

Business Growth:

# Doing Business in West Africa



## Hallmark Solicitors

Setting the Gold Standard in Corporate Legal Services

6<sup>th</sup> June 2013

Mercure Hull Royal Hotel  
Hull, United Kingdom

Telephone: + 44 (0)845 6 808 251

# Doing Business in West Africa - Inward Mission

Day 1: Thursday 6th June 2013

Event: Inward Mission

Time: 2.00 pm – 5.30 pm

Dinner Reception: 7.30pm – 11.00 pm

Venue: Mercure Hull Royal Hotel

Day 2: Friday 7th June 2013

Event: Yorkshire International Business Convention. Time: 7:30am – 4.30 pm

Venue: Bridlington Spa, East Yorkshire

Day 3: Saturday 8th June 2013

Event: Facilitated Business and Sight-Seeing Tour

Time: 10.00 am – 4:00 pm

**For registration fee and delegate pack**

**Telephone: + 44 (0)1482 616 616 or  
0845 6808 251**

**Email: [enquiries@hallmarksolicitors.co.uk](mailto:enquiries@hallmarksolicitors.co.uk)**

**Visit Link: <http://lnkd.in/Visu52>**



# Doing Business in West Africa – Inward Mission

It is the first of its kind in the Humberside region which will see leading business men and women from Nigeria and other major Western African Countries particularly in the oil, gas, energy and various sectors who are ready to do business with major UK businesses.

Hallmark Solicitors as part of the Hull and Humber Business Week would be hosting an inward trade mission of buyers and distributors seeking to establish relationships with UK businesses. Kelvin Onuoka of Kenna Consulting and Uche Akali of Hallmark Solicitors will be on hand to provide valuable information and expert advice on entry strategies to these markets.

The event will see a range of activities including a seminar, pre-arranged one-to-one meetings followed by an evening reception.

# Why Humber:

*“Hull is well placed to become a UK centre of excellence in the developing energy sector”*

Deputy Prime Minister Nick Clegg



**HallmarkSolicitors**  
Setting the Gold Standard in Corporate Legal Services .CO.UK

# Why Humber?

- The Humber economy is particularly strong within the following sectors of industry including Seafood, Food and Drink Specialities, Renewable Energy, Oil & Gas, General Manufacturing, Marine Services and Technologies, Security, Chemical Industries, Financial Services & Investment banking, Ports and Logistics, Healthcare, Digital and ICT.
- The port of Hull is one of the UK's leading foreign trading ports benefiting from its prime location on the north bank of the River Humber. It offers regular short-sea services between Europe, Scandinavia and the Baltic States with a worldwide deep sea connections. The port handles 9m tonnes of cargo each year on various products ranging from containers and ro-ro, dry bulk, paper and forest products to liquid bulks and steel.
- UK government targets require 15% of energy production to be from renewable energy such as biomass, wave and tidal energy, biogas and wind power by year 2020. Hull has been recognised as one of the development zone for offshore wind power generation.

# Hallmark Solicitors

Hallmark Solicitors are international business lawyers committed to the success of our clients through excellence of service. We provide a range of corporate legal services covering commercial and corporate issues.

Our range of involvement is truly extensive. Our team of skilled, experienced and commercially minded solicitors qualified to practice both in UK and Nigeria, a major West African jurisdiction, provide pragmatic and cost-effective solutions based on your declared objectives.



**HallmarkSolicitors**

Setting the Gold Standard in Corporate Legal Services .CO.UK

# Our Services

- Mergers, Acquisition & Disposal of assets and shares in the oil, gas and energy sectors
- Joint Venture Agreements including MBOs & MBIs, Corporate Re-organisation and Corporate Finance Matters
- Commercial Agreements, Agency & Distribution Agreements, Terms & Conditions of Business
- Franchising
- Company Formation, Advice on Company Documentation, Partnership & Shareholder Agreements
- Acquisition & Disposal of Land and Premises, Commercial Leases of Offices, Warehouses, Industrial Units, Retail Shops, Factories, Hotels, Guest Houses and Licensed Premises including Advice on Property Finance, Commercial Mortgages, Re-mortgages & Bridging Finance
- Construction and Property Dispute Resolution, Land Registry and Land Tribunal matters
- Shipping Insurance Disputes,
- Commercial & Contract Disputes
- Commercial Debt Recovery
- Alternative Dispute Resolution such as Mediation, Negotiation & Adjudication
- Administration, Corporate Voluntary Arrangements, Corporate Rescue, Insolvency & Liquidation
- Employment & Business immigration
- Shipping and International Law

# Kenna Consulting

Kenna Consulting is a leading business advisory firm in both West and South Africa with extensive experience and a solid track record in trans-border establishments and expansion services. Kenna Consulting are passionate about making an impact in Africa and work with various organizations and governments to facilitate foreign direct investment into the continent.

Over the years, they have facilitated cross-border business transactions in emerging markets like Nigeria, South Africa, Mauritius, Botswana, Zambia, Kenya, Malawi, Zimbabwe, Congo, Swaziland across industries such as telecommunications, Rail and Road Transport, Energy, Agriculture, Manufacturing, Maritime, Aviation, Pharmaceuticals, Retail, Hospitality and Construction.

Having assisted several Companies in their establishment in different countries in Africa in the most significant and challenging domestic transactions and business ventures, Kenna Consulting have mastered the special needs and circumstances around multi-jurisdictional business and trade. With offices and strategic partners in major cities in Africa, Kenna Consulting move efficiently with knowledge of the terrain and contacts to ensure that their clients investment in the target country is maximized with minimal chances of failure.

**Telephone +27 (0) 113197271**

**Email: [contact@kennaconsulting.co.za](mailto:contact@kennaconsulting.co.za)**

**Web: [www.kennaconsulting.co.za](http://www.kennaconsulting.co.za)**



**HallmarkSolicitors**  
Setting the Gold Standard in Corporate Legal Services .CO.UK



# CONTACT US

## Head Office:

Hallmark Solicitors  
Chandlers Court  
158/159 High Street  
Hull  
United Kingdom  
HU1 1NQ

Tel: +44 (0)1482 616 616

Tel: +44 (0)845 6808 251

Fax: +44 (0)845 6808 253

Email: [enquiries@hallmarksolicitors.co.uk](mailto:enquiries@hallmarksolicitors.co.uk)

Web: [www.hallmarksolicitors.co.uk](http://www.hallmarksolicitors.co.uk)

## Consulting Offices:

(strictly by appointment only)

### **London**

2nd Floor  
Berkeley Square House  
Berkeley Square  
London  
W1J 6BD

### **Leeds**

West One  
Wellington Street  
Leeds  
LS1 1BA



**HallmarkSolicitors**

Setting the Gold Standard in Corporate Legal Services .CO.UK