



AJ&CO

**Randima
Perera**

Senior Associate
Corporate Advisory



What motivates me? Connection. I love helping clients navigate commercial challenges with clarity, confidence and efficiency. I'm driven by problem-solving, precision and delivering outcomes that exceed expectations.



Randima is a skilled commercial and property lawyer with a career spanning franchising, mergers and acquisitions, retail and commercial leasing, and a wide variety of commercial transactions.

Introduction

With experience across respected commercial practices in both Queensland and Victoria, Randima brings a commercially grounded, practical and solutions-focused approach to every matter. Her work spans the preparation and negotiation of shareholder and unitholder agreements, joint ventures, restructures and buyouts, mergers and acquisitions of small to medium enterprises, complex commercial agreements, acquisition and sale of businesses and preparation and negotiation of complex commercial agreements. She also advises clients on general corporate matters, franchising, leasing, corporate structuring, and intricate shareholder arrangements.

Randima's breadth of experience enables her to support clients across all stages of a transaction, providing clear, commercially informed advice that helps drive matters to completion. She is known for her strong attention to detail, clear communication and ability to manage a high-volume workload while consistently delivering accurate, timely and commercially effective outcomes.

Expertise

Corporate Advisory

- Shareholders / unitholders agreements, joint ventures, restructures and buyouts
- Corporate restructuring and establishment of local entities
- Franchising (franchisors, franchisees and master franchisees)
- Franchise dispute resolution
- Mergers and acquisitions – small to medium enterprises
- Licensing and distribution agreements
- Software licensing and development agreements
- General commercial agreements
- Shareholder and unitholder agreements, restructures and buyouts
- General commercial and corporate advisory

Real Estate and Commercial

- Retail and commercial leasing (landlords and tenants)
- Commercial and residential property transactions
- Due diligence for commercial, residential, off-the-plan and rural property
- Adverse possession and complex property matters

Experience

Recent transactions of note include:

Corporate Advisory

- Acting for a leading Australian automotive dealership group to draft its shareholders agreement, share sale agreement and call option agreements underpinning a significant joint venture
- Advised a health client expanding into telehealth, negotiating master services agreements with leading software and development providers to support their technology roll-out
- Advising a client in relation to a sale of a multimillion dollar tolls business to a well-known ASX listed company
- Advising a client in relation to a complex multimillion dollar share sale of a NDIS franchise business
- Advising an ASX listed company on retaining the location of their premises in one of Australia's largest shopping centres amid the Landlord's proposed developments to the centre
- Advising on the termination of a well-known sports brand from a major global brand involving negotiating with five of Australia's largest landlord entities, transferring seven leases and negotiating the terms of a complex franchise termination agreement and coordinating the client's handover and exit from the franchise system on the same day
- Advising a client in relation to a multi-million dollar share sale to a global pharmaceuticals and nutrition company involving extensive due diligence and contract negotiations of multiple commercial agreements
- Overhauling a client's franchise agreement for a plant hire business involving significant redrafting of franchise documents and restructuring the client's franchise system
- Seconded to Delaware North as Legal Counsel providing dedicated advice on commercial agreements and reviewing, drafting and negotiating contracts across their national operations

Real Estate and Commercial

- Advised on numerous multi-million-dollar commercial property sales and acquisitions, managing due diligence, contract negotiation and settlement
- Advised several high-net-worth Queensland and Victorian developers on the strategic growth of their commercial leasing portfolio by leading lease negotiations with a broad range of tenants
- Acting for purchasers and vendors in the acquisition and sale of residential, commercial and rural properties
- Drafting and negotiating retail and commercial leases for national and international landlords and tenants

- Advising on adverse possession applications and supporting clients through complex property issues
- Managing end-to-end conveyancing matters for developers, investors and owner-occupiers
- Supervising and mentoring junior staff and contributing to team capability development

Qualifications

- Graduate Diploma of Legal Practice – College of Law (2019)
- Bachelor of Laws (Honours) & Bachelor of Business (PR) – Queensland University of Technology (2019)

Memberships

- Property Council of Australia

Awards and Recognition

- 30 under 30 Finalist in Commercial Law, Lawyers Weekly (2025)
- 500 Women in Property Participant, Property Council of Australia (2023)



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