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MAKAMBO MAKABILA & CO.
A D V O C A T E S



F I R M P R O F I L E

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Brief Firm Overview

Makambo Makabila & Co. is a new breed of law firm comprising competent business-oriented lawyers capable of advising clients on wide range of legal subjects needed to support their business operations. The firm was born out of an observation: a constantly changing world, both for our clients and for the lawyers that we are, where the concern for efficiency and added value is becoming increasingly important. Toward this end, we organize our lawyers into working teams, to enhance competences and continuity in addressing legal issues that affect our clients' commercial operations.

Makambo Makabila & Co. offers seasoned and industry specific advice in the practice areas of Corporate & Commercial, Real Estate, Banking & Finance, Dispute Resolution, Employment, Immigration, Intellectual Property, Aviation, Tax among others.

Our Core Values



Integrity
& Trust



Innovation
& Skill



Dependability
& Efficiency



Team Work &
Professionalism

Fundamental Statements

OUR PURPOSE:

To offer high quality legal services with our clients at the centre stage.

OUR MISSION:

To stir confidence and trust, be your partner of choice through it all.

Our Practice Areas

We are well-equipped to deliver industry-specific advice in the following sectors, among others:

- Aviation
- Banking
- Chemicals and Plastics
- Construction & Building Materials
- Consumer Goods & Retail
- Energy & Utilities and Climate Change
- Media, Entertainment and sports
- Financial Services
- Food & Beverage
- Hotels, Resorts & Tourism
- Projects and Infrastructure
- Insurance
- Information Technology
- Manufacturing & Wholesale
- Mining & Metals
- Oil, Gas & Petrochemicals
- Pharmaceuticals & Healthcare
- Real Estate (including REITs)
- Telecommunications
- Transportation & Logistics

Our Practice Areas





Dispute Resolution

Our Dispute Resolution Team (DRT) provides strategic analysis of disputes and provides practical and customized advice on realistic assessments of the options available, projected outcomes and potential costs. We assist you to make informed decisions consistent with your commercial and operational objectives.

Our DRT provides tactical counsel on all forms of dispute resolution, from negotiation and mediation, to arbitration and litigation. To enhance our all rounded approach to briefs, the DRT leverages the specific expertise that the other firm's practice teams possess resulting in a well-researched, synchronized high-quality advice and services to clients. Our team offers a full range of litigation services in the following areas:

Commercial Litigation

Corporate disputes, including shareholders' actions and other inter-corporate and Intra-corporate disputes, partnership and joint venture controversies, international trade disputes, banking and finance disputes, distribution agreement disputes, insurance and reinsurance actions, restraint of trade, intellectual property actions, construction disputes, etc.

Criminal Litigation

Specialized litigations, administrative, tax and customs litigation, corporate compliance, corporate rehabilitation and insolvency, etc.

Civil Litigation

Land disputes, recoveries and debt collection, airline litigation, work injuries compensation, matrimonial causes, professional negligence, contract and property disputes, enforcement of foreign judgments, tort claims, employment disputes, retirement and pension related claims, intellectual property claims, etc.

Alternative Dispute Resolution

International and domestic commercial arbitration, construction arbitration, etc.



Corporate & Commercial

Our Corporate & Commercial Team (CCT) provides a comprehensive range of corporate and commercial services to domestic and foreign clients planning to invest, or do business, in Kenya.

These services cover all aspects of the client's business and all transactions undertaken by the client within the framework of Kenya regulatory regime. We advise and assist clients to establish their operations in Kenya. This involves obtaining all regulatory registrations, licenses and approvals and meeting all legal requirements for their operations. Our team possess the relevant experience in dealing and advising on the intricacies and complexities of issues relevant to local and foreign investors interested in doing business in Kenya.

Our services include work relating to:

- Advising on the legal framework for the proposed business activity, as well as on the preferred business vehicle or structure for the investment, including the establishment of branches of foreign companies, local subsidiaries and other types of business vehicles;
- Advising on and obtaining regulatory registrations for corporate entities seeking to benefit from government incentives under Kenyan law;
- Advising on and obtaining government approvals, permits, licenses and registrations for the client's operations;
- Preparing, negotiating and reviewing contracts for various corporate and commercial transactions that may arise from the client's business; and
- Advising on the Kenya regulatory regime for various corporate and commercial transactions that may have implications on the client's business.



