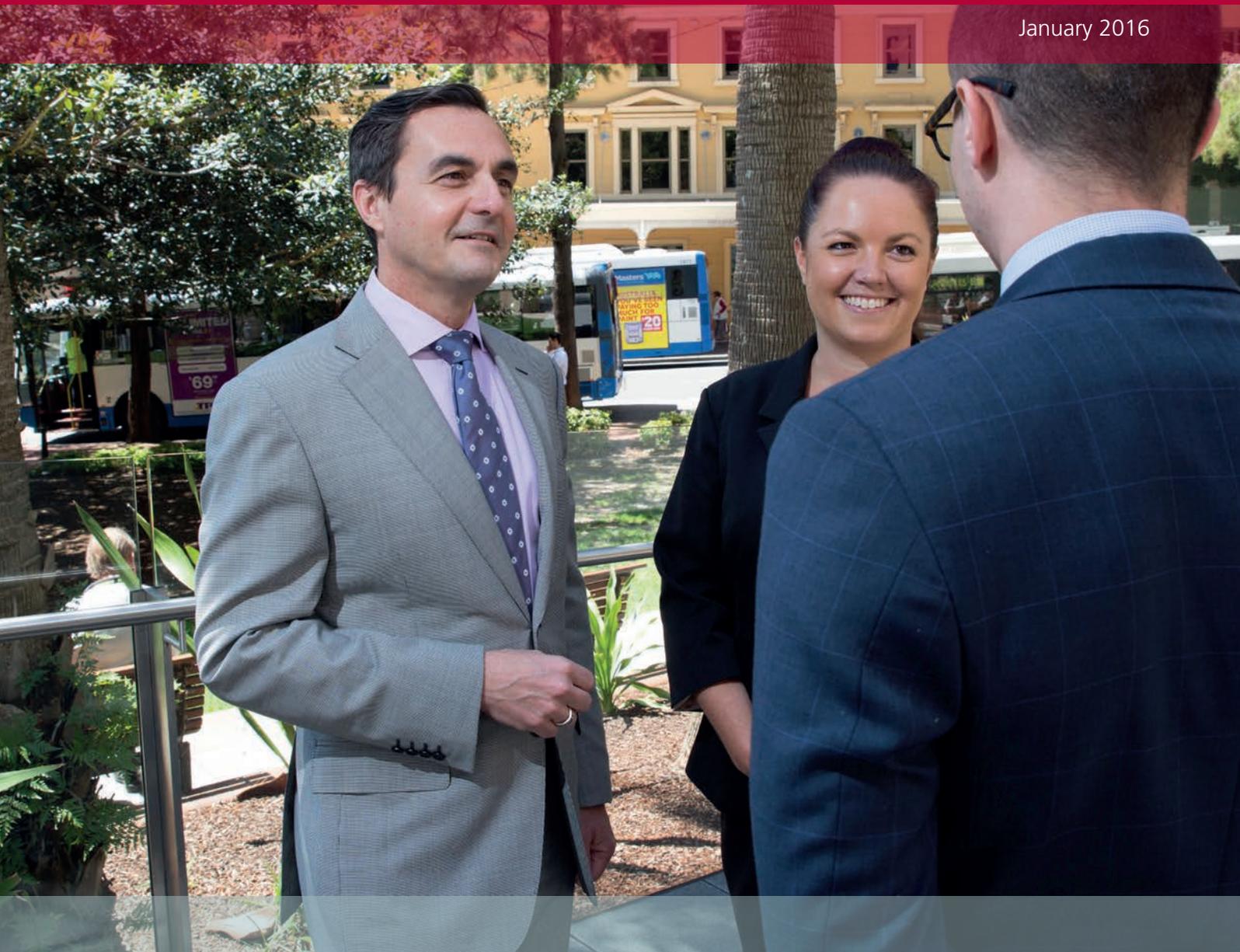


Commercial Advisory

Welcome to our National Commercial Advisory capability

January 2016



To make the best possible business decisions, you need expert and tailored legal advice. Hunt & Hunt has a long history advising clients ranging from some of Australia's largest, most successful and fastest growing companies to small - medium sized family owned private businesses, and not-for-profit organisations. Our commercial advisory lawyers will work closely with you to deliver astute advice that is relevant to you and your business.

