

**CHRIS GREEN**

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Overview

Chris Green is a partner in our Dar es Salaam office, having relocated to Tanzania from Johannesburg at the time of opening our office in that country in January 2017.

Chris's primary area of practice is corporate law, where he is experienced in advising clients on M&A and equity capital markets transactions. Chris also has significant experience, particularly in Tanzania, in advising on general finance transactions and a range of regulatory matters.

In relation to corporate matters, Chris' expertise extends to public and private transactional work, having advised clients such as AB InBev, Coca-Cola Beverages Africa, MMI Holdings, Liberty Holdings, Du Pont, Alexander Forbes and Rand Merchant Investment Holdings in South Africa and Sub-Saharan Africa. On the equity capital markets front, Chris' experience includes advising clients in South Africa, Tanzania and Australia on their IPOs, capital raising transactions and general listings matters.

In relation to general finance matters, Chris has advised lenders (including Nedbank, ABSA and Standard Bank/Stanbic) and borrowers on a range of general finance and commodity finance transactions in Tanzania.

Chris also frequently advises clients on competition/anti-trust and regulatory (including telecommunications and mining/resources) matters and has previously been seconded to the South African office of an international oil company and to the M&A and Capital Markets Practice of a leading Asia Pacific firm.

He has an LLB (*cum laude*) and a Certificate in Advanced Company Law from the University of the Witwatersrand.

Experience

Highlights of Chris' recent **M&A** and **equity capital markets** experience include advising:

- Marubeni Corporation in relation to the Tanzanian aspects of its ~US\$26 million investment in Azuri Technologies, a provider of pay-as-you-go solar home solutions to off-grid households across Africa;
- Brenntag Holding B.V in relation to acquisition of Desbro Tanzania, a leading supplier of industrial chemicals to industries across the region including Ethiopia, South Sudan, Somalia, Rwanda, Burundi and Zambia;
- Onomo Hotels, an international hospitality group, on its acquisition of Express Hotel Limited, the current owner and operator of the Ramada Hotel in Dar es Salaam, Tanzania;
- Kibo Capital on its acquisition of a significant stake in Dough Works Limited, the Tanzanian Pizza Hut and KFC franchise-holder;
- Warburg Pincus LLP, as part of a consortium, in respect of the Tanzanian aspects of the consortium's acquisition of a significant stake in Bharti Airtel's African telecommunications operations;
- Carlyle Group in relation to its acquisition of a majority interest in AK Life Sciences, a manufacturer and seller of parenteral drugs and a distributor of pharmaceutical products, from Kiboko Holdings;
- CDC Group Plc in relation to its USD 180 million equity investment in Liquid Telecom, which was CDC's first direct investment in an African telecoms company in over twenty years and its largest single

- investment since it acquired the pan-African power company, Globeleq in early 2015;
- Capitalworks on the Tanzanian aspects of its acquisition of the insurance broking business of AON plc;
 - TUI Group (Germany) in relation to its acquisition of a hotel in Zanzibar through an acquisition of shares in an off shore company;
 - Alexander Forbes in respect of the proposed acquisition by African Rainbow Capital of a 10% interest in the African (including South Africa) business of Alexander Forbes;
 - SABMiller (now AB InBev) in respect of the combination of the soft-drink bottling operations of SABMiller, The Coca-Cola Company and Gutsche Family Investments (majority shareholders in Coca-Cola SABCO) in Southern and East Africa to create Coca-Cola Beverages Africa, forming the biggest bottler of soft drinks in Africa and the 10th largest in the world, with annual revenue of USD 2.9 billion;
 - Rand Merchant Investment Holdings in respect of its asset management joint ventures with MMI and Royal Bafokeng Holdings and the acquisition by those joint venture vehicles of minority interests in various asset management businesses in South Africa;
 - Alexander Forbes in respect of its listing on the Johannesburg Stock Exchange; and
 - Absa Capital, in its role as sole arranger, in relation to the vendor consideration placement undertaken by JSE-listed Metair Investments Limited to fund a portion of Metair's acquisition of Mutlu, a Turkish automotive battery manufacturer. While Chris' focus is predominantly on M&A and ECM work, he also advises significant clients of the firm on competition/anti-trust and regulatory matters (including those clients' interactions with industry regulators and government departments).

Highlights of Chris' recent **finance** experience includes advising:

- Stanbic Bank Tanzania Limited and the Standard Bank of South Africa (Isle of Man) in relation to a USD 25 million term loan facility to Said Salim Bakhresa & Company Limited, a leading industrial group headquartered in Dar es Salaam whose core business is wheat milling in countries such as Tanzania, Mozambique, Uganda, Rwanda and Malawi;
- Fairfax Financial Holdings Limited in relation to a USD 25million term loan facility to African Banking Corporation Tanzania Limited;
- Absa Bank Limited (acting through its Corporate and Investment Banking division) (as lender) in respect of a USD 35 million import usance letter of credit facility to the Lake Oil Group; and
- Nedbank Corporate and Banking (as lender) in respect of the granting of a USD 10 million facility to Afrisian Ginning Ltd.

Highlights of Chris' recent **regulatory** experience includes advising:

- Tanzania Breweries Limited and its ultimate parent company, AB InBev, in relation to various merger control issues affecting its Tanzanian subsidiary, Tanzania Distillers Limited;
 - Alliance One International, Inc. (now Pyxus International, Inc.) in relation to various allegations of anti-competitive conduct on the part of its Tanzanian subsidiary, Alliance One Tobacco Tanzania Limited, made by the Tanzanian Fair Competition Commission;
 - Facebook on various aspects of its business in Tanzania and East Africa, particularly with respect to possible licencing requirements, online content issues and data privacy issues (amongst others);
 - Google on a range of regulatory issues in Tanzania;
 - MasterCard in relation to its operations in Tanzania, particularly with respect to the regulation of payment systems (financial institutions and non-financial institutions) and mobile money; and
 - one of the leading mobile network operators in Tanzania in relation to corporate, licensing, competition and disputes matters.
- IFLR1000's *2019 Financial and Corporate Guide* rated Chris as a Highly Regarded Lawyer in Tanzania for Equity Capital Markets and M&A.
 - IFLR1000's *2018 Financial and Corporate Guide* rated Chris as a Notable Practitioner in Tanzania.

Publications & Insights

- [Amendments to Tanzania's Mining \(local Content\) Regulations](#)
- [Brewery says cheers to decision](#)
- [How populism is making its presence felt in mining](#)

