

## SPOTLIGHT ON ANGOLA AND MOZAMBIQUE



**19 NOVEMBER 2019**

WEBBER WENTZEL, 90 RIVONIA ROAD, SANDTON, JOHANNESBURG, SOUTH AFRICA

# PROGRAMME

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Experts from across Angola, Mozambique, Portugal and South Africa will explore and discuss the following topics, together with business leaders operating across Angola and Mozambique. Discussions will cover:



Angola – new investment opportunities and the privatisation programme.



Mozambique – specific business opportunities arising from the development of the gas industry and the opportunities created for ancillary sectors.



Key trends, opportunities and challenges for corporates and institutions operating or investing in Angola or Mozambique.



The latest legal and regulatory developments in Angola and Mozambique.



08h30-09h00

Coffee and Registration



09h00-09h15

Welcome: Christo Els, Senior Partner, Webber Wentzel



09h15-10h30

## Angola panel

### Moderators:

Robert Appelbaum, Webber Wentzel

Yael Shafir, Webber Wentzel

### Panellists:

Hugo Azevedo, Arise

Christian Nguegan, Honda

Diogo Plantier Santos, Linklaters

Leniza Sampaio, MG Advogados

## Key topics

### > Why now?

- Political and economic landscape
- Privatisation programme

### > The investment opportunities

- Key sectors
- Key investors | jurisdictions

### > Other trade & investment considerations

- Private investment law
- Trade considerations
- Local content: employment & training related issues
- Governance & risk mitigation/ arbitration
- Tax regulation and foreign exchange issues

### > The South Africa opportunity

10h30-11h00

Coffee break

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11h00-12h15

### Mozambique panel

**Moderator:**

Alessandra Pardini, Webber Wentzel

**Panellists:**

Francisco Avillez, ABCC

Paul Eardley-Taylor, Standard Bank

Paris Marques, Marques Advisory

Francisco Ferraz de Carvalho, Linklaters

John Smelcer, Globeleq

### Key topics

> **Why now?**

- The LNG opportunity
- More about the LNG Projects
- Impact on Mozambique and the region

> **Key investment opportunities**

- key sectors
- key investors | jurisdictions

> **The SA opportunity**

- Significance for South Africa
- Local content and how-to best partner

> **Foreign exchange considerations**

> **Tax, regulatory and other investment considerations**



12h15-12h30

Closing: Francisco Ferraz de Carvalho, Partner, Linklaters



12h30- 14h00

Networking lunch

# CONTACTS

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**ROBERT APPELBAUM**  
Webber Wentzel | Partner

Robert specialises in mergers and acquisitions, project related and other transactional work and has advised a substantial number of South African and Asian-owned multinational companies in relation to their expansion into Africa. He has on the ground expertise in a number of African jurisdictions including: Angola, Djibouti, Ethiopia, Mozambique, Namibia and others. Robert has significant experience in the oil and gas, mining, infrastructure, power, construction, financial services and healthcare sectors.

He was previously Honorary Business Representative for the Middle East and Africa Group for International Enterprise Singapore; the government agency driving Singapore's external economy. Robert was formally General Counsel of an international water treatment company. Robert sits on the firm's Africa Coordination Committee and is the firm's Ethiopia and Ghana Country Partner.

Robert has a BA and LLB degrees from the University of the Witwatersrand.



**FRANCISCO AVILLEZ**  
ABCC | Managing Partner

Based in Mozambique since 1996, Francisco has a deep knowledge of the Mozambican market. He is the founding partner of two law firms: ABCC (established in 2009) and MGA (established in 1996). Francisco specialises in providing legal advice to private companies and financial institutions with interests in Mozambique, notably in energy and natural resources, infrastructure development and project finance.

Francisco's professional experience includes working as a trainee at Pereira & Leal, currently PLMJ law firm, and internship at Banco Mello where he attended bank training courses and provided legal support to the business management. Prior to moving to Mozambique, Francisco held offices of legal and administrative counsel where he was responsible for the litigation departments of several companies in Portugal.

He was admitted as a member of the Mozambican Bar Association in 1997. He received an LLB from the Catholic University of Lisbon, Law School in 1990.



**HUGO AZEVEDO**  
Arise | Investment Director

Hugo joined Arise in July 2017. He has over 18 years of international finance experience from his articles in Cape Town to financial due diligence and mergers and acquisitions in London and Europe, and since 2004 in Africa, running client management, investment banking, transactional banking and global markets teams.

