



Victory Attorneys &  
Consultants  
***Firm Profile***

[www.victoryattorneys.co.tz](http://www.victoryattorneys.co.tz)



## About us

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Victory Attorneys & Consultants is a contemporary law firm providing a wide array of services over multi-jurisdictional areas of practice. Being a sophisticated local law firm with a spectrum of practice areas, the firm complements Tanzania's local content requirement. Victory Attorneys & Consultants delivers uncompromised quality services in representing, advising and assisting clients in several cross-cutting complex deals.

Our team is renowned for unsurpassed deal closings in corporate and commercial transactions as well as in handling plea bargaining arrangements on Economic and Organized Crimes proceedings including plea bargaining on criminal offences in Tanzania, rendering the firm better placed to provide legal assistance and consultancy services to individuals, corporate bodies and government entities.

The firm largely encompasses experienced young minds and senior attorneys bringing in new thinking and proficiency on various sectors ranging from Oil & Gas, Technology, Media & Telecommunications, Energy, Mining & Infrastructure, Agribusiness, Wildlife, Tourism & Leisure to Non-For-Profits.

## Our Core Values

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Our firm has been founded on a high-performing ideal centred on a genuine dedication to serving clients with high degree of respect and regard for their needs. Clients always compliment us on our distinguished performance culture that sets us apart and enables us to achieve the best outcomes.

We are principally guided by a strong team-centred work ethic that establishes a feasible network within our firm's departments in turn fostering our determination to provide uncompromising quality services. We are inclined to attend to our clients' needs with an indulgent attitude facilitating our anticipation and understanding of clients' needs in providing proactive advice.

Our clients rely on our legal expertise through the timely manner in which we deliver full-service support to their professional and personal legal needs.

## National Contributions

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We constantly play a substantial role in influencing certainty in the procedural rules governing registration of companies, NGOs and Societies in the country.

We have greatly influenced the course of plea bargaining proceedings in the country through publications and greatly assisting clients to attain the best plea deals

# Noteworthy Achievements

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- Victory Attorneys & Consultants has managed to advise and work with the government of Libya through its investment company (Libyan African Investment Company (LAICO) in restoring its property (the Bahari Beach Hotel Limited) in Tanzania.
- We have managed to advise over 25 International and Local NGOs, Trusts and other not-for-profit entities on legal and regulatory compliance, most especially in the advent of the 2019 amendments, which legally redefined the entities. Our firm boasts experience in handling clients on USAID projects and EU funds
- Our firm is prominent in assisting clients to procure derivative rights, concessionary rights, land use change, and other fiscal and non-fiscal incentives for many investors in the Wildlife, Tourism & Leisure and Agriculture industries with the Tanzania Investment Centre (TIC), the Export Processing Zones Authority (EPZA) and the Ministry of Lands, Housing and Human Settlements Development
- We have managed to advise several capital-intensive investors and operators on Mergers and Acquisitions (M&A) undertakings and in the Wildlife, Tourism & Leisure Telecoms, Mining, Banking and Finance industries.
- Victory Attorneys & Consultants has created a precedent in Corporate Restructuring & Insolvency through handling liquidation for the first insurance company undergoing voluntary winding up.
- We have emerged as victors in notable Commercial Court cases whose verdicts have in turn set precedents in Tanzania on areas revolving around corporate law, mining law, corporate management, real estate management, ICT & Media laws, labour law and general commerce.
- We have substantially provided project management services to one of the leading energy service supply multinational corporation undertaking the largest government transmission line project of over 400 Kilovolts on legal and regulatory compliance, mobilization and de-mobilization of over 600 employees
- We have secured the best plea deals/plea agreement with the office of the Director for Public Prosecution (DPP) on behalf of clients in the Banking & Finance, Telecoms and Wildlife, Tourism and Leisure industries
- We have advised and retained some of the leading ICT companies on many legal issues including ICT business regulation, legal compliance and general corporate compliance.

# Diversity

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Our team is uniquely placed with lawyers having different backgrounds, outlooks and talents creating dynamics complement the firm's interaction with clients. With lawyers from diverse professional backgrounds, the firm swiftly handles international and local practice in many practice areas across sectors in Tanzania (Mainland) and Zanzibar.

