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Our Firm

We help our clients manage legal complexity and unlock opportunity in Africa.

We have an enviable track record of providing legal services to the highest professional standards in Africa. We work for clients across numerous African jurisdictions on corporate, finance, competition, taxation, employment, technology and dispute resolution matters.

With eight offices in six African countries and over 400 specialist lawyers, we draw on our unique knowledge of the business and socio-political environment to advise clients on a wide range of legal issues.

Everywhere we work, we offer clients a service that uniquely blends expertise in the law, knowledge of the local market, and an understanding of their businesses. Our aim is to assist clients to achieve their objectives as smoothly and efficiently as possible while minimising the legal and regulatory risks.

Our clients include domestic and foreign corporates, multinationals, funds and financial institutions, across almost all sectors of the economy, as well as state-owned enterprises and governments.

Our expertise is frequently recognised by independent research organisations. Most recently, our Kenyan practice won the 2022 Chambers Africa Award for Law Firm of the Year in Kenya. In 2022, Bowmans won six IFLR Africa Awards including overall M&A Team of The Year; Jurisdictional Firm of the Year: South Africa; Loans Firm of the Year: South Africa; M&A Firm of the Year: South Africa; and Project Finance Firm of the Year: South Africa. We also advised on the deal named M&A Deal of the Year. At the 2022 Africa Legal Awards, we won four practice awards including Banking and Finance Team of the Year; Capital Markets Team of the Year; Tax Team of the Year and Transportation and Infrastructure Team of the Year.

Recognising the size and enormous diversity of Africa, our approach to providing legal services across the continent is intended to offer on-the-ground advice in the countries that matter for our clients. Our presence in Africa is always evolving to meet the changes that are shaping the future of this vast continent.

Currently, we have our own offices in six African countries: Kenya (Nairobi), Mauritius (Moka), South Africa (Cape Town, Durban, Johannesburg), Tanzania (Dar es Salaam), Uganda (Kampala) and Zambia (Lusaka).

We work closely with our Bowmans Alliance firms in Ethiopia (Aman & Partners LLP) and Nigeria (Udo Udoma & Belo-Osagie). These are two of the leading corporate and commercial law firms in their jurisdictions.

We have a special relationship with a competent practitioner in Mozambique. We also have a non-exclusive co-operation agreement with French international law firm Gide Loyrette Nouel that provides our clients access to assistance in francophone west and north Africa. The arrangement provides complementary access for Gide’s clients and lawyers to markets in central, southern and eastern Africa.

On the global front, Bowmans has long-standing and excellent relationships with a range of international law firms with whom we often work on Africa-focused client mandates. We are also a member firm of Lex Mundi, a global association of more than 160 independent law firms in all the major centres across the globe. Lex Mundi gives us the ability to connect our clients with the best law firms in each of the countries represented.

Our Presence in Africa

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Our Ports, Transport and Logistics Sector

Millions of tons of import and export cargoes move along the logistics corridors of Africa every day, using road, rail and pipelines for carriage from the hinterland to ports and liquid and dry cargo storage facilities for shipment or discharge through the terminals which populate those ports.

We have extensive expertise in the ports, transport and logistics sector across numerous countries on the African continent and deliver a comprehensive service facilitating relationships between land and sea users and owners of ports, terminals and equipment. We have advised on well over 100 related infrastructure projects, many of which have ports, transport and logistics facets to them.

Our offering includes advising on port and terminal regulations and legislation, terminal throughput agreements, ISPS, port economic regulation, terminal operating procedures (including rail and stockyard interfaces and management processes), storage contracts, establishment of all infrastructure pertaining to ports, terminals, storage facilities, inland terminals and logistics corridors such as rail and pipelines. Our expertise integrates all of the contractual and regulatory aspects of ports, transport and logistics with the physical establishment and financing of the infrastructure. In this context, we also advise our clients on establishing logistics infrastructure, relationships between land and sea users, building contracts from source to sea and equipment and other procurement contracts, as well as project finance and public-private partnerships.

Our service extends to undertaking risk management assessments as well as all litigation between parties to port or terminal operations.

We serve all of the ports in South Africa, including Cape Town, Durban, Nigquda/ Coega, Port Elizabeth, Richards Bay and Saldanha and numerous ports in Sub-Saharan Africa including all Mozambique, Tanzanian and Kenyan ports as well as Namibia, Angola, Madagascar and Mauritius.

We are also the listed legal correspondent in the ports of Cape Town and Port Elizabeth for most of the International Group of P&I Clubs.

We have worked on a number of major projects, including the proposed Durban Dig-out Port and full rail, terminal and port developments in a number of countries in Africa including Mozambique, Tanzania, Ghana and Namibia.

Our clients include various government departments, international logistics infrastructure developers and operators, shipping lines, national port authorities, financiers and insurers.

Our specialist port-related services include:

- port and terminal regulatory advice and facilitation of relationships between port and terminal users and operators, including concessioning and licensing;
- economic regulation;
- port, terminal and logistics corridor throughput agreements;
- litigation between parties to port or terminal operations, including the ship/terminal interface;
- port and terminal accident and casualty investigation;
- port, terminal and logistics corridor (road, rail and pipeline) infrastructure financing, construction, procurement and establishment; and
- logistics advice including warehousing and storage agreements, distribution agreements, credit agreements, standard trading conditions, ships agency, clearing and forwarding, customs advice and the like for all logistics projects and businesses.

