

Africa Guide

Mergers and Acquisitions Forecast 2026

INTRODUCTION



This, our annual Africa round-up, is designed as an essential guide for multi-jurisdictional clients and decision-makers seeking to unlock value across Africa's evolving markets.

Drawing on the deep experience of our pan-African legal team, we provide a consolidated analysis of the continent's M&A trends for 2025/ going into 2026, followed by jurisdiction-specific chapters that distil the most salient legal, regulatory and commercial developments.

Each jurisdiction chapter offers:

- a strategic overview of the jurisdiction as an investment destination;
- key trends and sectoral opportunities shaping deal flow;
- the latest regulatory reforms and their practical implications;
- core statutes, principal regulators and choice of entity considerations;
- typical deal structures, approval processes and foreign investment regimes;
- competition, public interest and labour law dynamics;
- risk allocation, dispute resolution and common pitfalls; and
- practical guidance and actionable insights for structuring, negotiating and closing transactions with confidence.

The African M&A landscape is characterised by a complex interplay of regional hubs and sector-specific booms expanded upon further in the jurisdiction chapters that follow.



THE MACROECONOMIC BACKDROP

Although trade wars, global uncertainty and geopolitical risk have disrupted the traditional flow of business across Africa, they have simultaneously opened up new opportunities by driving a renewed focus on localising supply chains and investing in regional trade corridors.

Now operational, the African Continental Free Trade Area (**AfCFTA**) represents the world's largest free trade zone by number of participating countries. Designed to reduce tariffs, harmonise trade regulations and streamline customs procedures, AfCFTA is reshaping Africa's economic landscape by boosting intra-African trade, fostering regional value chains and enhancing industrialisation. For M&A activity, this is anticipated to translate into a more integrated and predictable regulatory environment, greater market access and improved investor confidence. As regional integration deepens, dealmakers are increasingly structuring transactions to capture cross-border synergies, particularly in sectors like logistics, manufacturing, energy and technology.

While inflation is gradually being tamed across major African economies, currency volatility remains a factor influencing creative deal structures, including earn-outs, vendor financing and inflation pass-throughs.

High sovereign debt levels in several nations continue to constrain public spending, but have also accelerated privatisation opportunities, most notably in previously inaccessible sectors such as energy, transportation and telecommunications, creating a pipeline of large-scape, strategic M&A opportunities for both international and regional players, coupled with project finance opportunities.



BOTSWANA



ANDRE BELL
BOOKBINDER BUSINESS LAW

Managing Partner
E: andre@bookbinderlaw.co.bw



OBAKENG LEBOTSE
BOOKBINDER BUSINESS LAW

Deputy Managing Partner
E: obakeng@bookbinderlaw.co.bw



WINNIE PHUDUHUDU
BOOKBINDER BUSINESS LAW

Senior Associate
E: gotsilemotho@bookbinderlaw.co.bw



LEFIKA PHIRIE
BOOKBINDER BUSINESS LAW

Associate
E: lefika@bookbinderlaw.co.bw

Over the past year, M&A in Botswana has experienced a noticeable slowdown in activity, mirroring the global decline in transaction volumes. Factors such as tightening monetary conditions, valuation gaps between buyers and sellers, and broader macroeconomic uncertainty have contributed to the subdued deal flow.

The most notable recent M&A transaction in Botswana was MMG Africa Ventures Inc's acquisition of Cuprous Capital Ltd, the holding company of Khoemacau Copper Mining Pty Ltd. The Khoemacau Copper Mine, which produces approximately 60 000 tonnes of copper and 1.6 million ounces of silver annually, represents one of Africa's largest copper deposits. The transaction, approved by the Competition and Consumer Authority (**CCA**) and the Ministry of Minerals and Energy, marked the largest FDI in Botswana's mining sector in the past five years. Otherwise, Botswana has seen limited high-value direct acquisitions in recent years.

Notable cross-border deals with local impact include the acquisition by Olea Holdings Ltd of the issued share capital of Marsh Botswana Pty Ltd, an insurance service provider, from MMC UK Group Ltd; in the telecommunications sector, Groupe Canal+ SAS's acquisition of MultiChoice Group Ltd, resulting in the change of control of MultiChoice Botswana Pty Ltd; in the energy sector, the acquisition of 74% of the share capital in Engen Ltd by Vitol Emerald Bidco Proprietary Ltd which resulted in the change of control of the Engen group entities in Botswana; and in the grocery retail sector, the acquisition of 100% of the share capital in NTS Holdings Pty Ltd by Pick n Pay Retailers Pty Ltd.



