in terms of quality, capacity and responsiveness
- provided by lawyers with both international and local market experience, and
- charged at locally competitive, rather than international, rates.

Africa Legal was established by Deneys Reitz to fill this gap. Our pan-African service, with its team of English and South African qualified lawyers, offers a complete range of legal advisory services to those doing business in Africa.

We have advised major international and South African financial, corporate and private equity institutions (including Actis Capital, AIG Global Emerging Markets Fund, Aureos Capital, Barclays Bank, CDC Group, Citibank, FMO, Nedbank, Proparco, Rand Merchant Bank and Standard Bank) on transactions involving some 20 African jurisdictions.

Our Services

Africa Legal provides a complete commercial legal advisory service to corporates, investment funds and financial institutions (including development finance institutions) active in Africa. Areas of expertise include acquisitions and disposals, private equity, funds (including via Mauritius), banking, acquisition finance, project finance, joint ventures, shareholder arrangements, debt and equity restructurings and privatisations/public-private-partnerships.

We understand the challenges of doing cross-border business in Africa and ensure that our clients receive legal advice and protections appropriate to the countries in which they operate. Areas where we can help include:

- **Transactions:** advising on all aspects of debt and equity transactions including due diligence, deal structuring, cross-border security and drafting and negotiating commercial documentation.
- **Country risk:** mitigation of country risk including liaising with local counsel and providing guidance on local business practice, limitations of local searches, vendor/investor protections, local practice regarding warranties and indemnities, security issues and general contract enforceability issues.
- **Governance and ethical risks:** advising, for example, on matters that may give rise to purchaser and/or directors' liability or potential local health and safety or labour practice issues.
- **Local counsel:** identifying the right local advisers and co-ordinating their input.



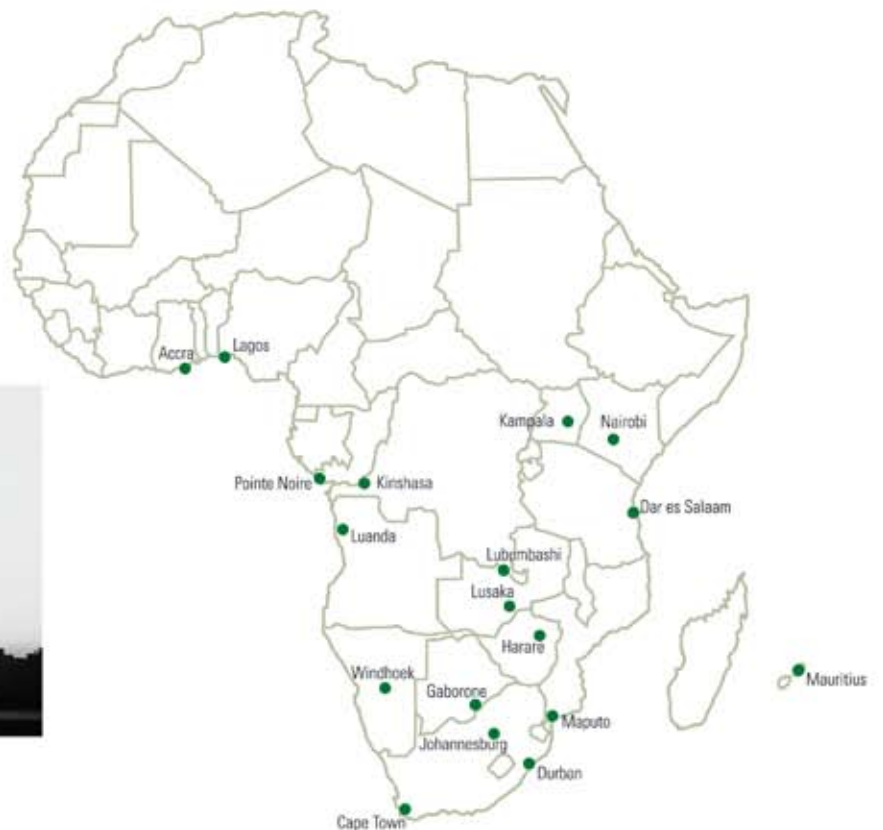
Members of the Africa Legal Team

Members of the Africa Legal Team include:

Julian Jackson is a director and co-founder of Africa Legal and is admitted as a solicitor in England. His main expertise is international project finance, general banking and M&A/private equity, and he has extensive experience advising on international transactions. His clients include Aureos Capital, FMO, FirstRand Bank, Globeleg, Proparco and Standard Bank. Julian is recognised by Chambers & Partners as a leading lawyer in the areas of Banking & Finance, General Business Law and Projects & Energy. Before joining Africa Legal, and following a period in the Clifford Chance Frankfurt office, Julian was a member of Clifford Chance's International Project Finance Group in London. Julian has acted for a number of leading international DFIs, international and South African banks as well as international private equity funds on investment projects throughout Africa.

Steven Gamble is a director of Africa Legal and is admitted as a solicitor in England, Hong Kong and Scotland. His main expertise is in advising both international and domestic banks and companies in relation to general banking, acquisition finance, syndicated loan and asset finance transactions. He has worked on finance transactions throughout Africa, Europe and Asia. Before joining Africa Legal, Steven was part of Norton Rose's international finance team and spent time in their London, Singapore and Hong Kong offices before heading up their English law banking and finance team in Bangkok. He also spent some time on secondment with The Royal Bank of Scotland plc in the UK. He has acted for many high profile international clients including AIG, Calyon, Deutsche Bank, ExxonMobil, FMO, Fortis Bank, GE Capital, HSBC, Huawei Technologies, ING Bank, JPM Chase, Nedbank, Standard Bank, The Royal Bank of Scotland plc, Siemens and UBS.