A STRATEGIC, COMMERCIAL APPROACH

We understand the importance of strategic and creative thinking. We pride ourselves on excellent project management and timeliness in progressing and completing commercial matters.

CLIENT OUTCOME DRIVEN

Understanding your priorities and business objectives is important to us. It allows us to identify and deal with opportunities and risks specific to your business. Our focus is always on helping to achieve your commercial goals.

COLLABORATIVE

It is imperative that you can trust your advisors to work together effectively. Our team-based approach is to build genuine, collaborative working relationships with our clients and other relevant advisors to ensure the best outcome for you.





EXPERIENCE YOU CAN TRUST

Our team has a depth of commercial advisory expertise which includes:

- Business structuring
- Company law
- Competition & consumer law
- Contracts
- Franchising & licencing
- Governance & risk management
- Intellectual property
- International trade
- IT & eCommerce
- Privacy & data security
- Restructuring
- Shareholder agreements & joint ventures

With specialist industry knowledge in:

- Agribusiness
- Automotive
- Aviation
- Health & aged care
- Mining

We can also provide advice in the often adjacent areas of:

- China advisory
- Customs and global trade
- Dispute resolution
- Employment and workplace relations
- Mergers and acquisitions
- Property

So no matter what stage of your business lifecycle, the team at Hunt & Hunt can help.

CFO, KEY CLIENT

WELL DONE. GREAT NEGOTIATING BY ALL AND A GREAT OUTCOME. A SPECIAL THANK YOU TO OUR COLLEAGUES AT HUNT & HUNT FOR YOUR EXCEPTIONAL EFFORTS THROUGHOUT THE PROCESS. YOUR ATTENTION TO DETAIL IS EXTRAORDINARY.

Our expertise

A selection of our relevant expertise

BUSINESS STRUCTURING

The need for structuring exists at the outset, before a business is established, and often also arises as circumstances change over the life of the business. Our lawyers are experienced in developing new and innovative structures and working closely with our clients' financial and tax advisers to successfully execute an agreed strategy - which may be focused on one or more objectives such as asset protection, tax streamlining, operational or business exit.

Business succession needs often trigger the need to restructure. Other triggers include the purchase of new businesses, preparation for sale or the need to bring in new investors.

Our team has provided advice and documented structuring and restructuring strategies for a number of clients and circumstances including:

- **Merger and acquisition:** Structuring of corporate groups as part of a merger of automotive dealer groups, setting up new joint venture company and trusts, shareholders' agreements and transfers of assets involving corporate reconstructions exemptions for duty
- **Succession:** Acting on several intergenerational successions of privately held corporate groups, involving a variety of entities including discretionary trusts, unit trusts, superannuation funds and companies
- **Purchase:** Setting up a structure for the purchase of a ski chalet business allowing for potential future investors being introduced and an appropriate management structure
- **Partnership of trusts:** Setting up managed unit trust partnerships for the purchase and operation of various multi-site businesses including motor dealerships
- **Company title:** Restructuring of a landholding company to a company title entity
- **Start-up:** Restructure of a start-up IT company including re-domicile of company, drafting shareholders' agreement and transfer of business assets

COMPANY LAW

The limited liability company is by far the most popular form of entity for undertaking business and investment. This makes company law fundamental to much business activity and to most transactions. It sets out the rules of capital management and also those for corporate decision making and responsibility.

Advice from experts is critical to ensuring that tax efficiency, regulatory compliance, transacting simplicity and risk management objectives are achieved.

Our experience includes advising on and documenting a range of company actions and issues such as:

- Directors' duties and liability
- Capital management steps such as share buy-backs and reductions of capital
- Complex corporate and other entity-type structures
- Alternate capital structures (preference shares, convertible notes etc.)
- Financial assistance and self-acquisition issues
- Dividends
- Best practice corporate governance
- Regulatory compliance and company secretarial assistance
- Alternate corporate structures, including those registered with the Australian Charities & Not for Profits Commission, such as companies limited by guarantee
- Advising on and amending constitutions

OUR TEAM ARE COMPANY LAW EXPERTS WITH EXPERIENCE IN ACHIEVING OUTSTANDING BUSINESS, TRANSACTIONAL AND TAX OUTCOMES FOR OUR CLIENTS.



