KA SANU / INTERNATIONAL TRADE GUIDE

Do business in Africa with verified partners, clear obligations and controlled payments.

A practical route from first contact to a defensible transaction: know who you are dealing with, identify the right rules, protect the money and keep the evidence.

01 / HOW TO BEGIN

How to begin

The same due-diligence method is used across Africa; the applicable laws, thresholds, licences and authority checks are country- and transaction-specific.

01

Define the transaction

Describe the buyer, seller, commodity or service, origin, destination, expected amount, delivery route and parties who receive money. Name the contract owner and decision-maker.

Write down what success looks like: verified title, lawful export, correctly measured goods, payment to the agreed beneficiary and recoverable documents.

02

Verify the people and company

Obtain business-registration evidence and independently verify it in the relevant registry. Check authority of signatories and map natural-person beneficial owners, control and any politically exposed person (PEP) links.

Screen counterparties, owners, banks and logistics partners against relevant sanctions rules; document source, date, match disposition and reviewer.

03

Confirm country and sector permission

Identify the actual country, sector and licences, including mining, commodity export, customs, environment, land, labour, local content, tax and foreign-exchange requirements.

OHADA rules apply only in its member states; UMOA/BCEAO requirements apply according to the entity and activity. Gold trading in Ghana is governed by a dedicated GoldBod regime: never reuse a Mali licence checklist there.

04

Protect the contract and delivery

Specify quantity, quality, independent inspection, delivery location, Incoterms® 2020 rule, transfer of risk and title, price adjustments, disputes and termination.

Check the same facts across contract, invoice, purchase order, shipping papers, assay/inspection, customs entry and beneficiary bank details. Preserve revisions and approval evidence.

05

Control payments and records

Verify bank account ownership independently, use contractual milestones, require dual approval for bank-detail changes, and reconcile deposits, invoices, deliveries and final settlement.

Do not pay undocumented intermediaries or facilitation fees. Apply the applicable anti-bribery and sanctions rules of the origin, destination and financing routes.

06

Approve or escalate

Record a decision: proceed, proceed with conditions, pause for missing evidence or reject. Give each exception an owner, required evidence and review date.

Keep a secure, client-owned evidence pack with a source register, timestamps, decision rationale, sign-off and exportable records.

02 / KA SANU CLEAR

Fixed-scope service packs

Prices are in USD for the precisely stated scope. Additional legal opinions, state fees, site visits, translation, laboratory tests, independent audit opinions and travel require prior written quotation. Work begins after the agreed inputs are received.

FIRST CHECK

FIRST CHECK

Know who you are about to deal with.

USD 950

2 days · 1 entity · 5 documents · 1 jurisdiction

Identity and authority snapshot; documented red flags; evidence needed before proceeding; next-step decision.

Independent registry and authorised-signatory check; concise screening and document consistency scan.

Each of five documents gets a status and source, plus a signed recommendation.

BUSINESS PASSPORT

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Build an auditable counterparty file.

USD 2,450

5 days · 1 company · up to 3 beneficial owners · 12 documents

Counterparty and ownership map; verification register; applicable checks; unresolved items and action owners.

Map beneficial owners; compare official registry, source documents and screening results.

Each included owner and document gets a status, reviewer and evidence reference.

DEAL SHIELD

DEAL SHIELD

Control one commodity transaction before the funds move.

USD 5,900

7 days · 1 transaction · 2 counterparties · up to 25 documents

Contract–invoice–shipping consistency matrix; settlement safeguards; deal exception log; decision dossier.

Cross-check contract, invoice, payment beneficiary, shipment and inspection evidence.

Each reviewed document is linked to the transaction register; exceptions and payment controls are recorded.

MARKET ENTRY

MARKET ENTRY CONTROL

Enter one country with the right legal and operating gates.

USD 8,900

12 days · 1 country · 1 sector route · up to 3 counterparties

Country/sector licensing matrix; local-partner checks; payment and customs route; rights and obligations map; launch gates.

Map licensing authorities and customs/payment route, verify partner mandates and control gates.

Each material licensing gate has a responsible authority, supporting source and action owner.

CONTROL DESK

CONTROL DESK

Keep an evidence-backed compliance and reconciliation queue moving.

USD 5,200/mo

30 days · 10 standard cases monthly · minimum 3 months

Monthly managed queue; reviewed records; exception owners; evidence exports; operational dashboard; month-end report.

Operate a supervised monthly case queue with an exception register and senior review.

All ten monthly cases have a recorded status, review and exportable register.

SOVEREIGN LEVERAGE

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Improve strategic contracting, value retention and negotiating options.

USD 24,000

20 days · 1 strategic value chain · up to 4 contracts · 1 institution

Rights/exposure map; revenue-retention options; supplier dependency register; negotiation choices; 90-day control plan.

Trace contractual rights, costs, revenue paths, dependencies and negotiation alternatives.

Each proposed negotiating action is linked to contract evidence, owner and 90-day milestone.

For FIRST CHECK and BUSINESS PASSPORT: 50% on order, 50% on accepted delivery. For DEAL SHIELD, MARKET ENTRY CONTROL and SOVEREIGN LEVERAGE: 30% at mobilisation, 40% at reviewed interim delivery, 30% on acceptance. CONTROL DESK is invoiced monthly in advance. Applicable taxes and pre-approved external costs are separately identified.

03 / STANDARD

Minimum engagement standard

- Scope and price confirmed in writing before access to confidential records.
- Named reviewer and senior quality review for relevant AML/KYC work; identity and annual competence evidence available on an agreed basis.
- Secure exchange channel after initial scoping; data minimisation and purpose-specific retention.
- Every agreed record is labelled verified, exception, not evidenced or not applicable, with source and date.
- Client owns a portable evidence register, decision file and action list.
- Agreed acceptance criteria apply; failed deliverables are corrected without extra professional fees.
- No claim that a review substitutes for a licence, regulator approval, bank onboarding or a formal statutory audit.
- Local suppliers and communities must receive clear terms, authorised counterparties, documented payment rights and the land or benefit-sharing protections required by the project and local law.

04 / EVIDENCE

Documents to request

- Company registration and authorised signatory
- Ownership/control chart, identifiers and company address
- Material licences/permits for country, commodity and activity
- Contract, purchase order, invoice and bank-beneficiary confirmation
- Shipment/warehouse/inspection/assay records where relevant
- Origin, customs and duties evidence where required
- Conflict-of-interest, beneficial-interest and agent-fee disclosures
- Records of sanctions, PEP and adverse-information checks

05 / JURISDICTIONS

Country and sector rules

African jurisdictions have different company registries, licensing systems, taxes, foreign-exchange rules and sector restrictions. Validate the specific country and commodity before drafting or funding a deal.

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06 / EXAMPLE

Worked transaction example

Illustrative $250,000 commodity purchase: one invoice has different bank details from the signed contract, and a shipping certificate cannot be linked to its issuer. The buyer pauses the $75,000 advance, requests independent confirmation and corrects the evidence trail. The controlled amount is $75,000; it is not a claimed saving or recovery.

Ka Sanu · Mali / Senegal · Trading and services across Africa · 2026-11-01

07 / REFERENCES

Official sources

FATF — Recommendations, June 2026

OHADA — Official general overview

BCEAO — AML/CFT regulations and instructions

ICC — Incoterms® rules

WCO — AfCFTA Rules of Origin guide

EU — Sanctions resources

US Treasury — OFAC sanctions search

Ghana GoldBod — Licensing

China MOFCOM — Overseas integrity compliance guidance

UK — Anti-bribery and corruption guidance