

# Zaid Ibrahim & Co

in association with KPMG Law

# FIRM PROFILE

Overview of Zaid Ibrahim & Co (in association with KPMG Law)

[www.ziclegal.com](http://www.ziclegal.com)





# About Zaid Ibrahim & Co (In association with KPMG Law)

Zaid Ibrahim & Co (in association with KPMG Law) is a leading law firm and one of the largest in Malaysia. Since its establishment in 1987, it has earned a reputation for its commitment to providing high quality services to its clients and its ability to devise innovative and workable solutions to satisfy client needs.

The firm's reputation is widely recognized and acknowledged by consistent top rankings in established regional and international legal publications and numerous awards received over the years. Zaid Ibrahim & Co (in association with KPMG Law)'s track record features engagements by local and multinational banks and corporations in complex corporate transactions, debt and equity fund raising exercises, major infrastructure and projects work as well as law reform initiatives with regulators. The firm also has practices focused on assisting clients in the implementation of their Environmental, Social and Governance (ESG) initiatives.

Now, as part of the KPMG Global Legal Services, Zaid Ibrahim & Co will have access to around 3,700 professionals in 85 jurisdictions, offering legal services and solutions, a globally connected legal services platform, and specialists who can work with leading technology providers to modernize legal functions across organizations. KPMG Law and Global Legal Services have one of the most extensive legal footprints in Asia Pacific.

## KEY FACTS



Establish in  
**1987**



**4**  
Offices



**48**  
Partners



**68**  
Associates

# Why Us

We help companies thrive at home and abroad. Deep local roots and three decades of experience since 1987 allow us to provide effective and commercially driven solutions to our clients, and more crucially, develop long-term, mutually beneficial relationships. Because we fully understand our clients' business needs, we serve as their trusted business advisors and help them navigate complex legal and regulatory environments, right where they operate.

Not only do we understand the local nuances, we are among the privileged few to be consulted by the Malaysian Government and the Asian Development Bank on law reform. Today, more than ever, Southeast Asia brims with growth opportunities and our markets have piqued global business interests. We make it our business to keep a finger on the pulse of new developments in the region. We have guided our clients through downturns and upswings and helped them rebound. By helping them, we ourselves have grown in the process to become a multiyear award-winning firm.



## Offices in Malaysia





# Our Services

## Banking and Finance

Our strength lies in crafting unique and innovative financing structures, taking into account local conditions and sensitivities. We assist local and foreign banks and financial institutions, borrowers and other clients, including insurance companies, hedge funds and corporates, on all aspects of structuring, and negotiating, and documentation of every kind of banking and finance transactions. With the broad expertise of our financing lawyers, we are adept at handling highly complex transactions in today's evolving financial environment, including those that cross borders and legal regimes.

## Communications, Media and Technology

With the development and growth in the communications, media and technology, sectors, the firm has correspondingly built a practice focused on these industries, particularly in the areas of information technology, outsourcing, e-commerce, communications, media and entertainment, to help our clients to succeed in this environment, not just by understanding the factors that drive change but by implementing practical solutions that enhance productivity, competitiveness and value. We have advised domestic and international clients in this sector, as well as clients in various other industries, including financial institutions, in their procurement of IT solutions and outsourcing. In addition to this, we advise the Government and regulators on regulatory policy in the digital economy.

## Competition Law

Our team is well-versed with laws on conduct which lessens competition, collusive agreements, bundling arrangements and rules affecting licensees in a dominant position. We work with clients to navigate the best route through the restrictions of competition and fair-trade practice legislation, so that clients' business will continue to thrive and flourish in the local market. We have also advised and assisted local governments across the region in their public consultations of the draft legislation and have insights to the regulatory concerns and impetus for the legislation.

Our excellent relationships with the local competition regulators also allow us to keep a finger in the pulse of regulatory developments.

## Compliance and Governance

We offer a combination of legal expertise and practical business insights to help you navigate through the web of compliance laws and procedures. From risk identification to risk mitigation, we work with you to craft solutions that will minimise compliance risks, while optimising business performance. Our services integrate a holistic approach that covers the whole cycle of compliance risk management. In particular, we have subject-matter experts specialising in areas such as financial services, competition, data protection and employment that can assist with your compliance efforts.

