



PROFILE

Kaylea Sher-Fisher

Director Designate

Baker McKenzie

Deals, Discipline and Determination

In the fast-paced world of mergers and acquisitions, meticulous preparation and exceptional expertise are non-negotiable. Kaylea Sher-Fisher, Director Designate for Mergers and Acquisitions at Baker McKenzie in Johannesburg, consistently demonstrates both. With an impressive portfolio of transactions across industries such as telecommunications, pharmaceuticals, manufacturing and renewable energy, Kaylea has made her mark by skilfully facilitating complex cross-border deals and private equity investments throughout sub-Saharan Africa.

A deliberate and dynamic journey

Kaylea's journey into corporate law was both deliberate and dynamic. After completing her Bachelor of Arts in Politics, Philosophy and Economics at North-West University (followed by an Honours degree in Political Science), she pursued her LLB at the University of the Witwatersrand. Further elevating her academic credentials, Kaylea obtained an LLM in International Finance and Commercial Law from King's College London in 2023. This comprehensive educational background provided her with the solid foundation needed to handle the intricate nature of international transactions.

A track record of success

Kaylea's transactional track record speaks volumes. Notably, she advised on two significant transactions in the telecommunications sector; first, guiding black-owned private equity fund, Infinite Partners on its investment in a fibre infrastructure owner and a group of fibre network operators in South Africa, and then counselling Smile Telecoms on its US\$27 million sale of shares in Smile Communications Tanzania to publicly listed Vodacom Tanzania.

Further showcasing her versatility, Kaylea represented Royal Bafokeng Holdings in its investment into the consortium that acquired Telkom's masts and towers business, Swiftnet SOC Limited. This deal was shortlisted for the Catalyst Private Equity Deal of the Year Award by DealMakers in 2024. In another landmark transaction, Kaylea advised Marubeni Corporation, a leading Japanese conglomerate, through its strategic investment in Phillips Pharma Group, cementing her expertise in the management of cross-border transactions in the pharmaceutical and healthcare space across multiple African jurisdictions.

Another high-profile deal Kaylea was involved in was Varun Beverages Limited's R2,9 billion acquisition of Bevco Group. This transaction, notable for its potential to reshape the beverage market in South Africa, was shortlisted for the prestigious Catalyst Private Equity Deal of the Year by DealMakers in 2023.

Teamwork and mentorship

Kaylea places significant emphasis on teamwork and collaboration, understanding that successful transactions rely heavily on cohesive team dynamics. Her inclusive and transparent approach encourages open dialogue and knowledge sharing among colleagues, creating a supportive environment where each member feels valued and motivated to contribute their best efforts towards meeting and exceeding client expectations. Her passion for nurturing the next generation of lawyers

is evident in her dedication to education and mentorship. She is enthusiastic about working closely with aspiring legal professionals, offering them support and invaluable guidance.

Balancing work and life

Behind the achievements and deal closures lies an extraordinary daily routine marked by discipline, organisation, and a delicate balance between professional rigor and personal warmth. She attributes her professional efficiency largely to meticulous planning, starting each week with a comprehensive "to-do" list that includes billable hours, business development tasks and internal meetings. This disciplined approach allows her to handle client expectations seamlessly while managing a demanding schedule filled with meetings, document reviews, and drafting detailed agreements and due diligence reports.

Each day starts with a 6:00 am "wake-up call" from her two-year-old son. Early morning bonding over cartoons and coffee (well, a chocolate vitamin drink for him) doubles as Kaylea's strategic time to discreetly check emails and plan the day. By 7:00 am, she is usually involved in an intense workout session, to set a positive tone for the busy hours ahead.

Lunch, around 12:30, is often scrambled eggs, spinach, smoked salmon and health toast – her trusted choice to fuel the afternoon surge. By 17:30, Kaylea prioritises family time, balancing her demanding role at Baker McKenzie with her commitment to her family. Her evenings revolve around the dinner table, and then story time with her son – often diving deep into Julia Donaldson's enchanting worlds – before shifting back into lawyer mode around 20:00.

Evenings at home often see Kaylea open her laptop to re-engage with client deliverables, ensuring that no detail is overlooked. The sheer volume of high-value, intricate transactions she manages requires focus and impeccable organisational skills. Her work ethic is captured perfectly by her personal motto: "Just start it and get it done," coupled reassuringly with "there's always tomorrow."

Kaylea draws inspiration from Robert Collier's philosophy: "Success is the sum of small efforts repeated day in and day out." It is clear that for Kaylea, excellence is not an event but a habit, practiced daily with consistency, expertise and warmth.

In the ever-evolving landscape of corporate M&A and private equity, Kaylea continues to stand out, not just for her impressive list of high-stakes transactions, but also for her human approach, bringing a refreshing authenticity to a highly demanding profession.

Kaylea Sher-Fisher is a Director Designate in Baker McKenzie's Corporate M&A Practice Group in Johannesburg. She specialises in mergers and acquisitions, as well as private equity transactions, with extensive experience in sectors such as manufacturing, telecommunications and pharmaceuticals. Kaylea advises multinational and listed companies on both local and cross-border transactions in sub-Saharan Africa. Her notable work includes advising on the establishment of renewable energy funds, significant acquisitions in the telecommunications sector, and high-value private equity deals. Kaylea holds an LLM in International Finance and Commercial Law from King's College London.



**Baker
McKenzie.**