KEY M&A TRENDS GOING INTO 2026

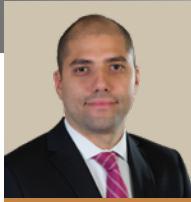
Botswana's M&A landscape over the last year has been characterised by strategic consolidation, sectoral diversification, and a growing emphasis on sustainability and digital transformation. Although there has been a decline in overall transaction value compared to previous years, the market remains active.

A notable number of mergers have been reported to the CCA. These notifications relate to transactions that meet the thresholds for mandatory filing under the Competition Act. Specifically, a merger must be notified to the CCA where: (i) the target enterprise has an annual turnover exceeding BWP 10 000 000; (ii) the target enterprise holds assets valued at more than BWP 10 000 000; or (iii) the merging parties, upon implementation, would together supply or acquire at least 20% of a particular category of goods or services within Botswana.

The volume of reported mergers reflects a steady level of transactional activity in the market, with filings spanning diverse sectors such as financial services, retail, telecommunications and mining. While high-value transactions remain limited, there is continued deal activity at mid-market level.



EGYPT

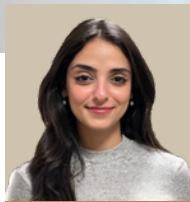


OMAR SHERIF

SHALAKANY

Senior Partner

E: omar.sherif@shalakany.com



FATIMA TAHOUN

SHALAKANY

Junior Associate

E: fatima.tahoun@shalakany.com



PASSANT ASHRAF

SHALAKANY

Junior Associate

E: passant.ashraf@shalakany.com

Following the normalisation of certain regional geo-political disturbances, Egypt has re-emerged as an active M&A destination in the Middle East and Africa, supported by renewed investor appetite, an expanding privatisation programme, and growing regulatory clarity, reclaiming its place in regional M&A leadership.

Despite global macroeconomic uncertainty, Egypt has recorded a significant increase in M&A deal volumes, signalling a strong return of investor confidence and positioning Egypt alongside the UAE and Saudi Arabia in regional deal activity. Strategic capital from Gulf sovereign funds and private equity platforms continues to drive transaction momentum across energy, infrastructure, technology and financial services.

Notable transactions include:

- AngloGold Ashanti's acquisition of Centamin's Egyptian gold assets 'Sukari Mine' (2024) – a landmark mining deal regarding the acquisition of one of the country's largest and oldest mining operations that signalled renewed foreign confidence in Egypt's extractives sector and the scalability of its gold production potential;
- ADQ-linked acquisition of Wataniya Petroleum (2024) – one of the most strategic state-led privatisation transactions, reshaping the energy distribution sector and accelerating the government's asset monetisation programme;
- AD Ports investment in Transmar and Transcargo International (**TCI**) – strengthening Egypt's position as a logistics and export hub for East Africa and the Red Sea region; and
- Abu Tartur Project – involving one of Egypt's most significant phosphate and industrial developments. The deal encompasses the acquisition and restructuring of project companies operating within the phosphate mining, beneficiation and fertiliser production sectors in the Abu Tartur region.

Also notable is Egypt's fintech and startup ecosystem which is increasingly active for M&A, driven by growing investor appetite for technology-based financial solutions and digital platforms fuelled by Egyptian demographics. Transactions in this space often involve strategic acquisitions by regional or international investors seeking market entry, as well as consolidation among local players aiming to expand their service offerings or technological capabilities.

These transactions confirm that Egypt's M&A market is not only active but also strategically diversified, with deal flow concentrated in sectors backed by structural demand and government policy, including energy, logistics, financial services, technology, infrastructure and mining.



ETHIOPIA



MICAEL SEHUL

AMAN & PARTNERS LLP

Partner

E: micael.sehul@aaclo.com



DEBORAH HADDIS

AMAN & PARTNERS LLP

Senior Associate

E: deborah.haddis@aaclo.com

Ethiopia remains a country of investment potential, bolstered by its large and youthful population, strategic location and ongoing economic reforms.

