

Quinter Otieno

Associate | ALN Kenya | Anjarwalla & Khanna

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Background

Quinter is an Associate in the Projects and Infrastructure department at ALN Kenya.

She regularly provides procurement structuring advice for various infrastructure projects in Kenya and in the region including digital infrastructure projects, power projects, green hydrogen projects among others.

She has advised clients on procurement of projects from both a public procurement and public private partnership perspective and has also acted for clients from the project structuring phase to drafting, negotiation and conclusion of project agreements.

Quinter also has significant experience and exposure in real estate and construction matters. Prior to joining Anjarwalla, she worked as a legal assistant in Centum Investment Company Plc where she handled the entire legal work stream for Centum Real Estate dealing with matters ranging from construction, real estate to corporate commercial matters.

Quinter is an Advocate of the High Court of Kenya and holds a Master of Science in Law and Finance from the University of Oxford and a Bachelor of Laws from Kenyatta University.

Professional Membership

Law Society of Kenya

Professional Qualifications

2026 Master of Science in Law and Finance, University of Oxford

2023 Postgraduate Diploma in Law, Kenya School of Law (Best overall student, 2022 Kenyan Bar Exams)

2021 LL.B, Bachelor of Laws, Kenyatta University (First Class Honors)

Career Summary

April 2024 – Date: Associate, Anjarwalla & Khanna, Advocates, Nairobi

Oct 2022 – Mar 2024: Trainee Lawyer, Anjarwalla & Khanna, Advocates, Nairobi

Mar 2021 – Sep 2022: Legal Assistant, Centum Investment Company Plc

Aug 2020 – Feb 2021: Legal Intern, Centum Investment Company Plc

May 2019 – Aug 2019: Legal and Tax Intern, Centum Investment Company Plc

Top Matters

- Acting for Infinity Development (a subsidiary of Infinity Group), a major industry player in luxury real estate development, with over 20 years of expertise in property development, asset management, contracting and retail, in connection with the establishment and development of a hotel resort, which will be known as *Anantara Zanzibar Resort,* including advising the hotel developer, on the land and tax structuring including assessing the implications of the Zanzibar Condominium Act on the project. We also prepared the key transaction documents including the sale agreements and rental pool agreements for the branded villas and high-end apartments.
- Acting for **Fortescue Future Industries Kenya**, the Kenyan subsidiary of a global green energy firm, in connection with the development of Kenya's first large-scale green ammonia fertiliser plant, powered through 120 MW of electricity generated from renewable energy plants
- Acting for a client in the procurement and structuring of digital infrastructure projects in East Africa including preparation of procurement structuring advice as well as preparation and negotiation of project agreements.
- Acting for a client in the procurement and structuring of a green hydrogen project in Kenya including preparing a risk allocation matrix as well as a procurement and structuring advisory memorandum.
- Acting for a client in structuring the procurement of a renewable energy project coupled with an integrated battery energy storage system in Kenya.
- Advising an international construction company on construction and procurement issues in relation to an international restricted tendering process for a project in Tanzania.
- Acting for Bomu Hospital in its joint venture with Safari Doctors in relation to the Shungwaya Level 4 Hospital in Lamu including preparing the members agreement, operator agreement, construction consultancy contracts among other transaction documents.
- Acting for Tatu City, in connection with an international arbitration at the ICC in connection with a construction dispute with a Kenyan contractor over a FIDIC Redbook, 1999 governed construction contract, with claims of over USD 5.1 million.

Prior to joining ALN:

- Closing on the negotiations of a construction contract for a project valued in excess of the equivalent of USD 10 million.
- Drafting legal opinions for certain significant matters including one involving a facility agreement of approximately USD 30 million.
- Aligning the project template agreements for various residential projects to the provisions of the Sectional Properties Act, 2020;
- Coming up with an AML schedule as well as drafting a data protection policy.
- Facilitating the execution of over three hundred Agreements for Lease in the various offplan developments being undertaken by Centum Real Estate and consequently unlocking significant revenues for the business.
- Assisting in the completion phase of the restructuring of the Centum Real Estate Portfolio.

- Assisting in the completion phase of two transactions involving sale of Centum’s shares in Nairobi Bottlers Limited and Almasi Beverages Limited to Coca Cola Sabco East Africa Limited.