



**ALFA International**  
THE GLOBAL LEGAL NETWORK

# DOING BUSINESS IN AFRICA & THE MIDDLE EAST

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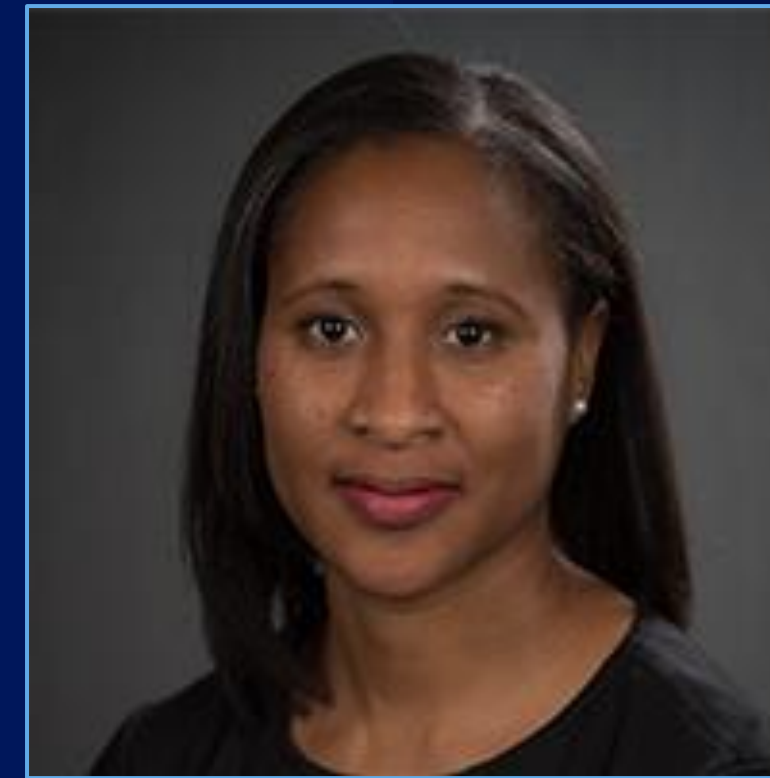
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# INTRODUCTION

- With a focus on strengthening the capacity to trade, there has never been a better time to do business in Africa and the Middle East
- Global trade has had positive impacts on major infrastructure and logistics, industrialization and development
- Multilateral frameworks and institutions form a backbone geared towards doing better business
- Significant efforts are being made via trade agreements and similar tools to ensure continuing growth and development
- Democracy and market economies remain key drivers of trade



# WHAT INTERNATIONAL OR BILATERAL AGREEMENTS EXIST IN THE COUNTRY TO FACILITATE TRADE AND BUSINESS OPERATIONS OR EXPANSIONS?



# HOW HELPFUL OR ONEROUS ARE THE LABOUR LAWS IN THE COUNTRY?



# HOW HELPFUL OR ONEROUS ARE THE TAXATION LAWS IN THE COUNTRY?





# FROM A LEGAL PERSPECTIVE WHAT IS HAPPENING IN THE COUNTRY TO ENCOURAGE INWARD AND OUTWARD TRADE AND INVESTMENT?



# WHAT ARE THE KEY LEGAL BARRIERS TO MARKET ENTRY AND OPERATION IN THE COUNTRY?



# EXAMPLES OF KEY BUSINESSES OR INDUSTRIES THAT ARE THRIVING/OPERATING SUCCESSFULLY IN THE COUNTRY



# CONCLUSION

- Drivers to enhanced global trade including trade agreements and support of WTO
- In country developments for inward and outward investment including removal of trade barriers
- Development of robust legal infrastructure around corporates, labour, taxation, etc.
- Emerging trends and developments for security, privacy, cyber, etc.
- Clear evidence of developing sectors across both Africa and the Middle East

# CLE POP-UP QUESTION

- Where are ALFA International Headquarters located?
  - a) Baltimore
  - b) Chicago
  - c) Los Angeles
  - d) Denver

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**THANK YOU! If you have any questions, please contact one of the presenters**



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