

Africa & Middle East Regional Group Webinar

CORPORATE STRATEGIES AND SETTING UP BUSINESS IN AFRICA AND THE MIDDLE EAST

DATE:

Tuesday, June 21, 2022

TIME:

10:30am – 12:00am Central Time

ABOUT THIS WEBINAR:

Many analysts agree that Africa and the Middle East are growing larger on the corporate map. Increasing competition for growth in Asia and Latin America has given new impetus for corporate executives to seek out the next frontier markets. They have accordingly trained eyes and resources on Africa and the Middle East. But how does one win in these regions? Africa remains a continent with a dizzying collection of emerging markets and at least 53 jurisdictions. Success in China, India or Brazil does not guarantee success in Africa. So for corporate executives and investors looking to get a piece of the African growth story, what should be the winning strategy to enter, survive and thrive on the colourful continent? In this webinar, our panel of experts will discuss and show us some of the strategies for setting up and winning in Africa and the Middle East from a legal standpoint. What should investors expect on the ground, and what is needed to navigate the labyrinth imposed by the different legal and regulatory systems within these regions to build a solid, resilient, and profitable business? Our experts will help us in this webinar.

MODERATOR:

ESINE OKUDZETO is a partner with ALFA International member firm Sam Okudzeto & Associates in Ghana. Esine focuses on mergers and acquisitions, capital markets, oil and gas law, corporate law, commercial law, labor law, intellectual property and arbitration. Esine has performed due diligence for several international clients advising these clients on mergers and acquisitions in Ghana. She is a board member of Sena Chartered Secretaries, the firm's sister company that specializes in company secretarial and investment consultancy. In addition, Esine serves as a corporate secretary for various clients, where she attends board meetings and advises companies on their corporate responsibilities and powers. She also helps corporations with filing relevant documents in compliance with the Company's Act of Ghana.

THE PANELISTS

WASSIM BENZARTI is the managing partner of ALFA International member firm Westfield in Rabat, Morocco. Wassim works with companies to enable them to take a step forward: either by restructuring to be more efficient, or by internationalizing by setting up abroad, or by opening their capital to new investors or in external growth operations via acquisitions or mergers.

ALEKSANDRA BURR-DIXON is a director of ALFA International member firm Knowles Husain Lindsay Inc. in Johannesburg. Aleksandra specializes in corporate and commercial law. She regularly advises clients on both the practicalities and intricacies of company law and on clients' corporate structures and constitutional documents.

She also assists clients with their commercial transactions, including mergers and acquisitions, financing and security transactions and a wide spectrum of commercial arrangements.

ALABOTA HAPPY-GREAT is a managing associate with ALFA International member firm Primera Africa Legal in Lagos, Nigeria. Alabota is highly skilled in providing high-level analytical opinions for domestic and international clients, which typically addresses the possibility of success pre-arbitration or litigation. In addition to her expertise in labour, projects, real estate/wills, debt recovery, and family law, she recently expanded her practice to include oil and gas, cyber law, media and entertainment.

CARLYN LOBO is an associate partner at ALFA International firm Kochhar & Co. His practice areas include corporate law, banking, finance, mergers and acquisitions, commercial disputes and compliance. Carlyn regularly works on in and outbound acquisitions for clients across the GCC. He has experience in undertaking due diligences, advising on non-compliances, investor rights, preparation of investment documentation and closing of transaction. He has advised several clients on M&As including Tech Mahindra on their recent acquisition of Trans Sys in the UAE. Carlyn has experience advising several banks and borrowers in respect of availing of funded and non-funded credit facilities, preparation of financing documents, advise on creation and enforcement of security interest, preparation of security documents, structured banking transactions, external commercial borrowings and syndicated loan documentation. He regularly advises foreign clients on establishment of a presence in the UAE, employment law matters, liaising with Government Authorities to obtain approvals and permissions to ensure compliance with local law. He has advised clients on regulatory and compliance issues both under UAE law and DIFC law. He has experience in advising clients on joint venture agreements, distribution agreements and other commercials agreements. Carlyn is registered with the Government of Dubai – Legal affairs Department as a legal consultant authorized to practice UAE law.

MU'AWIYA YUNUSA is an associate partner with ALFA International member firm Primera Africa Legal in Abuja, Nigeria. Mu'awiya is a project finance, Islamic finance and dispute resolution enthusiast with specialties in core financing, Islamic finance, legal & regulatory compliance and estate planning. He has led various legal advisory projects advising top-tier corporations on key transactions ranging from project finance to mergers and acquisitions. He possesses an uncommon knack for solving complex legal issues. Over the years, he has developed capacity in corporate transactions such as issuance of bonds, capital raising, project financing, due diligence, asset tracing and legal advisory and company secretarial services. He possesses excellent interpersonal and motivational skills. He has extensive experience in mentoring staff and the ability to coordinate multidisciplinary teams across field and office locations.