Our Specialist Services

BREAK BULK AND CONTAINER LOGISTICS CORRIDOR AND PORT PROJECTS

We regularly advise on the following workstreams in the sector:

- Regulations and standard trading conditions
- Credit applications
- Leases
- Service level agreements
- Equipment handling

CONTAINER DEPOTS

- Terminal concession agreements
- Equipment financing and procurement
- Project finance
- Public Private Partnerships
- Terminal regulations
- Environmental advice
- Labour
- Construction contracts
- Storage agreements
- ISPS protocols

PORT OPERATIONS

- Port concession agreements
- Port transaction finance advice
- Port promulgation
- Operational advice
- Port usage agreements
- Environmental advice
- Port regulations
- Port economic regulation

TERMINAL OPERATIONS

- Rail building/operation concession
- Engineering/ construction contracts
- Rail transport contracts
- Road transport contracts and standard trading conditions

MANUFACTURER/ RETAILER/ BANK

- Supply/ sales contracts for international sales
- Standard trading terms
- Letters of credit
- Trade finance

INLAND TERMINAL/ DRY PORT

- Concessions
- Usage agreements
- Distribution agreements
- Warehousing and storage

ROAD/ RAIL LINK

- Rail building/operation concession
- Engineering/ construction contracts
- Rail transport contracts
- Road transport contracts and standard trading conditions

CLEARING AND FORWARDING AT PORT

- Customs
- Documentation
- Customs structuring and advice
**Our Signature Matters**

We have advised/ acted for:

- Aeolus Kenya Ltd BVI in respect of the conclusion of a framework agreement between Aeolus Kenya Ltd BVI and the Kenyan Government for a six phase project in the LAPSSSET Corridor, which will include a port, LNG plant, destination plant, pipeline and airport.
- APM Terminals (APMT), in connection with the development of a terminal in the port of Mombasa. This involved the acquisition and development of a container freight station.
- Tequila Management Board NPC, in respect of the contract with Airports Company South Africa for the provision of refuelling services at King Shaka International Airport.
- Various clients in relation to offshore supplying process engineering, plant equipment and services for platforms, subsea pipelines for both offshore and onshore e.g. Saudi Aramco, Shell, BP, Qatar Gas.
- TCM Bulk Terminal in Matola, Mozambique, including drafting terminal regulations, standard terms and conditions and take or pay agreements.
- Total Egina Project in Nigeria and PetroSA FPSO in relation to the floating production, storage and offloading (FPSO) unit.
- Trafiguera Beecher, in connection with an integrated port and rail project for a concession for the BOT of new terminal facilities at the Port of Dar Es Salaam and the upgrade of the TAZARA rail network and track access arrangements for outbound copper freight.
- Transnet Ltd as transaction adviser in connection with the proposed new Durban Dig-out port in which the old airport will be dug-out and converted into a multi-terminal additional port for Durban.

- PetroSA on their gas to oil projects in Mossel Bay and Iran in joint venture with Statoil and National Iranian Oil Corporation.
- PetroSA on the sale of the OMEGA oil rig.
- Puma Energy in respect of the acquisition of an LPG terminal in the port of Cotonou, Benin.
- Skytanking (an oiltanking subsidiary) in relation to its contract with Airports Company South Africa for the provision of refuelling services at King Shaka International Airport.

**“The department is... well equipped to handle port infrastructure mandates.”**

- Chambers & Partners, 2018
AFRICAN LEGAL AWARDS 2022
Bowmans won four practice awards including Banking and Finance Team of the Year; Capital Markets Team of the Year; Tax Team of the Year and Transportation and Infrastructure Team of the Year.

CHAMBERS AFRICA AWARDS 2022
Bowmans’ Kenyan practice was named Kenya Law Firm of the Year and chairman and senior partner, Ezra Davids, was named South Africa Lawyer of the Year.

DEALMAKERS AFRICA AWARDS 2021
Bowmans was DealMakers top dealmaker in East Africa for 2021 by number of M&A transactions worked on. The firm had more than 26% market share and advised on the deal named Deal of the Year.

DEALMAKERS SOUTH AFRICA AWARDS 2021
Bowmans placed first by deal flow and second by deal value in the Unlisted M&A Transactions category; and first by deal flow and third by deal value in the BEE Deals category.

IFLR AFRICA AWARDS 2022
Bowmans received a total of six awards including overall M&A Team of the Year; Jurisdictional Firm of the Year: South Africa; Loans Firm of the Year: South Africa; M&A Firm of the Year: South Africa; and Project Finance Firm of the Year: South Africa. The firm also advised on the deal named M&A Deal of the Year.

ACCOLADES

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** Recognised Lawyers **

**Bowmans**

- **AFRICA WIDE**
  - TMT

- **KENYA**
  - Employment
  - Private Wealth Law

- **SOUTH AFRICA**
  - Administrative & Public Law
  - Banking & Finance
  - Dispute Resolution
  - FinTech Legal
  - Media & Broadcasting
  - Restructuring/Insolvency

**Tier 1**

- **KENYA**
  - Banking & Finance M&A
  - Project Development: Mining

- **SOUTH AFRICA**
  - Capital Markets: Debt
  - Capital Markets: Equity
  - M&A
  - Project Development: Energy/Power

- **UGANDA**
  - Financial & Corporate
  - Project Development

**Tier 2**

- **KENYA**
  - Project Development: Energy/Pow
  - Project Development: Infrastructure

- **SOUTH AFRICA**
  - Banking
  - Project Development: Infrastructure
  - Project Development: Mining
  - Project Finance

- **TANZANIA**
  - General Business Law

**Other Notable**

- **ZAMBIA**
  - Financial & Corporate
  - Project Development
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