Real Estate, Banking & Finance

Kenya has entered an era of blooming projects and infrastructure with both new and old players ranging from borrowers, lenders, investors, developers to individuals diversifying the market in real estate, banking and finance. Makambo Makabila & Co. Advocates has put a team that addresses the specific needs of its clients from ground breaking preliminaries, implementation of projects, perfection of securities to completion.

Our services include but are not limited to:

- Sub-division of land
- Change of user
- Transfer of land
- Lease
- Caveats, easements and licences
- Charges and discharge of charges
- Conveyances
- Powers of attorney
- Legal due diligence
- Trusts relating to land and wills
- All consents relating to land
- Structured and project finance
- Trade finance
- Syndicated loans
- Islamic finance



Employment

Our Employment Team (ET) provide what clients seek: rigorous guidance on responsible employment practices. ET helps employers arrive at sound and mutually beneficial employment policies, leveraging the deep knowledge of the dynamics of Kenyan and international labour laws and practices. Close collaboration with the firm's Dispute Resolution Team enables us to identify and map out the most current jurisprudential trends emanating from the Employment and Labour Relations Court of Kenya and advise clients on the developments of the law through interpretation by courts of law.

Our services include work relating to:

- General employment law advice;
- Preparation of employment contracts and human resource policies and manuals;
- Advising on employee benefits;
- Reviewing and negotiating collective bargaining agreements;
- Discrimination and sexual harassment law advice;
- Setting up Employee Share Option Plans/Schemes;
- Employment litigation e.g. dismissals, redundancies, trade disputes
- Immigration-related matters



Intellectual Property & Technology

Our innovative approaches encompass all aspects of intellectual property and brand protection. Our Intellectual Property Team (IPT) offer clients an integrated approach to protecting their intellectual assets in Kenya and across Africa. Combining insightful advice and innovative tools, we help clients in obtaining, defending, enforcing, and exploiting intellectual property rights, including trademarks, industrial designs, copyrights and patents.

We offer seamless service on a range of matters, from advising on registrability, conducting trademark searches, registration and maintenance, to commercialization, protection and enforcement. We also appreciate that effective protection of groundbreaking technologies and successful litigation of patent disputes are critical aspects of today's increasingly competitive business environment. Equipped with in-depth knowledge of local IP laws and commercial practices drawn from on-the-ground experience in the market, we deliver specialist advice in specific areas of intellectual property law such as licensing and franchising, technology transfer, IP prosecution, IP litigation and enforcement actions

In a constantly changing competitive market, the IPT provide cutting-edge advice on:

- General IP advisory;
- Trade mark registration/portfolio management;
- Official and unofficial Registry searches;
- Trade mark/trade dress litigation/opposition/expungement;
- Anti-piracy/anti-counterfeiting;
- Patent filing and registration;
- Patent litigation/prosecution; and
- IP audit and due diligence



Tax

Our Tax Practice Team (TPT) offer advice to help clients minimize risks and maximize tax incentives. We help clients entering the Kenyan market design and implement tax structures that are practical and tailored to their local operations. We help address regulatory issues to protect your business from unforeseen exposure.

We represent clients before pertinent government agencies, local government units and the courts in assessment and refund cases involving national taxes, local taxes and customs duties.

We execute proven strategies to help clients resolve tax and customs controversies.

TPT advise clients on:

- Tax structuring for mergers and acquisitions;
- Corporate reorganizations;
- Assist with taxation of employees
- Income and withholding taxes
- Tax treaty issues
- Tax and customs audits
- International trade and customs issues
- Value-added tax
- Local business tax and real
- Property tax issues



Immigration

We offer comprehensive support for immigration related matters. We work closely with the Department of Immigration Services, Kenya Investment Authority and other government agencies to advise you on immigration procedures and help you meet immigration requirements. With wide experience in assisting clients with immigration matters, we help obtain short and long-term work authorizations for expatriate personnel in Kenya. We also assist non-Kenyan nationals to obtain Kenyan citizenship and permanent residence status.

Our services also extend to obtaining business visas for clients who attend short duration meetings in Kenya. Our approach is to offer a client-driven and calculated services which consider clients' unique requirements and expectations.

Our top-quality immigration advice covers:

- Applying for work permits and special passes on behalf of clients
- Obtaining visa extensions
- Naturalization
- Dual citizenship
- Deportation proceedings

The Team & Infrastructure



Makambo Makabila & Company comprises of a vibrant youthful team of six (6) extra support staff of two administrative staff in tax and HR management, a legal secretary who manages our day to day schedule and operations, two legal clerks handling our matters in the government offices, Court and other required fields and our efficient office clerk handling our daily correspondences, in-house filing and library. This team efficiently works round the clock to assist the legal team full concentrate on the Firm's Clients' briefs and projects without fear of running out of human resources and time. We deliver as TEAM!