COMPETITION & CONSUMER LAW

Competition and consumer law is a continuum between business facilitation and consumer protection. At a time when the protections afforded to consumers is expanding, it is crucial that you have access to expertise to ensure you are compliant, whilst maximising business opportunities. Our team has a long history of working closely with clients to achieve compliance requirements in this highly complex and changing area of law.

COMPETITION LAW

Australia has a well-developed competition law regime, but a small domestic market, so competition (anti-trust) law is encountered regularly and in circumstances where it would not arise in larger markets. The complex challenges presented by competition law and its enforcement by the Australian Competition and Consumer Commission (ACCC) require proactive and highly experienced lawyers.

Our team understands the changing nature of Australia's regulatory environment. We have the experience to anticipate your needs and respond with practical advice that ensures compliance, whilst balancing your business situation and objectives against relevant laws and ACCC requirements.

Our competition law experience includes;

- ACCC investigations
- Advice regarding cartel behaviour and anti-competitive conduct such as price fixing
- Competition law compliance programs, reviews and training
- Exclusive dealing
- Infrastructure access and regulation
- Strategic advice and planning

CONSUMER LAW

Government regulation in this area has increased significantly over recent years, making this a greater source of potential risk for many businesses.

We advise clients across advertising and marketing agencies, manufacturers, retailers and suppliers on the wide ranging requirements in this area.

Our expertise includes;

- Advertising and promotional reviews, including infomercial campaigns
- Consumer warranties
- Product liability and recalls
- Compliance and risk mitigation
- Drafting compliant and enforceable consumer contracts

CONTRACTS

Any successful business has a clear strategy, and all clear strategies are underpinned by clear contractual arrangements. This is equally important both externally with customers, suppliers, landlords and financiers, and internally with employees, contractors and co-owners. We understand that business contracts need to be clear, concise and easy to understand, in order to actively assist with the management and direction of the business.

A successful contract does not sit in the bottom draw and 'gather dust' - it continuously informs the actions and intentions of the parties. It is understood by the parties because it is clearly drafted and logically structured, so it remains relevant despite ever-changing circumstances.

We bring together high quality legal drafting and our commercial knowledge to create contractual documents that accurately deliver your strategic outcomes, whilst also getting every aspect of the detail right. Each business contract has its own unique environment and lifecycle, and we know how critical it is to ensure that it is drafted, interpreted and managed in a way that aligns correctly with those particular circumstances.

Our experience includes:

- Careful, strategic drafting of contracts
- Reviewing and interpreting existing contracts
- Advising on contract management strategies
- Updating contracts in light of changed circumstances
- Assessing the impact of consumer protection laws on business operations

We stay abreast of legal trends in the interpretation of contracts to ensure our approach reflects the evolution of contract law by the Courts. The increasing momentum towards nationally consistent legal frameworks, such as with Work Health and Safety, Personal Property Securities, and Real Property conveyancing means that we constantly share ideas and experiences in relation to business contracts.

Our close relationship working with Australian Government and regulatory bodies on a national level allows us to efficiently anticipate issues and provide commercially sound results in all areas of business contracting.

FRANCHISING & LICENCING

Hunt & Hunt has significant franchising and licensing experience and expertise. We act for established and new franchisors, area developers and master franchisees, as well as for a range of franchisees. Our experience advising 'both sides of the fence' puts us in a great position to understand which issues are really important to you, whether you're a franchisor, area developer / master franchisee or a franchisee.

We have helped overseas brands develop in Australia, and have helped Australian brands develop overseas. We assist clients in various industries such as automotive and car manufacturing, financial services, real estate, food and beverage, telecommunications, bulky goods, retail, fitness and health, hire car services, education and personal services.

