



Q&A



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

A When I joined Oxford & Beaumont Solicitors (prior to its merger with ENSAfrica), the team was relatively small. So right from the onset of my career, I had the opportunity to be knee deep in major M&A deals in a way not afforded to that many young people. This exposure, and the opportunity to be part of a growing team in a growing space in Ghana, convinced me that I had found myself in a field of law that I loved and found intriguing.

Q *What was the toughest deal you ever worked on and why?*

A I am still on it. The client had initially intended to do a simple share purchase of an insolvent company, but over time, it became evident that this simply was not going to work. We have had to pull many late nights, trying to structure the transaction in the best way possible. Additionally, government's involvement in the company introduced considerations of constitutionality, public policy and even some elements of political savviness – none of which are typical in regular M&A transactions. Fortunately, we recently came up with a solution which caters for all relevant parts of the transaction, and things appear to be sailing quite smoothly now.

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

A As the lead lawyer on the transaction, it would definitely have to be keeping an eye on all the moving parts. An M&A deal is like riding a bicycle; in order to propel it forward, it involves working the various parts of the bicycle in unison. The success of a M&A transaction is a synergy created by lawyers and

other advisers with varied experiences, from corporate and commercial matters, regulatory, tax, finance, employment and even to an extent, litigation. All these people have to work in unison, and the ideas have to complement each other, just like riding a bicycle! Although it tends to be taxing, I must admit that it is thrilling.

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

A Telecommunications, financial services and private equity.

Q *If you could change one thing on your career path to date, what would it be and why?*

A I wouldn't change a thing. Every experience and decision I have made – though they have not always been great – have shaped me into a better lawyer and person.

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

A My advice to a young lawyer would be for her to “just keep swimming”. Transactions can be daunting to a young lawyer. However, with experience, I can see that part of the work is trusting yourself, learning from your mistakes and not letting them define you. If someone had given me this advice at the start of my career, I would have been more daring and confident, and would not have spent as much time doubting myself. I would want her to know that where she has given her best, there is no reason to beat herself up if things don't go her way. Most importantly, I have come to realise that M&A is both law and an art, which is honed over time. The difference between she and I is that I have built experience in the field, which has

gradually refined my ideas and thought process. So, if she just keeps swimming, with time, focus, and a determination to improve, she will grow and gain the right tools to tackle the toughest deals she encounters.

Q *What do you do to unwind | get away from the stress of work?*

A I love spending time with my sons – I am the quintessential soccer mom in those moments. I also enjoy in-country getaways, when I am able to make the time, especially on long weekends.

Q *If you could host a lunch with any women from the past or the present, who would your THREE guests be and why?*

A Jacinda Ardern, Chimamanda Ngozi Adichie and Rihanna. These are women who have had a major positive impact on the world, inspired other women, and become trailblazers simply by excelling at what they do.

FUN FACTS

Current book on your nightstand:

The Secret Lives of Baba Segi's Wives by Lola Shoneyin, a Nigerian writer. I love African writers.

Preferred music genre: Afrobeats and Highlife.

Three words that your colleagues would use to describe you: I had to ask the members of my team for this one. I got tenacious, knowledgeable and upbeat. It is refreshing to see my personality peak through my work ethic and professional life.

Your worst trait: Procrastinating on non-work matters. 🙄