Ethiopia's economy is driven by several core sectors. Agriculture remains foundational, employing a significant portion of the population and contributing significantly to exports, especially coffee, sesame and horticultural products. The services sector, including telecommunications, banking, trading activities and transport, has shown resilience with a sizable contribution to GDP growth.

Industry, particularly manufacturing, is growing but faces infrastructure-related hurdles and raw material shortages. The government is actively promoting modernisation with extended industrial park developments and the introduction of special economic zones to attract investment.

Renewable energy is another promising area, with Ethiopia's vast hydro, solar and wind potential drawing interest from foreign investors.

Government is making strides improving investor confidence and overcoming challenges linked to foreign currency shortages by sector liberalisation and implementation of reforms such as the adoption of a floating exchange rate.

Late 2025 saw several major developments in Ethiopia. The country inaugurated the Grand Ethiopian Renaissance Dam (**GERD**), Africa's largest hydroelectric project. Ethiopia is also taking significant strides to explore alternative forms of energy, aiming to diversify its hydro-dependent electricity mix. On the digital front, Ethiopia has adopted the 'Digital Ethiopia 2025' strategy, focusing on infrastructure and emerging technologies.

Ethiopia offers a dynamic and evolving M&A environment, underpinned by a strong legal framework, a growing professional services sector and increasing regional integration. Success in Ethiopian M&A requires early regulatory strategy, robust due diligence and proactive management of local ownership, understanding public and private local laws, analysing tax considerations, employment and public interest considerations. Investors who engage with stakeholders and align deal structures with sectoral realities are well positioned to unlock value.



KEY M&A TRENDS GOING INTO 2026

Ethiopia's M&A market in 2026 is expected to be shaped by ongoing economic liberalisation, full or partial privatisation of state-owned enterprises and regulatory reforms aimed at attracting foreign investment. Notably, for instance, Ethiopian Investment Holdings, Africa's largest sovereign wealth fund, is actively engaged in increasing inward investments into the country.



GHANA



JOEL TELFER JNR

BENTSI-ENCHILL, LETSA & ANKOMAH

Associate

E: joel-telfer@bentsienchill.com

Ghana's M&A market remains a dynamic segment of the West African deal terrain, characterised by steady economic growth and increasing international investor interest. While modest in absolute terms compared to larger African economies, Ghana's M&A activity is driven by several key factors such as steady GDP growth, relative political stability, a growing middle class and strategic interest from multinational corporations seeking West African footholds.

Ghana in 2025 demonstrated a more stable but still cautious macroeconomic environment. The economy continues to adjust after two years of fiscal consolidation and debt restructuring under the IMF Extended Credit Facility. Inflation has eased from its 2023 peak, the cedi has shown relative stability, and international reserves have modestly improved. The government's fiscal programme remains focused on restoring debt sustainability, improving domestic revenue mobilisation, and implementing structural reforms to strengthen state-owned enterprises and public financial management.

Investor confidence has also gradually improved, although risk appetite remains selective. The post-election period has been marked by policy continuity in the key macro and financial sector reforms agreed with the IMF. The private sector is showing early signs of recovery, with corporates seeking consolidation opportunities, refinancing options and strategic partnerships to shore up capital. The banking and financial services sector has largely completed recapitalisation and is refocusing on operational efficiency, while manufacturing, consumer goods and logistics have benefited from gradual import normalisation and exchange rate predictability.

The macroeconomic stabilisation has also coincided with increasing interest in cross-border and regional integration plays under the AfCFTA. Ghana's improving logistics infrastructure is encouraging manufacturers, logistics firms and service providers to use Ghana as a base for West African operations. This regional dimension is beginning to influence transaction structuring and valuation, particularly in manufacturing, agribusiness and logistics.

M&A activity is steady but more strategic. There is continued private capital interest in the mining and critical minerals sector – particularly lithium and gold – as well as growing attention to renewable energy, fintech and impact-driven investments. Although valuations remain conservative, the stabilisation of macro fundamentals and clearer policy direction are creating the groundwork for a moderate rebound in deal activity through 2026.

The acquirer base is diverse, comprising three primary categories. Strategic buyers (regional and multinational corporations in target sectors) account for the largest share of transaction values. Financial buyers (private equity and institutional investors) have grown in prominence, particularly in the technology, insurance and consumer sectors. Management and founder-led buyouts represent a smaller but notable category.



