



## Janine Howard

Director Designate, Corporate M&A Practice  
Baker McKenzie Johannesburg

### Baker McKenzie.

**J**anine is a director designate in Baker McKenzie's Corporate M&A Practice Group in Johannesburg. She has experience in public and private corporate transactions and mergers and acquisitions, with a particular focus on private equity, private M&A and Broad-Based Black Economic Empowerment (B-BBEE).

Janine completed her LLM at the University of Cape Town in 2014 and received her LLB from the same university in 2011. She admitted as an attorney in 2016, and has worked extensively on cross-border transactions across a number of sectors, including financial services, logistics, food and agriculture, technology, mining and resources.

Janine was recently part of the Baker McKenzie team that, together with Webber Wentzel, advised Remgro-owned RCL Foods Limited on the sale of its frozen logistics business, Vector Logistics Proprietary Limited, to a South African subsidiary of A.P. Møller Capital (APMC), a Denmark-registered fund management company. The transaction was valued at R1,25 billion and will allow Vector Logistics to expand in order to meet growing demand for its services across Africa.

Some of the other matters that Janine has advised on include:

- Bidvest Group Limited on its acquisition of the Noonan Management Group, which is headquartered in Ireland.
- Coca-Cola Beverages Africa on its acquisition of Castel Malawi's Southern Bottlers\*.
- First Carlyle Growth V on its acquisition of Amalgamated Electronic Corporation Limited\*.
- Foodcorp Proprietary Limited, a subsidiary of RCL Foods Limited on its acquisition of the Sunshine Bakery group, one of

South Africa's largest independent baking businesses, from AFGRI Group Holdings and the founders\*.

- Pan-African Resources PLC in the sale of its Uitkomst colliery to Coal of Africa Limited.

\*Experience obtained prior to joining Baker McKenzie.

#### Q What led you to pursue a career in M&A | the Financial Markets?

A Although I did not initially set out to become an M&A lawyer, I always wanted to work in a stimulating and engaging field where I would be challenged and have opportunities to grow. Working as an M&A attorney has certainly provided me with all of those aspects and more, but operating in the unique South African space has also brought with it other opportunities and challenges that I did not initially anticipate, and it has made deals with international parties a particularly good learning experience. In my opinion, it is this unique and sometimes tumultuous combination of factors that not only led me to M&A, but has also kept me in M&A practice.

#### Q What, in your opinion, is the hardest part of a M&A deal | financial market transaction?

A Each deal is unique, and the challenges will vary depending on the specific sector and level of regulation. However, many of the deals that I've worked on are cross-border in nature, and with the present world-wide, varying social, political and economic climates, my view is that the most challenging aspects of a deal are integrating and aligning the objectives, negotiation styles, and ways of doing business amongst the counterparties. It is here that attorneys can really add value to their clients by guiding them with experience to get the deal done.

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

A I enjoy the complexities and multifaceted nature of transactions in the energy, mining and infrastructure sectors. This is especially true in the South African context, where the desperate need for infrastructure investment and the ongoing energy crisis have elevated the importance of these deals. Also, given the mining sector's role in South African history and society, these transactions form an interesting part of our fabric.

#### Q What piece of advice would you give a young woman working on her first deal | transaction?

A Involve yourself in every aspect and phase of the deal as much as possible. The integration and involvement of junior lawyers in all elements of a transaction is what allows a future M&A lawyer to really get to grips with transactions and become trusted advisors to clients, every step of the way. Taking a step back to view the "big picture" from time to time is also important, to make sure that you don't get lost in the details.

### FUN FACTS

**Favourite Colour:** Pink.

**Current book on your nightstand:** *Babel* by R.F. Kuang.

**Dog or cat person:** Both!

**Unusual hobbies:** Fostering, rehabilitating and homing kittens.

**Item not yet completed on your bucket list:** Visiting the archaeological city of Petra in Jordan. 🇯🇴