Gregory Makambo

*Partner in Charge of
Dispute Resolution Team
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Gregory is a brilliant fresh mind in the commercial and civil litigation department. His charm and wit are intriguing as he simplifies the law in precision to benefit the client's needs. In a highly dynamic and competitive legal practice, Gregory serves clients on a wide range of commercial and business transactions.

He is also an excellent trial advocate and has represented clients with success in commercial and civil disputes, intellectual property law, employment and labour disputes, environment, land related and procurement disputes in Superior Courts and Tribunals in Kenya.

Gregory has experience in representing both local and international companies, corporations and institutions working in various fields such as telecommunications, banking & financial sector, manufacturing, insurance, new technologies, industry and infrastructure among others.

Professional Qualifications

2015: Postgraduate Diploma in Law, Kenya School of Law
2013: Bachelors of Law (LLB), Kenyatta University

Areas of Practice

- Dispute Resolution
- Corporate & Commercial law
- Intellectual property
- Employment and labour law
- Aviation Law

Prior Work Experience

- 2016- 2019: Associate, Ojiambo & Company Advocates
- 2015-2016: Pupil, Ojiambo & Company Advocates

Memberships

Member of the Law Society of Kenya



Diana Kimiti

*Associate
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Diana is a member of the Corporate, Compliance & Commercial Department which provides a comprehensive range of corporate and commercial services to domestic and foreign clients planning to invest or do business, in Kenya. She has clients ensuring transactional compliance within the regulatory framework in Kenya. This involves services such as regulatory registrations, licenses, and approval, negotiating and reviewing contracts for various corporate and commercial transactions that may arise from the client's business.

She is also a key team member of our immigration Department where she works closely with the Department of Immigration Services, Kenya Investment Authority, and other government agencies to advise on immigration procedures and requirements. With wide experience in assisting clients with immigration matters

such as obtaining short and long-term work authorizations for foreigners. She is also a resource in assisting and rendering advice to non-Kenyan nationals on surprises as such citizenship, permanent residence, visas, and special permits/passes.

Qualifications:

- Bachelor of Laws (LLB), Moi University
- Post Graduate Diploma, Kenya School of Law
- Certified Professional Mediator (MTI)

Prior Work Experience

- 2023: Pupil, Makambo Makabila & Co' Advocates
- 2020 – 2021, Legal Assistant – JA Makau & Co' Advocates



Valarie Akinyi

*Associate
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Valarie is an Advocate of the High Court of Kenya with a practice focused on dispute resolution, banking and financial transactions, commercial advisory, debt recovery and insurance-related matters. She has developed a robust practice in both contentious and non-contentious matters, with particular emphasis on financial services litigation, security documentation and risk-focused legal strategy.

Her practice is grounded in delivering practical, business-aligned legal solutions. Valarie routinely advises clients on dispute resolution, contractual rights and obligations, regulatory compliance considerations, credit-related transactions and insurance-related disputes. She is recognized for her structured, analytical approach to legal problem-solving, consistently aligning legal strategy with the client's commercial realities and desired outcomes.

Valarie has been involved in matters before the High Court, subordinate courts and specialized tribunals, supporting a diverse spectrum of clients through complex procedural and substantive legal challenges. She

approaches each engagement with precision, responsiveness and a clear understanding of the strategic and commercial dimensions of legal disputes. She is particularly adept at appreciating client priorities, navigating legal risk and developing solutions that balance legal soundness with practical business considerations.

Practice Areas

- Litigation & Dispute Resolution
- Legal Advisory & Compliance
- Banking & Financial Transactions
- Commercial & Contractual Advisory

Professional Qualifications

2024 – Postgraduate Diploma in Law, Kenya School of Law
2021 – Bachelor of Laws (LLB), Kenyatta University.

Membership

- Member, Law Society of Kenya



Thomas Olang'o

*Associate
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Thomas has a Bachelor of Law degree (LL. B) from Moi University in 2023. He has successfully undergone the Advocates Training Program (ATP), and he is awaiting admission to the bar. Thomas Olang'o has a strong focus and interest in Sports Law & Science, Constitutional Law, Human Rights Law, Policy and International Humanitarian Law (IHL), Data Protection Law, Artificial Intelligence (AI) and Policy.