We also provide advice on important issues closely related to franchising including franchise structuring, intellectual property protection and enforcement, trade practices, advertising, leasing and occupancy issues, agreements and disclosure, franchisee renewals, disputes and termination, brand expansion and protection, property-related matters, acquisitions, and joint ventures.

Our advice can help your business to develop and succeed, whilst coping with difficulties and challenges, when they arise.

GOVERNANCE & RISK MANAGEMENT

It's all about getting the balance right – a successful business needs a fluid and practical decision making process which at the same time needs to be robust to safeguard the business and stakeholders. To make better decisions focused on the long term, your organisation will be assisted by a governance structure that reflects the industry in which you operate, the industry's level of sophistication, and the involvement and objectives of your stakeholders. Too much governance can lead to undue internal focus, increased costs, missed or mishandled opportunities and poorer strategic decisions. Too little governance can result in poor decisions and in the worst cases very troubling outcomes for an organisation, such as a dangerous workplace culture, fraud or corruption.

We advise corporations and other organisations, both commercial and not-for-profit, on selecting and implementing an optimal governance structure.

This includes advising on current governance best practice and strategic considerations, such as network / federal / national structures, rationalisation, simplification, modernisation, stakeholder involvement and risk management. We also draft Constitutional charters, policies and other governance related documents.

Often, successfully reviewing and implementing a change in governance requires great skill in dealing with resistance to change, and our team have real strengths in this area through extensive involvement in major governance projects.

We also assist businesses (especially those confronting higher risks or operating in regulated industry sectors) to design appropriate risk management plans and systems, including a holistic approach to the risk management toolkit.

Some examples include:

- **Advised Australia's largest** (with approx. 150,000 members) **professional services organisation** on several renovations of its governance structure to progressively implement a more representative structure (in 2006), completely reviewed and modernised all constitutional documents (in 2009), adopt a "best of the best" (i.e. no guaranteed geographic representation) board (in 2012) and restructured board terms (in 2014). We also advised on significant amendments to the organisation's Constitution and By-Laws over several years
- **Advised a Ministerial Council** on the consolidation of two ministerially owned companies. This included advising on the new governance structure for the successor entity, preparing and negotiating the consolidation document and preparing the notices and explanatory material to implement consolidation
- **Acted for a major welfare services organisation** to review the governance structure for its community housing operations to achieve compliance with both the Victorian and National community housing regulatory regimes, including the extensive governance and compliance components
- **Acted for** the South Australian and Northern Territory branch of **a major national organisation** as it undertook a detailed review and restructure, encompassing a range of entities including charitable trusts. Our work included:
 - Review of key governance structures and reporting lines
 - Advice regarding modernisation of administration and operations
 - Re-organisation of the entity's membership and board structures
 - Reinvigoration of the entity's constitution
 - Restructure or winding up of various trusts and associations

INTELLECTUAL PROPERTY



Intellectual property (IP) can be a valuable asset if you take appropriate steps to protect it. IP law is complex and constantly evolving.

Hunt & Hunt's IP lawyers offer fully integrated services and advice.

We take the time to ask practical questions to ensure our advice works hand-in-hand with the real-world commercial context of your business.

Our IP experience comes from working with clients from a wide range of industry sectors including government, information technology, manufacturing and telecommunications.

TRADEMARKS AND DOMAIN NAMES

The types of trademarks most commonly protected are business names and logos. However, other trademarks can be protected including product names, service names, slogans, corporate colours, colours of products and services, and the shapes of products and packaging. We can help with all aspects of a trademark's lifecycle including:

- Australian and overseas registration
- Periodic registration review and update where the mark changes
- Monitoring and responding to competitor use or opposing registration of similar trademarks
- Licensing and assigning trademarks

We also assist with related issues such as domain name registrations / cancellations and parallel imports.

COPYRIGHT

While copyright exists from the time of creation of the work and the protection is automatic, there are steps that can be taken to improve copyright protection. Hunt & Hunt assist copyright owners by:

- Drafting appropriately worded copyright notices
- Commencing infringement proceedings
- Preventing and responding to parallel imports
- Assignment and licensing

CONFIDENTIAL INFORMATION

Information of a confidential nature is protected from disclosure. However, it is sometimes necessary to disclose confidential information to a third party, such as for the purpose of commercialisation or a joint venture. Before confidential information is disclosed to a third party, a confidentiality agreement should be entered into.

