



EMSI & ASSOCIATES

FIRM PROFILE



About Us

EMSI & Associates is a boutique women-owned law firm based in Nairobi, Kenya whose founder has close to 20 years' experience in providing legal and business advice and representation in the practice areas of Project Finance, Corporate & Commercial Transactions and Policy & Legislative Drafting.

The Firm's lawyers have broad experience in advising on and drafting various project documents across the key sectors of Energy, Infrastructure, Real Estate and ICT.

Over the years, EMSI has advised local and international private sector clients as well as national and sub-national governments and related entities on various transactions within Sub-Saharan Africa in these core practice areas.



Our Ethos

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.

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.

LOCAL FOOTPRINT GLOBAL REACH

The diversity of clients is a result of the Firm's capacity to tailor work to specific client needs. The Firm also serves as out-sourced counsel providing "in-house" legal advisory support to companies and smaller consulting firms.



Our well established networks with other legal firms across the African Continent, international law firms and specialist consultants enables us to offer clients significant assistance across the globe through the technical competency and experience of our carefully selected collaborative partners



Project Finance and PPPs

The financing requirements to close Africa's infrastructure deficit are estimated at US\$ 100 billion annually for the next several decades. Project Finance and Public Private Partnerships (PPPs) are proving to be useful tools in resolving the infrastructure gap.

The Firm's lawyers include certified PPP practitioners and accredited trainers who have supported training exercises of public and private officials within the East African region.

Our specialist services include the conduct of due diligence investigations, preparation of project risk matrices, project SPV formation, site acquisition, drafting Privately Initiated Investment Proposals, advising on project and financing 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 ranging from regulatory compliance, due diligence exercises, fund raising, refinancings, and restructuring transactions within the energy sector.

These have included projects across the electricity generation, transmission and distribution value chain. Specialist services include advising on and negotiating Power Purchase Agreements, advising on and drafting Concession Agreements and related project construction and O&M Agreements.

Over the years, we have supported specialised EPCM companies in the transmission sector, Contractors, manufacturers of distribution and transmission line components as well as independent power distribution companies.

Renewable Energy



Africa's abundant renewable energy resources including solar, wind and hydro present an opportunity for the continent to achieve universal electricity access from these resources.

The Firm supports local and international investors in the renewable energy sector from project due diligence stage, site acquisition, regulatory approvals including FiT Applications through to negotiation of Power Purchase Agreements.

The Firm's lawyers have successfully supported bidders in RE projects as well as provided negotiation support to government entities in negotiations with private bidders for RE projects within Sub-Saharan Africa.

Infrastructure

The Firm's lawyers have broad experience in advising on infrastructure projects different sectors including Transportation, Sports Stadiums, Cross-border Pipelines, and ICT infrastructure.

Our expertise ranges from drafting various agreements including Turnkey EPC Contracts, Construction Contracts, Construction Sub-Contracts, Concession Agreements, Project Management and Professional Services Contracts based on MDB Contract Models and FIDIC Contract Models across these sectors.



Real Estate

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 including mixed use developments, apartment complexes and gated communities.



Corporate & Commercial Advisory



The African Continent 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 transaction origination, due diligence, 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.



Mary Chege

Ms. Chege is the principal and founder at EMSI & Associates with almost 20 years in project finance advisory experience in the energy and infrastructure sectors. Over the years, she has acted on behalf of state-owned corporations, governments, multi-nationals, financial institutions and private funds.

Ms. Chege leads the team based on her broad experience in advising on and drafting various agreements including PPP Agreements, PPAs, EPC and other Construction 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.

She has advised governments and government related entities and private sector clients 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.

Ms. Chege has participated in the drafting of primary and subsidiary legislation in South Africa and Kenya in the energy and infrastructure sectors. She is qualified as a Certified PPP Practitioner – CP3P® and is an accredited CP3P® trainer.

Ms. Chege holds Bachelor of Laws (LLB) from the University of Nairobi, Kenya and a Master of Laws (LLM) from the University of the Witwatersrand, South Africa. She is an Advocate of the High Court of Kenya and has been ranked as a Leading Lawyer in the Energy & Projects Sector – Kenya by Chambers Global since the Firm's inception.

Outside of her legal practice, Ms. Chege serves as a Steering Committee Member of the AU African Network of Women in Infrastructure and independent board member of the Nairobi Metropolitan Area Transport Authority.



Alvin Gitonga works in the Real Estate and Commercial 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.

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 PPP Transactions and Energy transactions providing support in the drafting and negotiation of project agreements, term sheets and participating in the due diligence exercises. She supports several international clients in their market entry strategies into Kenya ranging from general and pre-acquisition due diligence exercises, incorporations and intellectual property registration and protection.



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

Kevin Biwot works in the Corporate and Commercial Practices and Real Estate Practices. His experience ranges from advising on various real estate projects, securitization and asset transfers.

He has advised and provided negotiation support in complex matters including international financing instruments, joint venture agreements and power purchase agreements. Kevin has participated in general and pre-acquisition due diligence exercises for private local and international clients.

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



Rankings & Recognition



We are grateful for the trust our Clients place in us and are proud to have been 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 and have continued to do so for three continuous years.

We remain committed to constantly improving as a professional team and leading the way as your Legal Partner of Choice.

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