His excellent analytical, research, and communication skills from academic and practical experiences strongly aligns with the firm's vision of competent and efficient client representation. He is also an ardent legal writer and commentator.

Key Competencies

- Certified Data Analytics in Sports Law and Management Specialization from the State University of New York.
- Certificate in Ethical use of Artificial Intelligence (AI).
- Certificate in Human and People's Rights in the Age of AI and Emerging Technologies in Africa.
- Certificate in Africa Data Protection, Compliance & Data Security from Lawyer's Hub.
- Data Protection & Privacy Course with the Centre for Intellectual Property and Information Technology (CIPIT).



Justice Thurania Gatuyu

Of Counsel, Tax Practice Team
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Justice, a consultant at the firm, holds a Masters Degree in Tax and Customs. He is a highly competent and regarded lawyer with notable experience in tax law, projects and infrastructure, data protection, corporate and commercial law.

He is also an experienced legal drafter and currently working at the Kenya Law Reform Commission. In recognition of his drafting skills, he was appointed as a member to the Taskforce on Privacy and Data Protection that drafted the Data Protection Act, 2019. Currently, he is a member of the Taskforce on Data Protection (General) Regulations that is tasked with drafting the data protection regulations.

Beside his legal work, Justice is a gifted author who regularly publishes articles in the local dailies and legal journals.

Professional Qualifications

2019: Masters in Tax and Customs, Kenya School of Revenue Administration (KESRA)
2019: Certified Secretary (CS), CS (K)
2017: CPA (K)
2015: Postgraduate Diploma in Law, Kenya School of Law
2013: Bachelors of Law (LLB), Kenyatta University

Areas of Practice

- Tax Law
- Legal drafting
- Corporate Law
- Capital Markets
- International Law & Public Policy
- Policy Analysis

Work Experience

2020- Present: Senior Legal Counsel, Kenya Law Reform Commission
2019- Present: Legal Advisor, Huduma Namba Project (Ministry of Interior)
2018- 2020: Legal Counsel, Kenya Law Reform Commission
2017- 2018: Tax Senior, RSM Eastern Africa
2015- 2016: Corporate Lawyer, Anjarwalla & Khanna | ALN
2015: Pupil, Anjarwalla & Khanna | ALN

Memberships

Member of the Law Society of Kenya

Administrative Staff



Gloria Odana

Legal Secretary

As a Legal Secretary at Makambo Makabila & Co. Advocates, Gloria plays a vital role in supporting the firm's legal and administrative operations. She brings several years of professional experience in legal administration and has undertaken Paralegal Law training at the Kenya School of Law, strengthening her practical understanding of legal procedures and court processes.

She is responsible for managing legal documentation, filing court pleadings, maintaining client files, and ensuring compliance with court procedures and deadlines. Her paralegal training enhances her ability to support advocates effectively in case preparation and legal research.

Gloria coordinates correspondence between the firm, clients, courts and other stakeholders, ensuring clear and timely communication. She assists in scheduling meetings, and court appearances, while handling confidential information with the highest level of professionalism and integrity.

With strong organizational skills and keen attention to detail, she ensures the smooth day-to-day functioning of the firm, enabling advocates to focus on delivering quality legal services to clients.



Daisy Achayo

Clerk

Daisy serves as a Clerk at the Makambo Makabila & Co. Advocates, providing essential administrative and operational support to ensure the smooth running of daily activities. Her responsibilities include filing and organizing legal documents, assisting with court filings, managing correspondence, and supporting advocates with routine office tasks.



Priscilla Mburu

Client Relationship Officer

Priscilla serves the firm as the Client Relationship Officer (CRO) and heads the Client Relations Department. She holds a Diploma in Communications from the Technical University of Kenya and has vast experience in Public Relations and Communication.

Priscilla is a dedicated professional who serves as the link between the firm, its clients, and service providers. With a focus on understanding each client's unique needs, she ensures that every interaction with the firm is seamless, transparent, and results-oriented. She facilitates clear and effective communication between our legal teams and the people they serve. She is known for her proactive approach to problem-solving and her commitment to maintaining the highest standards of confidentiality and trust. Whether assisting with new client onboarding or conducting regular feedback reviews, Priscilla's mission is to ensure that our clients feel heard, supported, and confident in our representation.



Our Infrastructure

The firm boasts having state of the art technology used by a tech savvy team. With the current trends in the global market and business, our Clients need not worry about Privacy of their information and data as we have ensured all means to protect this data through our advanced storage data services and machinery. Our international clients are also able to reach us both virtually thanks to our embracing new current global trends.



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