

Aniza Osman

Operating from Malaysia's southernmost state, Aniza handles even the most complex matters with patience, intelligence, and grace.

With extensive experience in general corporate and commercial law, Aniza offers comprehensive legal advice to multinational corporations on joint ventures, special projects, land development, mergers and acquisitions (M&A), and corporate real estate.

A highly resourceful and knowledgeable professional, Aniza demonstrates a deep understanding of land development for special projects, turnkey design-and-build contracts, and facilities maintenance and management. Her involvement in several high-profile projects in Iskandar Puteri and Iskandar Malaysia underscores her proficiency and commitment to delivering excellence.



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Qualifications

- LLB (Hons), Leeds Beckett University, England
- Called to the Bar of England and Wales (Lincoln's Inn)
- Advocate & Solicitor of the High Court of Malaya

Practice Areas

- Corporate & Commercial
- Corporate Advisory
- Special Projects
- Land Development
- Facilities Maintenance and Management
- Mergers & Acquisitions
- Corporate Real Estate

Notable Transactions & Experience

- **Legal Advisory on Key Projects**

Provided comprehensive legal advisory on the structure, mechanism, and compliance with legal and regulatory requirements for a number of key projects in Iskandar Malaysia, State of Johor. This includes the pivotal Johor State Administrative Centre project, Kota Iskandar in Iskandar Puteri, as well as the management of underground utility corridor infrastructure throughout Johor.

- **Land Development Transactions**

Acted for various private and public companies, as well as government-linked entities, on land development projects in Johor. This encompassed joint development agreements, turnkey design-and-build contracts, and planning permission issues.

- **Public-Private Partnerships (PPP)**

Advised on notable PPP projects in Johor, involving the structuring and negotiating of PPP agreements in various forms, facilitating successful collaborations between public entities and private sector companies, and driving significant infrastructure and development initiatives in the region. Ensured compliance with complex regulatory landscapes and aligned the interests of diverse stakeholders to achieve mutually beneficial outcomes.

- **Facility Maintenance and Estate Management**

Skilled in advising on legal documents for facility maintenance and estate management, including the integration of key performance indicators (KPIs) and service level agreements (SLAs) to ensure high standards of performance and accountability. This ensures that service providers meet predefined criteria and performance metrics, enhancing the operational efficiency and value of managed estates.

- **Data Centre Development**

Advised on and negotiated numerous legal aspects pertaining to the development of data centres, ensuring compliance with industry standards and regulatory requirements.

- **Corporate Acquisitions**

Drafted and negotiated contracts for the acquisition of paid-up capital across multiple industries. This included crafting confidentiality and exclusivity agreements, letters of intent, and managing data rooms. Conducted thorough due diligence exercises, including interviews with key personnel, preparation of detailed due diligence reports with key findings and recommendations, legal risk assessments, filing necessary applications with authorities, and providing post-merger management integration advice.

- **Specialised Industrial**

Drafted various agreements, including licensing, technology transfer, production sharing, supply and procurement, global distribution, and marketing & promotion agreements related to specialised industrial products.

- **Corporate Real Estate Transactions**

Possesses extensive knowledge and experience in advising on corporate real estate transactions within Johor, offering strategic guidance on acquisitions, dispositions, and the optimisation of real estate portfolios.