KENYA



PARAS SHAH

BWMANS

Managing Partner, Kenya
E: paras.shah@bowmanslaw.com



RAINBOW FIELD

BWMANS

Head of M&A and Director
E: rainbow.field@bowmanslaw.com

Kenya continues to distinguish itself as one of sub-Saharan Africa's most diversified and resilient economies. A strategic geographic location, an increasingly skilled labour force, a sophisticated mobile and digital ecosystem, and a deepening financial-services base sustain its appeal as a destination for investment and deal-making. Despite a challenging global macroeconomic backdrop, Kenya's economy in 2025 maintained positive growth, supported by stabilising inflation, a recovering exchange rate and renewed investor confidence following the successful Eurobond refinancing and ongoing engagement with the IMF.

Agriculture remains a cornerstone of livelihoods and export earnings, while services – led by finance, ICT, logistics, education and healthcare – continue to drive GDP.

Nairobi retains its position as East Africa's innovation and financial hub. Fintech, health-tech, logistics technology and data-centre infrastructure are drawing sustained interest from both private equity and corporate investors. The continued buildout of digital infrastructure, coupled with Nairobi International Financial Centre (**NIFC**) incentives, is reinforcing Kenya's role as a gateway for regional capital flows.

Tourism has consolidated its post-pandemic recovery, buoyed by improved air connectivity and a sustained focus on eco- and cultural tourism.

Public-private partnerships in affordable housing, renewable energy and transport corridors continue to underpin infrastructure growth, while the government's Bottom-Up Economic Transformation Agenda (**BETA**) prioritises inclusive development through support for MSMEs, agriculture, digitalisation and healthcare.



KEY M&A TRENDS GOING INTO 2026

Kenya's M&A environment is dynamic and maturing, underpinned by a robust legal framework, strong professional-services capacity and increasing regional integration through the EAC, now expanded to include the DRC and AfCFTA.

Recent transaction activity has been broad-based, with notable deal flow in financial services, renewable energy, consumer goods, manufacturing, logistics and technology. Domestic consolidation continues apace; regional platforms are expanding into Kenya; Kenyan companies are expanding into the region; and inbound investors remain focused on scalable assets with regional reach. Alongside traditional capital from Europe, Asia and the United States, there is growing intra-African investment interest from South Africa, Nigeria, Tanzania and others. There is also a measured resurgence of activity in mining, aligning with global commodity and energy-transition trends.



MOZAMBIQUE



PAULA DUARTE ROCHA

MDR ADVOGADOS

International Consultant
E: gconhecimento@mlgts.pt



TIAGO AROUCA MENDES

MDR ADVOGADOS

International Consultant
E: tamendes@mdradvogados.com

Mozambique presents a complex but compelling investment landscape. The country continues to attract FDI, particularly for large-scale projects in the energy sector, with renewed momentum around LNG projects in the Rovuma Basin.

The government's approval of a second floating LNG platform operated by consortium leader ENI and the resumption of TotalEnergies' LNG project signal a strategic push to position Mozambique as a regional energy hub.

Recent reforms, such as the Investment Law and visa exemptions for 29 countries, aim to improve the business climate and attract broader investment.

For investors seeking this high-potential market and who are experienced at navigating the risks and legal ambiguity associated therewith, success depends on careful risk assessment, local engagement and strategic sectoral focus.

Mozambique is a country with many and diverse opportunities. Mineral resources make Mozambique a reference point for investment.

Notable recent deals besides those indicated above include:

- Qatari investment firm Al Mansour Holding signing a \$20 billion partnership agreement with Mozambique to support sectors the government is prioritising, including energy and agriculture;
- Government approval of 115 investment projects budgeted at about USD 5 billion; and
- Government approval of a resolution authorising EDM to acquire 70% of Mpanda Nkuwa Hydroelectric Plant, with a total investment estimated at USD 5.3 billion meticais at the current exchange rate.



KEY M&A TRENDS GOING INTO 2026

Recent M&A activity in Mozambique is increasingly shaped by ESG considerations, with ESG due diligence now a critical component of deal-making.

Investors and buyers are now scrutinising potential targets for their ESG credentials, assessing how well companies adhere to environmental standards, social responsibility and governance practices. In Mozambique, sectors such as energy, mining and infrastructure, where environmental impact and community relations are significant, are particularly affected. More recently, investors/ buyers aiming to negotiate favourable terms or implement mitigation measures have been conducting robust ESG due diligence to help them identify potential risk such as community opposition, regulatory non-compliance or environmental liabilities.



