

Overview

Africa offers significant opportunities for global expansion using franchise and distribution strategies across a range of sectors, such as retail, hospitality, leisure, education, healthcare and commercial and domestic services. Dentons will help you exploit these opportunities and understand the local regulations surrounding distribution of goods and services across the continent.

Our franchise and distribution team combines broad international experience with local legal knowledge, delivered by our associated firms spanning Africa's Arabic, English, French and Portuguese-speaking regions.

Franchising

In emerging markets such as Africa, franchising has long been recognized as the preferred method of expansion for many companies. Franchising is a flexible and low-risk strategic tool that enables businesses to grow in emerging markets at a faster pace, but it is not well understood in many African countries. The Africa Franchise team at Dentons can advise on the full range of legal issues facing franchise companies in Africa, including:

- Franchise Disclosure Documents
- Technology Transfer Laws
- Foreign Currency Controls
- Withholding taxes
- Registration
- Master Franchise and Unit Franchise Agreements and Area Development Contracts
- Franchise Dispute Resolution
- Local law compliance
- Competition law compliance

Whether you are a sophisticated global franchisor looking at new markets or a company that is planning to use franchising strategically to test the African market for its product, we can advise on your franchise expansion throughout Africa.

Distribution

The common market in Europe provides outstanding opportunities for the free movement of goods across 27 EU member states. We can advise you on the full range of legal issues that affect the distribution of your products and services in the European Union, such as:

- Selective Distribution
- Exclusive Distribution

- Multi Channel Strategies
- Territory Buy Backs
- Concession Agreements
- Competition law compliance
- Product import/export
- E-Commerce

We stand ready to assist you in structuring distribution channels and implementing your strategy around the globe. Our lawyers apply their insight to the review, drafting and negotiation of distribution, franchise, marketing and supply agreements and other related documentation, and tailor these to your specific objectives.

What's more, we can assist when disputes arise surrounding franchising and distribution matters, as well as with related trademark and competition law issues.

Your Key Contacts

Africa



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