## Corporate Finance and Securities

Our specialised team provide experienced counsel on complex structures and issues pertaining to equity capital market transactions, related securities and company laws, licensing regimes and the regulatory requirements of the Securities Commission, Bursa Malaysia Securities Berhad (the Malaysian stock exchange), Bank Negara Malaysia (the Central Bank of Malaysia) and Labuan International Business and Financial Centre governing. We regularly advise issuers, underwriters, placement agents, arrangers, managers, trustees, investors and other market participants on a wide variety of domestic and international equity capital market transactions including initial public offerings, rights issues, placement issues and equity issues involving business trusts, Real Estate Investment Trusts (REITs), exchange traded funds as well as equity linked derivatives such as structured warrants. Our familiarity with this area enables us to be innovative in our advice, and to manage the complexities of increasing cross-border securities offerings.

## Corporate and Commercial

We are best known for our work in large and complex transactions and our ability to deliver results within challenging timelines. Clients seek us out for our technical expertise as well as our understanding of their commercial needs. The team is led by senior partners in the firm who are long standing practitioners.

These partners are easily accessible to clients and adopt a hands-on approach in handling transactions to ensure consistency in the quality of work taken on by their team. Our consistent top tier rankings are reflective of our involvement in numerous first of its kind transactions and has allowed us to carve out a reputation for being one of the region's go to legal service providers for work in the capital market space.

## Debt Capital Markets

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## Employment and Human Capital

Our practice in this area has in-depth knowledge of the laws surrounding employment issues. Recognised as a market leader in this field by a number of prominent legal publications, the advice of our lawyers are constantly sought by local and multi-national companies for a wide spectrum of employment matters, including during a merger or reorganisation exercise, or reviewing internal human resource policies, or advising on

## Infrastructure, Energy and Utilities

Our Infrastructure, Energy and Utilities practice has long been the forte of the firm. The success of this practice is our ability to dedicate a team of lawyers to work with the project promoter from inception to the implementation of the project. Our core team is strategically placed across the region and are consistently recognized for their ability to work on the largest of infrastructure projects. Our involvement from the very start provides a backdrop to structuring and negotiating a set of project agreements that meets the investment objectives of the project promoter and the requirements of project financing so that the project achieves its final close.

## Islamic Finance Services

Our Islamic Finance team have stamped its mark in this field for its pioneering involvement in the Islamic financial services sector from advising on the legal and regulatory framework that governs Islamic financial products to compliance, product design, structuring as well as documentation and operation. Our in-depth understanding of the religious legal principles governing Islamic financial services, and ability to deal with the nuances of Islamic financing transactions, which includes balancing jurisdictional issues, commercial motivations, taxation and other regulatory considerations, make us well-positioned to advise you in exploring new frontiers and negotiating the complex legal, cultural and practical landscapes of Islamic financial services across Asia.

## Law Reform and Government Advisory

We have been involved in law reform at both domestic and international levels and acts as an advisor to national and international organisations including the local governments and authorities, government-linked companies and the Asian Development Bank. We have a track record of advising regional institutions and government agencies on a wide range of topics and industries such as regional development authority, international offshore finance centre, asset management companies, insurance deposit corporations, electricity, transport, water, wastewater, waste management, shipping, e-commerce and e-government. Several of our lawyers are consulted by government agencies and have provided expert advice to various law reform committees.

The firm is also one of a handful of law firms in the ASEAN region recognised as having the requisite experience to conduct reviews of existing legislation, with a view to advising on law reform catering specifically to a country's political and social landscape.

## Litigation and Dispute Resolution

We offer representation at all levels of trial and appellate litigation. We also cover wide range of disputes, including banking and finance litigation, corporate insolvency and restructuring, defamation, private client disputes, construction and property disputes and international trade disputes. If the suitable route is a non-court forum, we will represent you in the fields of arbitration, adjudication and mediation. We leverage on our ASEAN network to manage disputes arising in multiple jurisdictions across the region. Our clients include local and multinational corporations, as well as high-net worth individuals and families.

## Private Client Services

In line with increasing awareness of the importance of planning, the firm has built up a practice of advising settlors, founders and corporates in the use of trusts and foundations in private wealth planning, asset protection, corporate exercises, restructurings and philanthropic purposes. We also advise trustees in their fiduciary duties, obligations and discretionary powers in administering trusts and foundations and their rights vis a vis beneficiary. We are also experienced and have assisted in the set-up of charitable organisations using permitted legal structures including the company limited by guarantee, the incorporated trustee and the Labuan foundation.

## Real Estate

We represent domestic and international investors, private and public real estate companies, government linked companies, real estate funds, developers and financial institutions in a full range of real estate and real estate related transactions from initial acquisition and through to the final divestment. From investments and divestments, leasing and tenancies, to joint ventures and project management, we have the requisite knowledge and experience to help you, whether you are a buyer or seller, landlord or tenant, or a property developer.



# Contact Us



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