Hunt & Hunt can assist with preparation of confidentiality agreements and the management of disputes relating to breaches of confidence.

PATENTS AND DESIGNS

The value of your unique product, design or system depends on your ability to prevent its unauthorised use by others. Early and appropriate patent or design registration, both in Australia and internationally, is crucial to realising the return on your ingenuity.

Hunt & Hunt advises clients on issues with:

- How, where and the best time to register designs and patents
- Infringement proceedings to protect your registered IP
- Assignment and licensing

INTERNATIONAL TRADE

International trade brings significant opportunities for Australian importers and exporters of goods and services. These opportunities are set to expand after the conclusion of Free Trade Agreements with China, Japan and Korea. However, to take full advantage of the opportunities presented by international trade, you need to manage the risks. In some cases this means understanding the differences in legal systems. In other cases it involves ensuring the relevant contractual arrangements are appropriate for international trade. Depending on the nature of the trade, the issues may involve understanding the impact of free trade agreements or international conventions.

We help with all stages of the international trade cycle. The beginning point for some parties is assessing a particular international trade opportunity. In this context we assist with due diligence reviews of the other party, explaining the application of free trade agreements and general advice as to the legal and regulatory environment of the international jurisdiction. Once a party has decided to engage in a particular trade we advise on the best model to achieve their desired commercial outcome. This may involve establishing an operation in a foreign country or entering into an agency, distribution or sale agreement. We are then able to implement a particular structure by advising on regulatory requirements and drafting relevant agreements.

OUR ROLE IS TO HELP CLIENTS
ACHIEVE THEIR INTERNATIONAL
TRADE GOALS. WE TAKE THE
TIME TO UNDERSTAND WHAT
IS TRULY IMPORTANT TO OUR
CLIENT AND TAILOR OUR ADVICE
ACCORDINGLY.

We have assisted a wide variety of clients with international trade matters. As a brief snapshot, we have acted for universities exporting educational services, obtained Governmental approvals to facilitate the exports of multinationals, assisted small businesses entering into their first manufacturing agreements with Chinese suppliers, helped companies of all sizes pursue payment from foreign customers and drafted distribution and licence agreements for a companies of all sizes. We have particular expertise in education, agribusiness, consumer goods, automotive and transport and logistics.

IT & ECOMMERCE

Increasingly, IT and eCommerce are key to strategic and operational success.