The firm encompasses lawyers and advocates with various competencies including university lecturers, retired high rank government officials with years of experience in the public sector, trained arbitrators, mediators & negotiators, certified public private partnership ventures experts, certified foreign direct investment advisors, certified securities legal advisors and experts in mining and oil & gas operations, this in turn facilitates and complements the firm's effective and expedient practice.

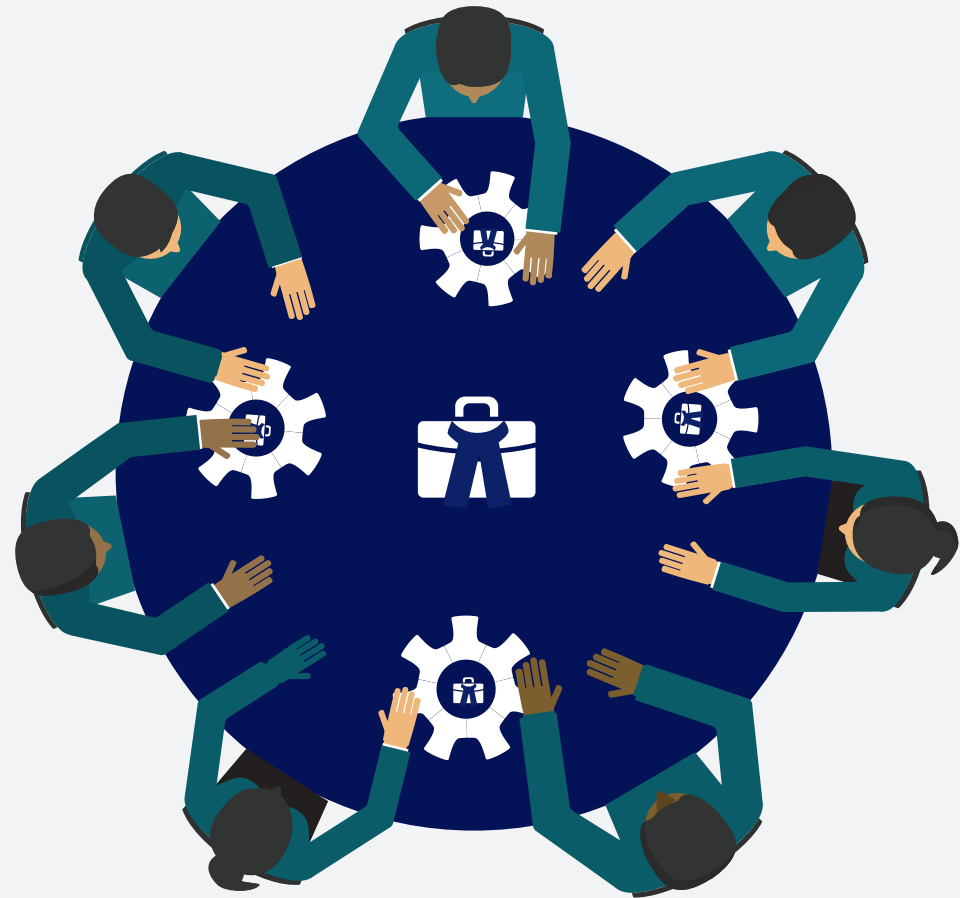
Our firm has been working with various firms in Kenya, Uganda, France, Italy, Dubai, USA and Mauritius in facilitating various inter-jurisdictional corporate and commercial ventures on behalf of clients.

## Pro Bono

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We are constantly moved to give back to the community by providing legal assistance and representation services to the vulnerable, impecunious and marginalized groups (mostly women and children) and non-for-profit organizations in land, employment and compensation related claims.

We also give back to community by providing free in-house training and informative media presentations through (TVs and Radios) on various areas of law upon request, we also offer mentorship to young lawyers, graduates and students.