NAMIBIA



IRVIN TITUS

BWMANS

Senior Partner, Namibia
E: irvin.titus@bowmanslaw.com

Namibia presents a dynamic and diversified platform for sustainable, long-term growth, emerging as a compelling investment destination, underpinned by political stability, a pro-business regulatory environment, sound infrastructure and abundant natural resources.

Consistently top-ranked in Africa in recent greenfield FDI performance indices, Namibia offers investors a unique blend of opportunity and security. Key reforms, such as modernising dispute resolution frameworks and enhancing investor protections, have bolstered Namibia's appeal.

The government encourages partnerships with local firms and prioritises the employment of Namibians. Namibia's strategic location and upgraded transport infrastructure, including rail links from Walvis Bay, further enhance its role as a regional logistics hub.

In March 2025, Namibia welcomed its first female president, Netumbo Nandi-Ndaitwah, who has prioritised youth employment, education access and economic diversification.

Major foreign investments are concentrated in oil and gas exploration, particularly in the offshore Orange Basin, as well as in mining (diamonds, uranium, lithium), logistics and renewable energy. The mining sector – especially uranium – has seen robust growth, with uranium production surging due to favourable global demand. The country is also emerging as a leader in green hydrogen and solar energy, attracting investment from Europe and the Gulf States. Manufacturing and digital services are expanding, supported by government initiatives to boost ICT infrastructure and financial inclusion through fintech platforms.

Namibia offers an evolving M&A environment, underpinned by a strong legal framework, a growing professional services sector and increasing regional integration. Notable recent deals include Heineken's combination with Distell and related transactions affecting Namibia Breweries Limited; the agreed acquisition of Osino Resources, developer of the Twin Hills gold project, by Yintai Gold following a prior agreement with Dundee Precious Metals; a series of 2022-2025 Orange Basin upstream farm-ins and interest realignments among TotalEnergies, Shell, QatarEnergy and partners; and uranium sector activity including Paladin Energy's restart of the Langer Heinrich mine supported by financings and offtakes, alongside growing strategic investment in battery metals projects such as Andrade Mining's Uis operations.

Success in Namibian M&A requires early regulatory strategy, robust due diligence and proactive management of local ownership, employment and public interest considerations. Investors who engage with stakeholders and align deal structures with sectoral realities are well positioned to unlock value.



NIGERIA



FOLAKE ELIAS-ADEBOWALE

UDO UDOMA & BELO-OSAGIE

Partner

E: folake.adebowale@uubo.org



ETIDO DAVID

UDO UDOMA & BELO-OSAGIE

Senior Associate

E: etido.david@uubo.org

Nigeria remains at the forefront of Africa's M&A landscape, sustaining strong deal activity and reinforcing its role as one of the region's most active markets. Despite broader deal volumes softening across West Africa, Nigeria continues to anchor regional M&A, supported by fiscal reforms, regulatory liberalisation and sustained investor appetite for strategic opportunities across multiple regulated and non-regulated sectors. This positioning reflects not only Nigeria's scale but the increasing sophistication of its regulatory and transactional environment.

Nigeria's capital-importation profile highlights renewed investor engagement, albeit with measured caution. In Q1 2025, total capital inflows reached approximately USD 5.64 billion – a year-on-year increase of about 67% – with portfolio investment representing more than 90% of this amount and the banking sector attracting over half of all inflows. Although macro-economic headwinds, supply-chain disruptions and inflationary pressures continue to affect investor sentiment, National Bureau of Statistics data underscores underlying confidence in Nigeria's fundamentals. This resilience reflects the continued relevance of Nigeria's core sectors (such as banking, digital infrastructure and services) and the gradual early impact of structural reforms aimed at stabilising the business environment.

Nigeria's economic activity is increasingly shaped by non-oil sectors. Services continue to dominate national output, while agriculture, ICT, telecommunications, financial services, real estate, life sciences and entertainment remain strong contributors. Recent transactions across construction materials, energy, pharmaceuticals and creative industries – including Saint-Gobain's acquisition of Fosroc's global construction-chemicals business (with Nigerian elements), Seplat Energy's acquisition of ExxonMobil's offshore shallow-water assets, Universal Music Group's acquisition of Mavin Global, and Micro Labs' acquisition of Swiss Pharma Nigeria – illustrate both the breadth of commercial activity and Nigeria's embedded role within global value chains. They also illustrate the increasing sophistication of cross-border participation in Nigerian assets, spanning both traditional and emerging industries.