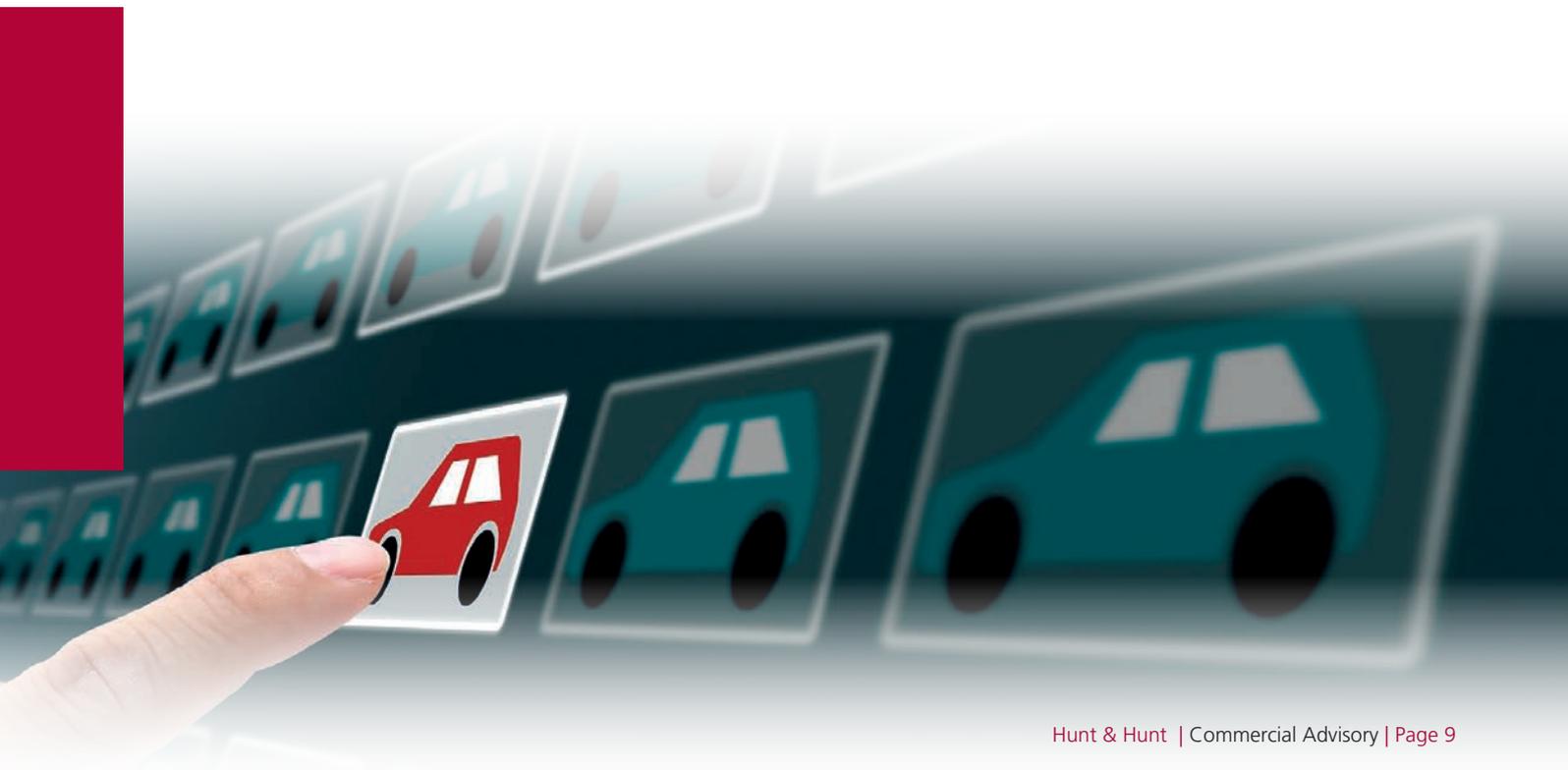
Almost all business now involves some elements of eCommerce. We have helped our traditional clients adapt to the ever-changing online and eCommerce environments, as well as helping clients with new online business models develop and thrive.

On top of the unique eCommerce issues, every legal issue which arises in normal commerce can also arise in eCommerce.

We assist clients with a range of general IT contracting matters. IT agreements must clearly address a range of legal issues such as asset and IP ownership and protection. In addition, we make sure our IT agreements appropriately allocate and manage the relevant commercial risks for the project. We recently advised a client on its successful strategic procurement of a multi-million dollar, business-critical enterprise resource planning system, including negotiation of a long-term IT services agreement (covering software licence, support and maintenance and project services arrangements).

Our IT & eCommerce experience includes advising on:

- Drafting and negotiating IT services and software licence and support agreements
- Systems procurement, including specification preparation, evaluation and review
- Advice relating to copying of computer programs and copyright issues
- Terms and conditions (including website terms and conditions)
- Partnering / alliance arrangements including PoS arrangements etc.
- Technology development agreements



PRIVACY & DATA SECURITY

PRIVACY

This is an era where the amount of personal information being collected is increasing rapidly. At the same time consumers are becoming more concerned about the security and use of their information. In this environment, an understanding of and compliance with privacy laws is critical. Our privacy advice includes compliance with privacy legislation generally including reviewing privacy practices and drafting privacy policies and procedures.

We provide advice in relation to specialised privacy issues arising in the context of the internet, electronic surveillance and interception and employee e-mail policies and social networking policies.

A number of our lawyers have recently acted for a range of clients in connection with the changes to Privacy Laws as a consequence of the Enhancements legislation, including drafting privacy policies, privacy consent notices, permission notices and website collection statements.