# Expertise

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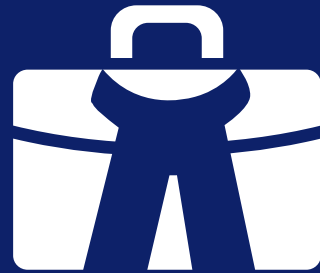
## Sectors

- Aviation
- Consumer Goods, Food & Retail
- Energy & Natural Resources
- Financial Services
- Hotels & Leisure
- Industrials
- Infrastructure
- Telecommunications, Media & Technology
- Real Estate



## Areas of practice

Agribusiness & food	Environmental, Health & Safety
Arbitration & Litigation	Insurance Coverage & Recovery
Banking & Financial Services	Intellectual Property
Capital Markets & Securities	International Trade & Finance
Competition	Mergers & Acquisitions
Compliance & Investigations	Mining
Construction & Procurement	Non-For-Profit Institutions
Consumer Protection	Oil and Gas
Corporate Services	Plea Negotiation
Corporate Governance, Restructuring & Insolvency	Project Development & Finance
Employment, Labor Relations & Compensation	Tax



**EXPERTISE**

# Sectors

## Aviation

We provide corporate services in registering airlines and private aircraft charter companies, facilitating license procurement for air service operators and ground handling companies, conducting legal health check on compliance with the regulatory requirements by the Tanzania Civil Aviation Authority (TCAA) and the International Civil Aviation Organization (ICAO) amongst others.

Our aviation practice extends to financial & corporate restructuring of private aircraft charter companies with local and international ties. We also draft aircraft charter agreements and handle general contract review and negotiation.



## Energy & Natural Resources

Our energy team comprises of professionally trained and experienced lawyers who are apt in handling the ever-changing legal and regulatory frameworks on compliance in Tanzania. We consult operators, regulators and investors in the energy industry on peculiarities of the industry in project prospecting, contract review and operational compliance at large.

We handle operations and transactions involving power supply, mining, oil & gas and renewables.





## Consumer Goods, Food & Retail

Our consumer goods & retail practice covers trademark/service marks registration, corporate and commercial compliance, employment and human resource, mergers and acquisitions, contracting and joint ventures. We also assist clients in creating transfer pricing mechanisms and in managing real estate portfolios.

We deliver legal assistance to several large and small scale food and beverage companies, retail clothing and cosmetics manufacturers and importers



# Sectors



## Wildlife, Tourism & Leisure

We recognize diversity in legal issues involved in the sector and assists clients in securing permits, facilitating franchising arrangements and joint ventures, securing investment incentives for rehabilitation projects, advising clients on finance and restructuring, general contracting, mergers and acquisitions and corporate management. We are renowned for assisting wildlife ranch owners in securing requisite concessions and permits.

Our wildlife and tourism practice extends to assisting clients in discharging their Environmental Impact Assessment legal obligations and in representing clients in arbitration and litigation proceedings.

## Financial Services

Victory Attorneys & Consultants is better placed to assist clients by providing a wide range of services to banks & microfinance institutions, insurance companies and asset managers on private equity, mergers & acquisitions, corporate management, insolvency and restructuring, legal and regulatory compliance and on general investment prerequisites.



## Industrials

Our dedicated team assists clients on many key issues revolving around mergers and acquisitions, real estate planning, financing, insolvency & corporate restructuring, employment & human resource, general corporate compliance, litigation & arbitration and tax compliance (including transfer pricing).

Our clients in the industrials sector include players in the manufacturing, automotive and chemicals manufacturing business.

## Infrastructure Projects

Victory Attorneys & Consultants provides legal assistance to clients from the inception of infrastructure development projects to other services such as asset and project financing, procurement, construction, mergers & acquisitions, insolvency management and corporate restructuring.

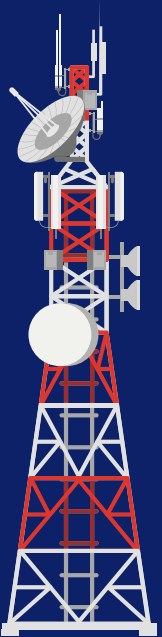
We handle clients in the transport and communications, sewage, water and electric systems businesses. Our infrastructure team also handles private investments on public infrastructure particularly in Oil & Gas transport and storage investments.