While FDI remains comparatively subdued relative to short-term portfolio flows, key real-economy sectors – including agriculture, ICT, digital infrastructure, clean energy and real estate – continue to demonstrate strong underlying potential.

The M&A landscape continues to show momentum, supported by ongoing macroeconomic reforms such as FX market liberalisation and interest-rate realignment. Nigeria's continued attractiveness is further reinforced by an evolving regulatory framework, a maturing professional-services ecosystem, and its strategic positioning within AfCFTA.



SOUTH AFRICA



EZRA DAVIDS

BWMANS

Chairman and Senior Partner
E: ezra.davids@bowmanslaw.com



THOLINHLANHLA GCABASHE

BWMANS

Head of Corporate M&A
E: tholinhlanhla.gcabashe@bowmanslaw.com



CATHY TRUTER

BWMANS

Head of Knowledge Management
E: cathy.truter@bowmanslaw.com

South Africa remains an attractive destination for foreign investment due to its sophisticated and diversified economy and strategic location on the African continent, supported by its membership in regional communities like the SADC and AfCFTA. Widely regarded as the gateway to Africa, the country offers deep and liquid capital markets, an independent judiciary, predictable commercial law, a highly skilled workforce, and a well-regulated financial sector.

The country, which is rich in natural resources, has an economy which is anchored by several dynamic sectors, including mining, financial services, telecommunications, energy, logistics, retail, manufacturing, agriculture, automotive, healthcare and e-commerce.

M&A in South Africa is both dynamic and resilient, establishing the country as a strategic hub for deal-making across the African continent in both public and private markets. The South African M&A landscape is marked by significant large-cap transactions, such as Canal+ Group's acquisition of MultiChoice Group and the demerger of Anglo American Platinum Limited (now Valterra Platinum Limited) from Anglo American PLC, which included a secondary listing on the London Stock Exchange - all deals on which Bowmans advised.

The Johannesburg Stock Exchange (**JSE**), Africa's largest stock exchange by market capitalisation and the 17th largest stock exchange in the world, provides a transparent and regulated environment for deal-making, governed by disclosure requirements and oversight from bodies such as the Financial Sector Conduct Authority and the Takeover Regulation Panel ensuring corporate governance and investor protection.

Success in South African M&A requires navigation of the complex regulatory framework encompassing competition law, exchange control requirements and public interest considerations tied to employment, industrial policy and broad-based black economic empowerment (**B-BBEE**), credible responses to public interest and localisation imperatives, rigorous due diligence, and careful risk allocation between signing and closing in the context of macroeconomic considerations. Acquirers and sellers who invest in strategic M&A planning and stakeholder consultation and who align deal structure with sectoral realities are best positioned to create and preserve value.



KEY M&A TRENDS GOING INTO 2026

South Africa continues to be one of the most active M&A markets in Africa for public and private M&A. Recent regulatory reforms and removal by South Africa from the Financial Action Task Force grey list, alongside progress in energy and infrastructure sectors, continue to strengthen investor confidence and overall market sentiment.



TANZANIA



MICHAEL STRAIN

BOWMANS

Managing Partner, Tanzania
E: michael.strain@bowmanslaw.com



JAMES PIUS

BOWMANS

Partner
E: james.piush@bowmanslaw.co.tz

Tanzania is currently navigating unrest post its last election in October 2025 which has muted the pre-existing optimism shown in the first half of 2025 where economic data pointed to a nation on a growth trajectory, introducing a period of caution among investors, a temporary decline in the Dar es Salaam Stock Exchange, and currency and inflation pressure. However, the country has a system of strong economic fundamentals and has historically maintained low inflation and manageable debt levels compared to regional peers, providing a strong foundation for recovery. Investors are closely watching the developments in this space, with the next few months being pivotal.

