their footprint in Africa is unparalleled
Chambers Global
ENSafrica’s dedicated Africa regulatory and business intelligence team specialises in providing advice on investment, operations and business regulations to large multinationals expanding into Africa and co-ordinating multi-jurisdictional assignments across the continent.

No matter where on the continent you choose to do business, we can advise you on country risk profiles, tax and regulatory requirements, and the in-country application of legislative provisions.

Our key differentiator is our practical experience working on the ground. We also have an extensive network of reputable correspondent firms with whom we have built long-standing relationships, enabling us to provide seamless practical advice and assistance across Africa.
Because we understand the legal, regulatory and economic context of doing business in Africa, against the background of increased growth and development across the continent, we are able to guide you through any challenges which your business may face.

ENSafrica is recognised by top ranking agencies for achieving consistently high standards when working on the continent.

Our key differentiator is that, as Africa’s largest law firm with over 600 specialist practitioners, ENSafrica has the capacity to deliver on your business requirements across all major industries and the continent. We are able to leverage our resources to suit your pricing preferences and deliver within your timeframes.

To support you wherever you choose to do business in Africa, we have practitioners who are qualified and registered to practise English law and French law, and we have extensive experience in the legal codes of OHADA used in West and Central Africa. We are also able to transact in a variety of foreign languages such as Cantonese, Mandarin and Portuguese.

ENSafrica’s legal and tax capability is augmented by dedicated teams to ensure that all aspects of a dispute, project, transaction, venture or investment are considered and optimised. This focus extends to various of the niche areas which have a direct impact on the African business context, such as Asia-Africa trade and the structuring of investments (e.g. Mauritius).

Our specialist expertise includes:

**Co-ordination**
- Co-ordination of projects in any particular jurisdiction, as well as assignments which span multiple jurisdictions, is done through a single point of contact to ensure that assignments are accurately scoped, competitive fees are negotiated, critical issues are addressed and advice received is at the required standard

**Country risk profiles and reviews**
- Analysis of the economic, political, operational, security, tax and legal risks of a particular country to facilitate decision-making on appropriate jurisdictions for investment and/or operations
- Preparing country risk reports with comparative country risk ratings
Tax and regulatory frameworks
• Preparing customised tax and regulatory frameworks per country, providing an overview of material tax and regulatory requirements, as well as the costs of doing business, including:
  ◦ An overview of the local tax system, including corporate income tax, value-added tax, withholding taxes and special tax regimes
  ◦ Banking and exchange control regulations
  ◦ Basic conditions of employment, work permits and employee taxes
  ◦ Foreign investment regulations
  ◦ General and industry-specific licensing and registration requirements
  ◦ Requirements for registering an appropriate local legal entity
• The frameworks include regulatory interpretation and practical application of in-country legislation, with input from local advisors
• Tax and regulatory compliance checklists, with deadlines and other submission requirements

Investment and transaction structuring
• Advice on appropriate legal structures per country to ensure tax efficiency, both locally and internationally
• Workshops with senior legal and finance staff to discuss benefits and implications of various alternatives

Implementation and facilitation
• Advice on, and assistance with, establishing local entities (branches of foreign companies and local incorporated subsidiaries)
• Legal assistance in preparing and executing contracts in and across jurisdictions
• Tax registration and acquiring relevant licences

Other
• Competition law, including compilation of merger notifications and objections to mergers on behalf of interested parties
• Dispute resolution, including dispute avoidance, settlement negotiations, risk management, domestic and international arbitration, alternative dispute resolution processes, litigation, regulatory and statutory tribunals, industry-specific ombuds, regulatory administrative appeals and reviews, and submissions on draft legislation and regulations
• Employment law and immigration law, including labour issues such as work permit quotas
• Forensics services, including anti-bribery risk assessments, registers and compliance investigations, fraud and corruption investigations, anti-corruption training, and preparation and implementation of anti-bribery policies and procedures
• Mergers and acquisitions due diligence exercises
• Registration of intellectual property
• Tax-efficient remuneration structuring
• Vendor and employee screening
well known for its cross-border work throughout Africa

IFLR1000

servicing its clients seamlessly through the co-operation of its network of offices

Chambers Global

ENSafrica distinguishes itself through its ability to plug into the wider firm’s extensive Africa network, marking it as a top choice for regional outbound and inbound investment

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**RISK PROFILES**

**REFINANCING**
Provision of advice to a multinational construction group on the tax and regulatory requirements and implications of refinancing operations in Botswana, Ethiopia, Ghana, Ivory Coast, Kenya, Mozambique, Namibia, Oman, Tanzania, Uganda, United Arab Emirates and Zambia.

**TAX**
Provision of advice to a multinational conglomerate technology company on the relevant tax implications of digital and technical services in Ethiopia, Kenya, Nigeria, Somalia and Tanzania.

**REGULATORY**
Provision of regulatory advice to a manufacturing company regarding the appointment of distributors in Angola, Botswana, Cameroon, Democratic Republic of the Congo, Ghana, Ivory Coast, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Tanzania, Uganda, Zambia and Zimbabwe.

**INCORPORATION**
Provision of advice and assistance for a multinational group in the shipping industry on the establishment of operations in Kenya, Nigeria and Tanzania, including company incorporation and licensing.

**RISKS AND OPPORTUNITIES**
Presentation to the board of a multinational manufacturer of electromechanical equipment on the industry-specific risks and opportunities of doing business on the African continent.

**FRAMEWORKS**
Preparation of customised tax and regulatory frameworks for doing business in African jurisdictions such as Angola, Botswana, Burkina Faso, Democratic Republic of the Congo, Eritrea, Eswatini, Kenya, Lesotho, Mali, Mozambique, Namibia, Rwanda, Sierra Leone, Somalia, South Sudan, Tanzania, Zambia and Zimbabwe, for a number of clients, including a multinational employment agency and a multinational clothing retail group.

**LEGAL / TAX / REGULATORY**
Provision of ongoing legal, tax and regulatory advice to a multinational petrochemicals group across Africa, including Burkina Faso, Democratic Republic of the Congo, Eritrea, Ghana, Guinea, Ivory Coast, Lesotho, Mali, Mauritania, Sierra Leone, Rwanda, Uganda and Zambia.

**TAX**
Co-ordination and reviewing of all tax advice pertaining to the African operations of a multinational financial services company, including Botswana, Kenya and Nigeria.

**TAX / REGULATORY**
Provision of tax and regulatory advice to a multinational insurance group which operates in Angola, Benin, Botswana, Burundi, Democratic Republic of the Congo, Eswatini, Ghana, Kenya, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Rwanda, Tanzania, Uganda and Zambia.
the team’s cross-jurisdictional reach is a really big bonus and very few law firms are comparable in this regard

Legal 500