



EMSI & ASSOCIATES

A blurred photograph of a modern office meeting room. In the foreground, a long wooden conference table is surrounded by several white ergonomic office chairs. The room features large windows with white blinds on the right side and a glass display cabinet on the left wall containing various items. The overall scene is brightly lit and out of focus.

## ABOUT US

# WHO WE ARE



Established in August 2016, EMSI & Associates is a boutique women-owned law firm based in Nairobi, Kenya providing legal and business advice and representation in the practice areas of Finance, Corporate & Commercial transactions and Policy & Legislative Advisory.

Africa presents a complex and evolving commercial, economic and legal environment. Our clients need counsel who are not only experienced in international transactions, but also possess a genuine knowledge of the local economic, legal and regulatory regimes, languages, customs and cultures.

# OUR ETHOS

At EMSI & Associates, we strive to do more for our Clients, and be more than just legal practitioners.

By seeking to understand the priorities and business challenges facing our clients, we pride ourselves in providing tailor-made solutions to your individual requirements, and position ourselves as the legal partner of choice for your business.



# OUR VALUES



***Excellence:*** We are committed to excellent client service, quality work standard and attention to the finer details.

***Efficiency:*** We value your time and seek to solve your complex legal issues yesterday.

***Respect:*** We treat our clients and our people with the utmost respect.

***Innovation:*** We nurture innovation and creativity in solving complex challenges facing clients today

***Integrity:*** We hold ourselves to the highest ethical standards in the conduct of our business.



**PRACTICE AREAS**

# PROJECT FINANCE



The financing requirements to close Africa's infrastructure deficit are estimated at US\$ 93 billion annually for the next decade. Project Finance and Public Private Partnerships (PPPs) are proving to be useful tools in resolving the infrastructure gap.

Our specialist services include the conduct of due diligence investigations, preparation of project risk matrices, project SPV formation, site acquisition, drafting Project and PPP Proposals, advising on funding arrangements (including syndications, IFI financing and blended finance structures) and drafting related project agreements, financing agreements and security documentation.

# ENERGY

With over 600 million people across the African continent still in need of electricity, the energy sector is pivotal to the Firm's practice. Our lawyers have been involved in advising both the Private Sector and Public Sector on various energy projects in sub-Saharan Africa.

These have included projects across the electricity generation, transmission and distribution value chain as well as the oil and gas industry. Specialist services include Renewable Energy FiT Applications, advising on and negotiating Power Purchase Agreements, advising on and drafting Concession Agreements and related project construction and O&M Agreements.





## INFRASTRUCTURE



The Firm's lawyers have been involved in advising both the Private Sector and Public Sector on various infrastructure projects in sub-Saharan Africa.

We have broad experience in advising on and drafting various agreements including Turnkey EPC Contracts, Construction Contracts, Construction Sub-Contracts, Concession Agreements, BOT Contracts, DBFOM Contracts, Project Management and Professional Services Contracts based on MDB Contract Models and FIDIC Contract Models across different sectors including Transportation, Sports Stadiums, Multi-Purpose Dams and ICT.

## REAL ESTATE PRACTICE

The Firm's growing Real Estate Practice represents a diverse range of clients from large scale developers to individual residential, commercial and agricultural property owners. We apply our skills to the full cycle of a real estate deal, providing a holistic approach for our clients.

The Firm's services include site acquisition and subdivisions, project permitting and approvals, due diligence investigations, management and leasing, financing advisory, joint venture structuring, and disposition of all asset classes of real estate.



## CORPORATE & COMMERCIAL PRACTICE



The African Continent today offers opportunities for inbound investment, business expansion and other commercial activities at a time more mature world markets are under strain.

The Firm's lawyers have worked with governments, state-owned corporations and international corporations in all stages of transactions, ranging from origination, document negotiation to closing.

We advise on market entry strategies, mergers and acquisitions, disposals, joint ventures & partnerships, undertaking due diligence investigations as well as intellectual property registration, protection and licensing.

## POLICY & LEGISLATIVE ADVISORY

Africa is in motion. The Firm's lawyers work closely with policy making institutions, government departments, legislators, regulatory authorities and other stakeholders to draft and advocate legislation in the public finance, energy and infrastructure sectors to keep pace with international best practice.

Our support to private sector clients includes advising on proposed or imminent legislation or amendments to ensure compliance with the policy and legislative changes that may impact on their business across our practice areas.





## OUR TEAM

# MARY CHEGE



Mary Chege is the principal at EMSI & Associates with over seventeen years' experience in advising governments, state-owned corporations and international companies on a broad range of corporate and project finance transactions primarily in the energy and infrastructure sectors in Sub-Saharan Africa.

She has led and participated in multi-jurisdictional teams to advise clients in all stages of transactions, ranging from origination, document negotiation to closing. Services have included advising on market entry strategies, mergers and acquisitions, disposals, joint ventures & partnerships, undertaking due diligence investigations as well as advising on intellectual property registrations, protection and licensing.

In the energy and infrastructure sector, she has advised on various projects ranging from large multipurpose dams, CCGT power plants, geothermal power plants, solar PV power plants, cross-border gas pipelines, bulk fuel storage and handling facilities as well as BRT and Broadband Network projects.

Mary is ranked as a leading lawyer in the Energy & Projects Sector – Kenya by Chambers Global 2018 and 2019. She is a Certified PPP Practitioner – CP3P® and is an accredited CP3P® Foundation Phase trainer. Passionate about the African continent, Mary is a frequent panelist or moderator in local and regional conferences on topics around energy, infrastructure and investing on the African continent.

Ms. Chege holds a Bachelor of Laws (LLB) degree from the University of Nairobi, Kenya and a Master of Laws (LLM) degree from the University of the Witwatersrand, South Africa. She serves on both private and public sector boards and is a member of the Law Society of Kenya and the International Bar Association.



**MaryAnne Wachira** works in the Project Finance and Corporate and Commercial Practices. Her experience spans from advising on various multi-lateral donor funded projects to advising state-owned corporations in Kenya on transactions in the energy and infrastructure sectors.

She has advised on Build-Operate-Transfer Agreements and Construction Contracts as well as on various matters related to land acquisition and permitting for infrastructure projects. MaryAnne has participated in general and pre-acquisition due diligence exercises for private sector clients as well as legal audits for state owned corporations.

MaryAnne holds a Bachelor of Laws (LLB) Degree from the University of Nairobi and is a member of the Law Society of Kenya.



**Alvin Gitonga** specializes in Corporate and Commercial and Real Estate practices. He has advised on real estate projects in all stages of the transaction - from origination, negotiation and documentation to closing.

He has extensive experience in a broad range of property transfer transactions including project structuring, conveyancing, perfection of securities and preparation of various documentation for mortgages and charges for financial institutions. He has participated in several due diligence exercises for property transactions as well as the structuring of real estate joint ventures.

Alvin holds a Bachelor of Laws (LLB) Degree from the Nelson Mandela Metropolitan University in South Africa and is a member of the Law Society of Kenya.



**YOUR LEADING LEGAL PARTNER**



# GLOBAL RANKINGS

We are grateful for the trust our Clients place in us and are proud to be recognised for the service we provide.

The Firm's lawyers earned a Chambers Global ranking in its first year of operation in the Projects and Energy Category in Kenya.

We remain committed to constantly improving as a professional team.



## TALK TO US:

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