## Telecommunications, Media & Technology

Victory Attorneys & Consultants works with some of the leading service providers in the telecommunications and ICT sector. Our telecoms team works with telecoms infrastructure and smart devices manufacturers, designers, developers and sellers in Tanzania.

Our firm also works with several broadcasting companies and media outlets with local and international presence. Our specialists in the sector assist clients on general regulatory compliance, network access issues, licensing, franchising, contracting and tax compliance.

Our services extend to other practice areas such as mergers and acquisitions, Initial Public Offering at the Capital Markets and Securities Authority, and international and local tax planning. We also represent clients in dispute resolution proceedings at the Tanzania Communications Regulatory Authority (TCRA) and in quasi-judicial legal proceedings at the Fair Competition Tribunal.



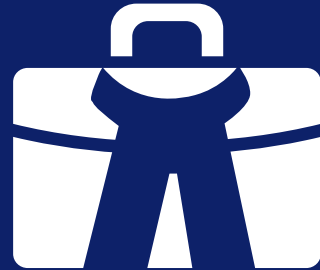
## Real Estate

Our real estate team is devoted to assisting clients throughout the lifespan of their businesses. We provide spot-on services in disposition of rights over real estate ventures, tax efficiency planning and development, general corporate compliance, environmental law compliance, financing, joint ventures, rentals, private equity and investment.

We are renowned for assisting clients in procuring unit titles, leasing, derivative rights and concessions for hotels, wildlife ranches, lodges and condominiums.

We also assist clients in real estate dispute resolution through both local and international arbitration under both ad hoc and institutional arbitration avenues. We further provide legal representation services in real estate litigation.





# **AREAS OF PRACTICE**

## 1. Agribusiness & Food-Overview

Our firm provides a range of industry-specific legal services in;

- Facilitating incorporation of agribusiness enterprises
- Assisting clients in procuring project funding from retained earnings, debt capital, equity capital and venture capital
- Advising and assisting agribusiness startups on viable venture capital undertakings
- Consulting industry operators on agriproduct/ goods transactions through the Tanzania Mercantile Exchange  
Advising investors, executive agencies and corporations on Public Private Partnerships initiatives



## **2. Arbitration & Litigation – Overview**

Our arbitration and litigation team boasts qualified lawyers and advocates with years of experience on a range of practice areas and has taken on cases on substantial tax disputes, high profile commercial contract breaches, intellectual property infringement, employment and compensation disputes, economic and organized crimes in representing telecommunication companies, tourism companies, companies in the energy sector, Non-For-Profit Institutions and individuals.

We always advise clients on the most viable dispute resolution mechanisms that neither jeopardizes commercial relations nor taints their image, we often close unsurpassed deals in settling clients' disputes out of court.

## **3. Plea Negotiation – Overview**

Tanzania having implemented plea bargaining proceedings on economic and organized crimes amongst other criminal offences, has created demand for lawyers well versed with negotiation of plea deals on behalf of clients charged with such offences.

Our plea negotiation team encompasses lawyers with unrivaled years of experience in criminal matters, useful in assisting clients to negotiate with the office of the Director for Public Prosecution in securing the best plea deals.

We also offer round the clock assistance to clients in obtaining pre-trial and post-trial bail on serious bailable criminal charges.



#### 4. Banking & Financial Services – Overview

The nature of the banking industry calls for extensive regulation by various bodies like the Bank of Tanzania amongst others. This in turn creates complexities on compliance by licensed actors in the sector.

We provide wide range of premium services in;

- Facilitating registration for banks and microfinance institutions.  
Representing banks and other financial institutions in litigation and arbitration proceedings
- Preparing and reviewing loan facilitating agreements (loan term agreements) for industry actors and their clients
- Carrying out customer due diligence investigations for banks and microfinance institutions
- Assisting Auditors in reviewing Annual Audits on a legal perspective  
Providing legal updates to Banks and Microfinance Institutions on legal changes with

#### 5. Capital Markets & Securities – Overview

There is a noteworthy degree of legal and regulatory supervision of the market players in the Capital Markets and Securities industry, which calls for meticulous compliance.

