

# 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 and project finance, energy (oil and 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 Boart Longyear, Eskom, Tyco, FMC Technologies, Investec, African Development Bank, International Finance Corporation (World Bank).

### 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 presence on the ground through our office in South Africa and a cooperation agreement in Morocco, added to our longstanding relationships with local law firms in over 50 African countries, means that our clients receive a consistent, tailored, high level service wherever they need to do business in Africa.

### Independent comment

*Eversheds "is particularly active in Algeria, Cameroon, Senegal and Mali, and covers a variety of industries including power, oil and mining. Boris Martor is a prominent figure in African infrastructure matters, especially in energy, transport and telecoms, and is well versed in handling governmental parties thanks to his 'excellent knowledge of public law'."*

**Chambers Global, 2011**

*"In Algeria Eversheds LLP's Boris Martor leads a thriving corporate and commercial team with a multidisciplinary practice across the defence, security, oil and gas, health and transport sectors."*

**Legal 500 EMEA, 2011**

*"Eversheds LLP's Morocco practice is headed by Paris partner Boris Martor, who has a long working history in Africa and a diverse range of clients. The team regularly handles cross-border corporate transactions."*

**Legal 500 EMEA, 2011**

*"Eversheds LLP provides 'reactive and well-organised' advice to an increasing cadre of clients with activities in Tunisia."*

**Legal 500 EMEA, 2011**



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## Did you know?

- 1** Eversheds is present in Africa through our office in South Africa (Johannesburg) and an exclusive cooperation agreement with a law firm in Morocco (Casablanca and Tangiers). We also have longstanding working relationships with reputable local law firms in over 50 African countries.
- 2** Our Johannesburg office is one of the largest and most well-known in South Africa. Originally founded over 100 years ago, it now has a team of over 120 legal advisers.
- 3** Eversheds' Africa Group is consistently recommended in the leading international legal directories such as Chambers and Legal500.
- 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 and 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 involved in several African business associations in Europe: Royal African Society, Business Council for Africa and the Conseil des Investisseurs Français en Afrique.
- 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

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