Hugo founded a consulting company and performed the role of CFO for a submarine telecom company launching the first ever cable to cross the Atlantic in the southern hemisphere. His experience includes two start up projects that built international bank subsidiaries in Angola for Standard Bank and Standard Chartered Bank.



**PAUL EARDLEY-TAYLOR**  
Standard Bank | Oil & Gas, Southern Africa

Paul is responsible for Standard Bank's Oil & Gas sector coverage activities for Southern Africa (11 countries), across upstream, midstream, downstream, services and process industry clients. Paul has 21 years of energy corporate and investment banking experience, covering the oil & gas and power & utilities sectors and has been based in Africa for over 10 years. Prior to joining Standard Bank in 2009, Paul worked for HSBC for over 10 years and gained extensive experience of transactions across EMEA and select global markets in Asia/Australasia.

Since 2013, Paul has specialised in Mozambique, leading Standard Bank's execution of the Coral FLNG financing; studies upon Mozambique LNG, Rovuma LNG, Petromoc and Afungi GTL; the ROMPCO refinancing, among others. Paul is currently leading the execution of ECIC Agent, ECIC and Commercial roles for Mozambique LNG. Paul holds degrees from Birmingham University; London University and a MBA from Henley Management College. Paul is a Fellow of the Securities & Investment Institute, a member of the Energy Institute and has completed Harvard Business School's Global Energy Seminar.



**FRANCISCO FERRAZ DE CARVALHO**

Linklaters | Partner

Francisco is a partner at Linklaters and head of the Lusophone Africa group, and of the Finance & Projects department in Portugal. His practice focuses on banking, project finance and project development. He is dual-qualified as a Portuguese *advogado* and as a solicitor of the Supreme Court of England and Wales.

Over the past 20 years, Francisco has been acting as international legal counsel to lenders, sponsors and governmental entities in connection with financing and M&A transactions in Portuguese speaking countries, including Angola, Cape Verde and Mozambique. Highlights of projects on which Francisco has advised include: advising a group of lenders on the financing of a shopping centre in Luanda, Angola, AfDB/EIB on the financing of wind farms in Cape Verde, Area 4 partners on the Rovuma Basin LNG Project in Mozambique and the lenders on the Nacala rail and port corridor in Malawi and Mozambique – the largest infrastructure project in the continent.

Graduated in Law from the Catholic University of Portugal, he concluded his LL.M in Banking and Finance Law at the King's College, University of London, UK.



**PARIS MARQUES**

Marques Advisory | Executive

Paris is a Mozambican born Civil Engineer. He has been working in consulting engineering and infrastructure development for 35 years in South Africa, Mozambique, throughout the rest of SADC and East Africa. His experience in Mozambique ranges from early emergency opening of roads programs with the European Commission immediately following the 1992 Peace Accords, to involvement with the Australian Trade Commission with the Business Linkages program supporting the development of the Mozal aluminium smelter in 2000, to being part of the Aurecon team that designed the infrastructure for the Vale Coal mine in Tete and the design of the upgrade of the Nacala Rail Corridor (2008-2013).

Paris is currently advising firms on their strategies to pursue involvement with the various natural gas projects in northern Mozambique. Paris is passionate about the history of economic development in sub-Saharan Africa and how large catalytic projects can step-change localisation of the engineering industry.



**CHRISTIAN NGUEGAN**

Honda Motor Southern Africa (Pty) Ltd |  
Head of Export Division

Christian is Head of Export Division at Honda Motor Southern Africa, a subsidiary of Honda Motor Co. Ltd in Japan. His core responsibilities are to oversee Honda export business operations and manage the distribution network throughout Eastern and Southern Africa.

Born in Douala – Cameroon, Christian graduated from the University of Yaoundé, with a Bachelor of Commerce Degree in Business Management. He worked as a Business Development Specialist where he gained extensive experience working in West, Central and East Africa before joining Honda in 2013 as SADC Business Development Manager.

Christian also worked as a Senior Trade Consultant at Ajaani, where he led several projects in assisting clients (in West and Central Africa) sourcing and acquiring various equipment from suppliers in South Africa, Brazil, China and India.



**ALESSANDRA PARDINI**

Webber Wenzel | Partner

Alessandra specialises in project development for project finance transactions in the energy and infrastructure sector. She has substantial experience in structuring the commercial agreements for such transactions as well as drafting and negotiating the operational arrangements, in particular, in respect of various international form engineering, procurement and construction contracts, operation and maintenance contracts, power purchase agreements and bespoke public private partnership arrangements.