Kevin Cron is a director of Africa Legal and of Deneys Reitz where he heads the Corporate/Commercial department. Kevin has extensive experience in all areas of corporate and commercial law and has acted for a number of well-known South African mining and industrial groups, as well as for various South African and international banks. Kevin is recognised as one of South Africa's leading lawyers.





Hugh Bisset is a director of Africa Legal and of Deneys Reitz in the Corporate/Commercial department, having previously practised in Zimbabwe. Hugh has advised on transactions in many African countries including numerous trade financings and a number of infrastructure projects.

Gavin Noeth is a director of Deneys Reitz where he is joint head of the Project Finance department. Gavin has advised on major projects in many African countries. He advised the lenders on the Kelvin Power privatisation and is lead South African counsel advising the Department of Minerals and Energy on the proposed independent power producer tender for new peaking electricity generation capacity of 1000MW for South Africa.

Philip Geromont is a director in Deneys Reitz's Cape Town office where he specialises in corporate and commercial law. He is qualified as an attorney and as a French avocat, and has acted in various pan-African transactions including in French speaking Africa.

Lance Roderick is a senior associate with Africa Legal and is admitted as a solicitor in England and as an attorney in South Africa. Lance is a specialist in investment funds and has extensive experience with offshore hedge funds. Lance also advises a range of clients in general corporate and commercial matters. Before joining Africa Legal, Lance spent eight years working in London, where he was a member of the Financial Markets Team at city firm Simmons & Simmons. He later joined the Royal Bank of Scotland Plc's legal team, advising the asset management division of the bank in relation to its investment funds, which included hedge funds, private equity funds, property funds and money market funds.

Gabriel Meyer is an associate with Africa Legal and is admitted as a solicitor in England and as an attorney in South Africa. He primarily advises on M&A/ private equity and banking transactions across Africa. Gabriel has lived and worked in Switzerland and is fluent in German.

Melanie Murcott is an associate with Africa Legal where she primarily advises on cross-border corporate, commercial and banking matters. Before joining Africa Legal, Melanie worked at another leading African corporate law firm, where she acted for various local and international clients, including Transnet, Shell, BP, Pick 'n Pay and FirstRand Bank.



How is Africa Legal different?

- **Africa focus:** Africa Legal is exclusively focused on providing a pan-African commercial legal service, with international experience and outlook. We offer advice under both English law (increasingly the law of choice for international contracts and the basis of the legal systems in much of sub-Saharan Africa) and Roman-Dutch law (the basis of the legal systems of South Africa and a number of other countries in the SADC region).
- **Depth of expertise:** with Deneys Reitz, we offer a combined and seamless resource of over 200 legal professionals, allowing us to provide an international standard of service across all key practice areas. Deneys Reitz / Africa Legal is one of Africa's largest, most highly resourced legal services firms.
- **African network:** through the Africa Legal Alliance, our network of leading law firms in key African jurisdictions, and other long-standing relationships, we have access to the leading lawyers in Africa.
- **Proximity to the markets:** we are based in Johannesburg, the most important commercial centre and business gateway in sub-Saharan Africa, giving access to all countries in the region.
- **International standards at local rates:** our local cost base means our charge-out rates are extremely competitive (typically up to half those of US or European based international law firms) without any compromise on quality of service or professional indemnity protection.
- **Flexibility:** Africa Legal aims to cater for all its clients' legal needs – from acting as lead counsel on major transactions to providing specific local support – including due diligence, advising on local structuring issues and co-ordinating local counsel.
- **Ethical values:** our international and DFI experience means we are familiar with both the governance considerations as well as the ethical values and aspirations of the international investment community. We take these values seriously and apply them in the conduct of our own business. We can also advise clients how to ensure these concerns are reflected in their contracts and dealings.

Deneys Reitz

Africa Legal is a specialised division of Deneys Reitz. Deneys Reitz is one of South Africa's largest law firms with an excellent reputation for independence, competence and integrity. With an extensive practice in all main commercial, labour and litigation areas, Deneys Reitz has a large international and southern African client base that includes premier multinationals and listed companies.

Deneys Reitz and Africa Legal were awarded *African Law Firm of the Year 2006/7* by Chambers & Partners and were re-nominated for 2007/8, and the firm has been recognised as being in the first tier for banking and finance transactions by PLC and Legal 500.

The Africa Legal Alliance and our Legal Network

Africa Legal's resources are supplemented by an extensive network of relationships with leading African law firms throughout the region, including our Africa Legal Alliance. The Africa Legal Alliance members are all leading firms in their respective countries, and we have members in:

- Angola
- Ghana
- Kenya
- Mozambique
- Namibia
- Nigeria
- Uganda
- Zimbabwe

We also have regular contact with leading firms in Botswana, Democratic Republic of Congo, Tanzania, Zambia, and Mauritius, among other countries. With Deneys Reitz we also have excellent relationships (including secondment arrangements) with many of the leading international law firms.



Please contact us for more information about Africa Legal.

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