Our firm delivers wide range of services in;

- Assisting public listed companies in undertaking Initial Public Offering (IPO)
- Assisting companies in issuing bonds and commercial papers
- Preparing and conducting legal appraisal on all material contracts such as shareholders' agreements
- Facilitating delisting of public listed companies
- Conducting compliance due diligence for public listed companies at the Capital Markets and Securities Authority (CMSA), Dar es Salaam Stock Exchange (DSE) and Capital Markets and Securities Deposit & Registry (CSDR)
- Representing clients in securities litigation





## **6. Competition – Overview**

We assist clients in a number of competition-related matters in instituting contract review and exemption applications for potential anti-competitive market practices, state aid, securing necessary approvals on mergers & acquisitions from the Fair Competition Commission (FCC), representing clients in competition related proceedings at the Fair Competition Commission, we also provide assistance and representation on appeals at the Fair Competition Tribunal and in the Court of Appeal of Tanzania.

## **7. Corporate Governance, Restructuring & Insolvency – Overview**

Victory Attorneys & Consultants delivers unsullied services to national and multi-national corporations in facilitating financial and organizational restructuring incited by adversity in economic conditions in an effort to cut down operational costs.

Our corporate practice also services companies in altering ownership structures resultant of takeovers, buyouts, insolvency, mergers, demergers, reverse mergers, disinvestments, joint ventures and strategic alliances in concluding practicable corporate restructuring undertakings. We also facilitate debt restructuring for companies facing difficulties in paying off debtors.

Our insolvency team handles swiftly the insolvency management and liquidation practice for companies in Tanzania, this encompasses insolvency-related investigation and insolvency litigation. Ours is the first firm to liquidate an insurance company through voluntary winding up in Tanzania.

## **8. Corporate Services – Overview**

Victory Attorneys & Consultants provides a spectrum of corporate services revolving around corporate governance, corporate legal audit and due diligence, joint ventures, incorporation of corporate entities, insolvency management, licensing/franchising, intellectual property registration & management, shareholders negotiation & renegotiation, general contracting, arbitration and litigation, international trade & finance, mergers & acquisitions and investment. We assist clients in procuring fiscal and non-fiscal incentives from the Tanzania Investment Centre (TIC) and the Export Processing Zones Authority (EPZA).

We also provide full on corporate secretarial services and in-house corporate governance training to corporate bodies.

## **9. Insurance Coverage & Recovery – Overview**

Victory Attorneys & Consultants provides premium cross-jurisdictional and multi-disciplinary insurance services on both contentious and non-contentious insurance issues. This includes financing, commercial transactions, creation & review of insurance product, general regulatory and compliance matters, dispute resolution, corporate restructuring and insolvency.

Our insurance team advises insurance companies on the holistic nature and context of the insurance sector throughout the lifespan of their undertakings and on incorporation requirements and licensing for both general and long-term insurance businesses.

Having in-depth knowledge coupled with experience, our insurance team handles complex insurance recovery legal claims and represents both insurers and policy holders in litigation in the courts of law and arbitration proceedings under ad hoc and institutional avenues (including the Tanzanian Insurance Ombudsman).

## **10. Construction & Procurement – Overview**

Our firm delivers spot-on corporate services in assisting clients in procuring construction permits and licenses, assessing independent contractor and procurement agreements and in facilitating contractual indemnification and insurance recovery claims. We also provide legal representation services to construction companies in judicial and in quasi-judicial bodies and in international and local arbitration bodies including the National Construction Council (NCC).

## **11. Consumer Protection – Overview**

Our firm provides legal assistance to consumers of goods and services in initiating civil claims against manufacturers and suppliers of defective goods and services.

We represent a capital-intensive mining and construction companies in negotiation proceedings in disputes against equipment suppliers who supply faulty machinery equipment. We also assist corporations and individuals in arbitration and litigation proceedings against service providers for faulty services.