Alessandra also has expertise in equity and debt financing as well as mergers and acquisitions transactions in the mining and resources sectors. Alessandra has co-authored various articles, including some focused on finding energy solutions for the mining sector. She is a regular lecturer and facilitator on all forms of construction contracts for clients, industry bodies and academic institutions. Alessandra is the firm's co-country partner for Lusophone Africa.



**LENIZA SAMPAIO**  
MG Advogados | Partner

Leniza is a partner in MG Advogados, providing legal advice mainly in the following practice areas: corporate, mergers and acquisitions, public and private investment, project finance (international financing to public projects) real estate, tax and labour law. She also works with the Angolan Accountants and Expert Accountants Professional Association teaching Labour Law Practice.

Leniza has an LLB from the University of Lisbon, Portugal and is a member of the Angolan Bar Association.



**DIOGO PLANTIER SANTOS**  
Linklaters | Counsel

Diogo is a counsel at Linklaters and a member of the firm's Lusophone Africa group. His practice focuses on M&A deals and general corporate advice to foreign investors in the Portuguese speaking countries in Africa, in particular Angola, Cape Verde and Mozambique.

Highlights of deals on which Diogo has advised include, among others, the acquisition of a 56% stake in the Angolan cement company CNA - Cimentos Nacionais de Angola, S.A.; Rio Tinto's divestment of Rio Tinto Coal Mozambique to International Coal Ventures Private Limited (ICVL); and the acquisition by JCDecaux and Royal Bafokeng Holdings of Continental Outdoor Media (the leader in outdoor advertising across the African continent).

Diogo was seconded for a period to Webber Wentzel's office in Johannesburg, South Africa and travels frequently to Angola and Mozambique for work on local deals and deliver training sessions.

Graduated in Law from the University of Lisbon, he completed his post-graduate studies in Banking, Stock Exchange and Insurance Law at the University of Coimbra, Portugal.



**Yael Shafir**  
Webber Wentzel | Head – Alliances & Networks

Yael has over 20 years' experience in the legal and financial services sectors across Africa, Europe and Asia. She supports the firm in managing and co-ordinating the alliance with Linklaters and driving relationships with the firm's alliance and relationship firms across Sub-Saharan Africa. Yael works closely with the firm's lawyers ensuring that we source the right international expertise when required and with the firm's Business Services team to ensure we work in an integrated and collaborative manner with our alliance and relationship firms to deliver a seamless service.

Yael speaks English, Dutch, French and Hebrew. Yael was previously a partner at Webber Wentzel. She also spent 10 years working in Amsterdam and London in the financial services sector and over five years at Linklaters launching its Marketing and Business Development function in Amsterdam and across Western Europe. Yael returned to South Africa in 2013 and re-joined Webber Wentzel.

Yael has an MBA from Nyenorde University in the Netherlands and B.Com LLB from the University of Witwatersrand.



**JOHN SMELCER**  
Globeleq | Business Development Director

John has more than 20 years' experience working in the Energy & Infrastructure sectors with a focus on gas projects where he has been involved in some of the largest LNG projects in emerging economies, including across the African continent as well as working on gas fired power projects and other gas transportation and downstream utilisation projects. Having previously worked for Webber Wentzel in South Africa and Latham & Watkins in London on the legal side and as an independent commercial consultant, John now leads the development of the Temane gas fired power project for Globeleq in Mozambique and plays a leadership role in growing Globeleq's gas business across the African continent.

John also provides technical assistance with respect to LNG projects to governments around the world with a focus on new LNG buyers.

John attended Princeton University, the University of Cape Town and the University of Washington School of Law and is a member of the New York bar.

# THE ALLIANCE AT A GLANCE

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7

years together



Awards



1000+

Lawyers



Africa Firm of the Year

Webber Wentzel

**African Legal Awards 2019**

500+

Africa-related matters



31+

Offices



Africa-wide Corporate/M&A  
Law Firm of the Year

**Chambers Africa Awards 2018**



African Alliance of the Year

Linklaters and Webber Wentzel

**Africa Legal Awards 2019**

Banking and Finance Team of the Year

Linklaters and Webber Wentzel

Nacala Corridor Rail and Port Project

**Africa Legal Awards 2018**

Africa Banking Deal of the Year

Arise Invest Moza Banco

**The Banker Awards 2019**

Africa Transport Deal of the Year

Nacala Logistics Corridor

**IJ Global Awards 2018**

Africa Midstream Oil and Gas Deal  
of the Year

Coral South FLNG

**IJ Global Awards 2017**

Africa Oil and Gas Deal of the Year

Coral South FLNG

**Project Finance International Awards 2017**

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