Tanzania continues to actively court FDI, with the government having targeted a record-breaking USD 15 billion in investments by 2026. The Tanzania Investment and Special Economic Zone Authority has reported that FDI inflows increased by 21.6% to USD 6.6 billion in the fiscal year ending 30 June 2025, up from USD 5.4 billion the previous year. This new target is more than twice the current estimate.

Manufacturing is central to the government's Industrialization Agenda, with growth in textiles, cement and food processing.

The mining sector remains robust, contributing over 10% to GDP in 2024, thanks to rich mineral resources. As part of the industrialisation agenda, which includes the country mineral beneficiation, minerals have been classified into two categories as follows: (i) strategic minerals such as gold, diamond, tanzanite and limestone, which are key for supporting the local economy; and (ii) critical minerals such as graphite, rare earth elements and nickel, which are crucial for energy transition.

Transport and logistics are being revolutionised through mega projects like the Standard Gauge Railway (**SGR**) and road upgrades, enhancing regional connectivity.

The financial services sector, especially mobile money platforms like M-Pesa and Airtel Money, has expanded financial inclusion.

Notably, Tanzania has emerged as a continental leader in ICT innovation in 2025, with five Tanzanian startups recognised among Africa's top 10 by the African Telecommunication Union. The African Development Bank approved a USD 10 million trade finance facility for Exim Bank to support Tanzanian SMEs and unlock up to USD 60 million in trade. Lastly, tourism continues to be a major revenue generator.

The country offers a dynamic and evolving M&A environment, underpinned by a supportive legal framework, growing professional services sector, and increasing regional integration. Notable deals for the past few years include:



ZAMBIA



BWALYA CHILUFYA-MUSONDA

BWMANS

Partner

E: bwalya.musonda@bowmanslaw.com



JOSHUA MWAMULIMA

BWMANS

Partner

E: joshua.mwamulima@bowmanslaw.com

Zambia offers a dynamic and evolving M&A environment, underpinned by political stability, rich natural resources, a strong legal framework, a growing professional services sector, and increasing regional integration. Zambia remains primed for substantial growth, driven by a series of economic reforms and an influx of foreign investment. Additionally, Zambia's commitment to regional integration within the Southern African Development Community (**SADC**) and COMESA is poised to support cross-border M&A opportunities across the region.

Zambia's economy is supported by priority sectors including mining, agriculture, tourism and manufacturing. These sectors are backed by key enablers such as energy, transport, and information and communication technology (**ICT**). Mining, particularly copper and cobalt, remains the backbone of the economy and the primary source of foreign exchange. Agriculture is also vital, providing employment for a significant portion of the population and producing staples like maize, cassava and soybeans. Tourism is steadily recovering and growing, thanks to targeted policies such as the visa waiver policy, which now includes 167 visa-exempt nations. These initiatives are yielding positive results by boosting tourism, attracting investment and enhancing global connectivity.

Energy, particularly hydropower, is crucial but susceptible to climate-related shocks. This has led to a rise in investments in solar and other renewable sources, as well as thermal energy. The construction and real estate sectors are expanding due to urbanisation and public-private partnership-driven developments along the major infrastructure corridors. ICT and manufacturing industries are emerging sectors, with the government actively promoting digital transformation and value-added production, respectively. However, challenges persist due to restrictive licensing and immigration processes.

Regarding Zambia's debt status, the IMF's Extended Credit Facility programme, originally scheduled to end in October 2025, has been extended until January 2026 to finalise reviews and plan for future engagement. The programme has been instrumental in stabilising macroeconomic conditions. In recognition of this significant milestone, Standard & Poor's (**S&P**) Global Ratings and Fitch Ratings have upgraded Zambia from Selective Default to CCC+ and B-, respectively. This has effectively removed the country from Restricted Default status.

Notable recent M&A transactions include Axian Energy's acquisition of a majority stake in the Bangweulu solar plant in Zambia; Globeleq's acquisition of a 51% majority stake in Zambia's Lunsemfwa Hydro Power Company from Norfund, a Norwegian development fund, through a share purchase agreement signed in June 2025; and Aim- and AltX-listed Shuka Minerals acquiring Leopard Exploration and Mining as well as the Kabwe Zinc Mine. Other deals include Hollard Life Zambia's completed acquisition of 100% of Absa Life Zambia. In October 2025, FNB Zambia, a part of the FirstRand Group, reached an agreement to acquire Standard Chartered Bank Zambia's retail and wealth banking portfolio.

