



Patricia Jane Mumuni
Executive

Q&A



Q What led you to pursue a career in M&A?

A When I first qualified as a lawyer, I was sure that I was going to be a litigation lawyer. However, at the start of my legal career, I had the chance to rotate through different departments in the law firm, including finance, corporate and commercial, and dispute resolution. During my corporate and commercial rotation, I assisted on a M&A transaction, which sparked my interest in M&A. I was thrilled to be a part of such a transaction, and I enjoyed seeing how the transaction was broken down into different phases. As a newly qualified lawyer, this assured me that transactions that seemed intimidating were actually doable. I enjoyed assisting with the various steps of the transaction, from the due diligence exercise, the review of transaction documents, and filings with various regulators. For me, what confirmed my passion for M&A was the strong sense of satisfaction that I got when the deal finally closed – a feeling that I've been pursuing ever since.

Over time, I came to the realisation that no two M&A transactions are the same. Each transaction requires a lot of thinking and consideration of the laws pertaining to the relevant industry. I have also had to balance the client's preferred outcome against what, in my opinion, is the best option with the least risk for the client. My aim is always to ensure that I deliver the best value to the client. M&A transactions also allow me to work with clients in different sectors which I find very exciting.

Q What, in your opinion, is the hardest part of a M&A deal?

A The hardest part is obtaining regulatory approvals. Unfortunately, obtaining

regulatory approvals in Ghana can be very challenging as they often take time, which can result in significant delays for the transaction. I have found that some regulators may request additional documents outside the legal requirements, which contain sensitive information that clients are unwilling to share. This often stalls the transaction as we have to engage extensively with the regulators.

Additionally, the difference between what the law prescribes and how the law is implemented in practice can sometimes be a challenge. This is because a legal provision may say one thing, but the interpretation and practice of the legal provision by the regulator may be different.

In spite of these, I have been able to develop and maintain good relationships with regulators, which has been instrumental in many M&A transactions I have been involved in.

Q What is your favourite sector to do a deal in and why?

A I enjoy work relating to the healthcare/pharmaceutical sector. This is because it is a broad practice area with different but detailed laws and guidelines. Practically every aspect of these industries is catered for under our laws, unlike other less developed industries, so advising clients in these industries is straightforward but engaging.

Q What piece of advice would you give a young woman joining your team on her first deal?

A Be confident, but make sure that you have the knowledge to back that confidence. As a young lawyer, I struggled with my confidence, especially when

compared with my male counterparts. This meant that I missed the opportunity to contribute to discussions. However, with time, I realised that my lack of confidence could be detrimental to my career, and I learnt to become more confident. I had to assure myself that I was on the team for a reason, and that I had a lot of value to contribute; I have since been able to boost my confidence by putting myself out there. I also found that being very prepared for meetings/discussions, and just generally improving my technical knowledge, has been instrumental in my career growth.

I encourage all young female lawyers to do the same. Just remember that your input matters, so do not be afraid to speak, as you may miss out on opportunities if you don't.

FUN FACTS

Preferred music genre: Afrobeats, since I love to dance!

Item ticked off your bucket list: I had the chance to go zip lining in South Africa. It was frankly terrifying, but I am glad that I mustered the courage to do it.

Item not yet completed on your bucket list: I would love to travel to more countries. With the demanding nature of work, I rarely get the opportunity to explore new places, but I would love to go on more beach holidays, as I find them to be very relaxing.

Your worst trait: Not making enough time for myself. Sometimes between work and personal commitments, I forget to make time for myself, which I am now trying to do more. 🎧