## **12. Compliance & Investigations - Overview**

Victory Attorneys & Consultants assists clients in managing and mitigating compliance-related risks through creating viable legal compliance models, updating clients on legal and regulatory compliance changes and changes in the global market trends that have the potential of disrupting business.

Our investigation team extends corporate services to include business background investigation, competition intelligence investigation, cyber security & data privacy issues, corporate due diligence investigation, asset tracing investigation, insurance claims analysis and Intellectual Property acquisition searches.

### **13. Employment, Labour Relations & Compensation – Overview**

Human resource is a valuable asset in any establishment. Employers must strive to meet the legally prescribed requirements from the initial recruiting process and oftentimes in the course of employment; employer-employee disputes arise in turn creating unfavourable work environment. All these concerns coupled together necessitate legal proficiency in ensuring the rights and duties of both, employers and employees are realized pursuant to the text of the law.

Our firm provides wide range of services revolving around; drafting and reviewing employment contracts, reviewing retirement benefits, reviewing Human Resource Policies, analyzing workers compensation claims, representing employees and employers in labour disputes. deals in settling clients' disputes out of court.

### **14. Environmental, Health & Safety – Overview**

Our Environmental, Health & Safety team is committed to assisting companies in responding to environmental law and regulation-related challenges. We assist clients in general regulatory and compliance, contract review on environmental law compliance, on-site due diligence on plants and operating zones.

We provide extensive services in assessing environmental management plans for project proponents and contractors. We also handle matters pertaining to corporate risk mitigation & management and evaluation of corporate environmental liabilities for companies operating in the industrials, extractives and construction sectors

### **15. Project Development & Finance - Overview**

Victory Attorneys & Consultants facilitates project establishment by securing the requisite approvals and licenses from concerned authorities. We deliver round the clock assistance to companies and individuals on the most practical and viable channels for developing and managing projects.

We provide services to multinational and local companies operating under many sectors on loan facilitating agreements assessments and negotiations for project financing. We also advise some key players in the industrials sector on commercial feasibility of debt financing for enterprise expansion and rehabilitation, we further render legal services to local agribusiness and food companies in facilitating asset financing with local banks.

## 16. Intellectual Property – Overview

Our Intellectual Property practice encompasses proficient lawyers with vast knowledge and experience in offering an array services in handling trademarks, service marks, patents, copy rights, digital IP rights (software rights), trade secrets and industrial designs rights registration, management and representation in intellectual property infringement claims.

We also assist clients in other intellectual property practice areas on Intellectual property licensing and franchising, prosecution, intellectual property rights acquisition search, general intellectual property litigation, tax advisory and strategic intellectual property management.

## 17. International Trade & Finance – Overview

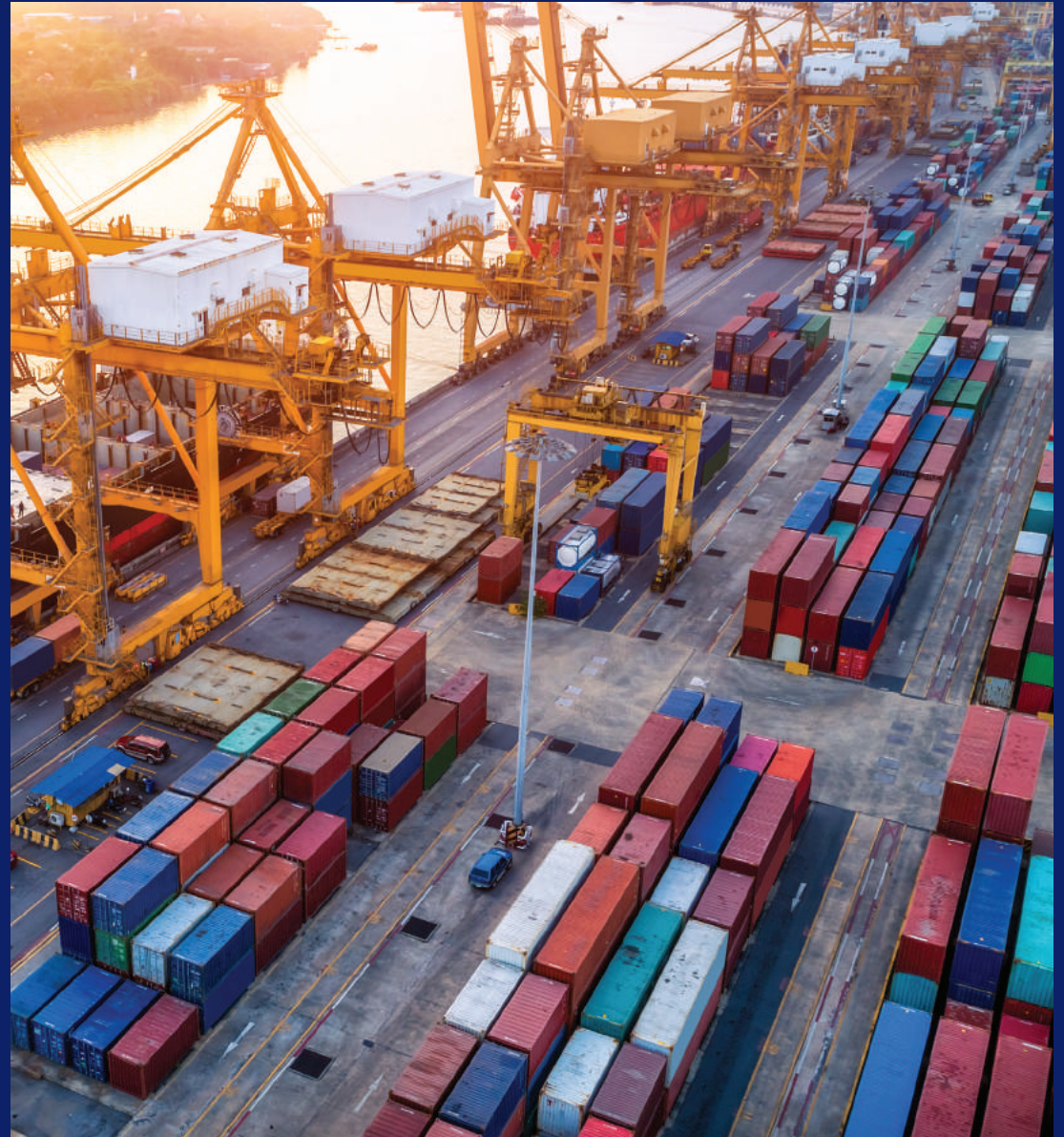
Our International Trade & Finance practice extends to assisting clients in resolving challenges emerging from the complexity of international market trends.

We deliver multi-jurisdictional legal assistance to clients on export & import undertakings, custom issues, international trade agreements, licensing, marine commerce, International Trade & Finance due diligence and taxation. We also advise and represent clients in dispute resolution through litigation and local & international commercial arbitration.

## 18. Mergers & Acquisitions – Overview

Our M&A team is well equipped with experience in handling all legal & compliance matters for private and public listed companies. We provide several services ranging from legal due diligence investigation to contract negotiations and review.

Our esteemed M & A experts assist in instituting contract review and exemption applications for potential anti-competitive M & A undertakings, securing necessary approvals from the Fair Competition Commission (FCC), representing clients in competition related proceedings at the Fair Competition Commission, we also provide assistance and representation on appeals at the Fair Competition Tribunal and in the Court of Appeal of Tanzania.

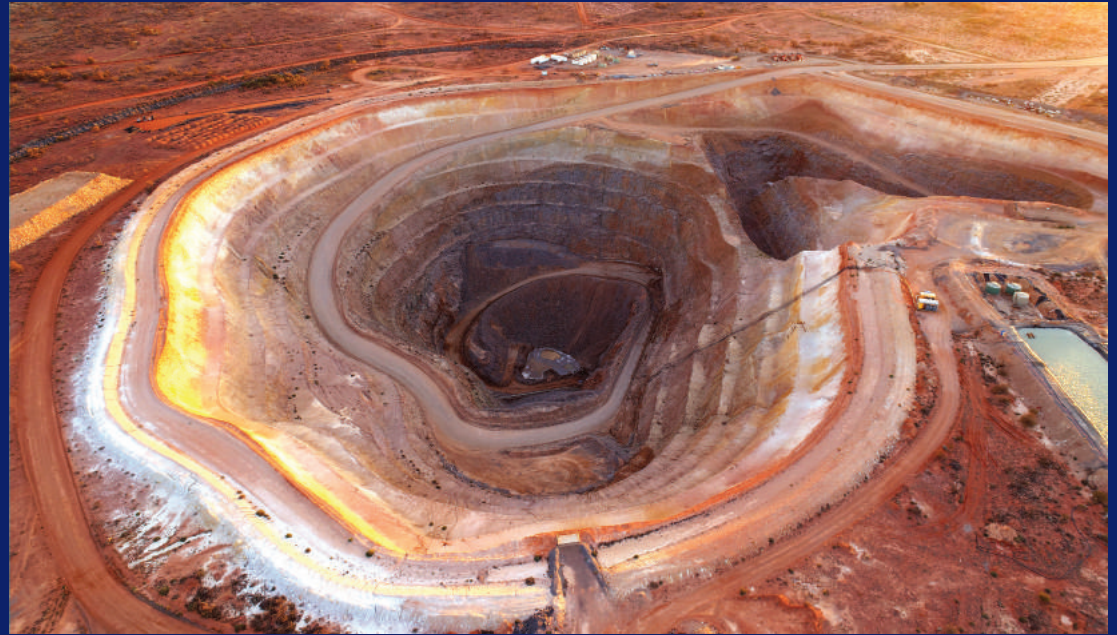


## 19. Mining – Overview

Victory Attorneys & Consultants provides top-notch services in legally advising, representing and consulting mining operators and investors on procuring necessary mining licenses, negotiating and renegotiating contracts, licensing and franchising.

Our mining team comprises of capable lawyers who handle multi-disciplinary commercial mining undertakings in regard to financing, mergers & acquisitions, capital markets and securities, tax and environmental compliance.

Victory Attorneys & Consultants also provides quality services on dispute settlement through litigation and arbitration. Our firm provides these quality services to both internationally affiliated operators and locally established operators and artisanal miners due to the team's multijurisdictional knowledge and expertise on mining legal and regulatory regimes.



## 20. Oil and Gas – Overview

Our Oil & Gas team comprises of lawyers specifically trained in the field with great comprehensive knowledge and skill on legal and regulatory compliance requisites.

We provide seamless legal services on contract negotiation and renegotiation, joint ventures, mergers & acquisitions, financing, farm in and farm out undertakings, tax compliance, technology transfer & licensing and environmental compliance.

Our team also provides legal assistance and representation in litigation, domestic and international arbitration in domestic and international arbitration institutions. We also provide professional assistance to the government on the viability and interpretation of Production Sharing Agreements (PSAs).



## 21. Non-For-Profit Organizations - Overview

Being a prominent law firm in the Non-profit practice we represent and assist over 25 local and internationally affiliated Non-For-Profit Organizations. Our clients depend on our proficiency in facilitating establishment of numerous Non-Profit Institutions.

Our services extend to offering legal updates to clients and handling compliance and regulatory requirements, intellectual property registration and management, employment and human resource compliance, tax planning and compliance, contract and policy drafting or review and





## 22. Tax – Overview

Tax practice requires extensive understanding and experience on local and international tax compliance models. Our tax lawyers are equipped with comprehensive acquaintance in handling a wide range of tax matters. Unlike auditing firms we assist clients in all phases of transactions that have the potential of attracting tax revenues.

Our services extend to representing clients, in lodging tax assessment objections, and tax appeals with the Tax Revenue Appeals Board, the Tax Revenue Appeals Tribunal and the Court of Appeal of Tanzania. We also facilitate tax exemption applications with the Tanzania Investment Centre, filing tax returns and obtaining other documentations from the Tax Revenue Authority.

Our tax practice cross-cuts through other practice areas including corporate restructuring, private equity, international trade & finance and investment.



## Victory Attorneys & Consultants

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