An important aspect of our privacy advice has been training for clients. We are currently advising a number of clients on updating their privacy practices, including:

- Drafting privacy terms for credit unions as part of their banking terms
- Drafting privacy policies, procedures and terms for corporate and commercial clients, including online service providers

DATA SECURITY

Data security involves promoting the right internal culture and having the right mix of legal, technological and physical security. We take a holistic approach to data security that takes into account each element of data security.

We regularly advise clients on the steps they need to take to ensure data they collect or share with third parties is kept secure. This often involves drafting and negotiating contracts with third parties to ensure data security or regulate the disclosure of data.

We also assist clients to understand what steps they are required to take to keep data secure including risk assessments.

Understanding the importance of embedding data security processes within the culture of the organisation through policies and procedures and training is fundamental to the success of any data security system. We work with clients to provide practical and relevant procedures and training.

RESTRUCTURING

We work with both companies and banks in cases where businesses are in financial difficulty. We also assist companies changing their corporate structures to deal with business succession, tax and expansion into other markets.

With an understanding of the economic parameters, we can provide advice in a commercial, realistic manner. Our knowledge of the key corporation, tax and regulatory issues is vital.

Our experience includes:

- Advising a major bank in relation to the restructuring a mining company contractor in a \$100m "work out" involving a debt for equity swap
- Advising in connection with the restructure of a loan arrangement for a city building to a defaulting borrower. As a result of the restructure the bank took the asset onto its balance sheet
- Restructuring the operations and assets of a major hospital to assist and mitigate exposure to litigation
- Assisting a major agribusiness to devise a new business structure involving the purchase of emerging intellectual property to address concerns by its competitors that it had developed a monopoly position

SHAREHOLDER AGREEMENTS & JOINT VENTURES

For a joint venture to succeed, the key ingredient is a high level of trust between the parties, supported by an alignment of interests. Another critical factor is clarity of their legal rights and obligations.

A joint venture usually has a medium-long term time horizon, so many things can and will change, often in unexpected ways. You can't foresee all that might arise - but if the key structural features of your joint venture are understood by the parties, respected by them as fair (or at least accepted as necessary) and clearly reflected in the shareholders' agreement and other joint venture documents, then you will have significantly improved the prospects of the joint venture surviving and indeed prospering.

We have extensive experience in helping clients to establish joint ventures and to prepare / negotiate shareholder agreements across a range of industry sectors and with differing features and levels of complexity.

Often, due to less than ideal shareholders' agreement, the parties to a joint venture will look to separate. We can help with the issues this often raises, including the operation of pre-emptive rights regimes.

Our team has also acted for separating parties where there is no (or effectively no) shareholders' agreement. This makes the assessment of available options, distillation of a clear strategy, robust negotiation and occasionally, selecting and pursuing appropriate litigation, vital to protecting your interests.

Our experience includes:

- Advising on the establishment of a \$250m joint venture for the development of generation projects in the renewable energy sector in Australia and Asia
- Subsequently advising for the sale of the Chinese and Indian generation assets to one of the joint venture parties for approximately \$170m
- Advising a continuing shareholder on the sale by an exiting shareholder of its 50% holding. This included advising whether the pre-emptive rights regime had been triggered by the exiting party's conduct and whether or not the pre-emptive rights offer made to our client was on "no less favourable terms" than that made to the supposed newcomer to the venture. Ultimately, our client was able to nominate its preferred purchaser for the exiting party's 50% stake
- Advised the half owner of a large petroleum retail and distribution business on his successful exit. This was achieved through the exercise of the other shareholders' pre-emptive rights, which were in turn precipitated by our client entering into an option agreement with an external party and that option then being exercised
- Acted on several "sell-down" joint ventures, under which a party seeking to sell 100% of a business undertook a staged sale, so that for a period (usually 1 – 3 years) following an initial sell-down, the exiting party was party to a joint venture with the acquirer

WE HAVE EXTENSIVE EXPERIENCE IN HELPING CLIENTS TO ESTABLISH JOINT VENTURES AND TO PREPARE / NEGOTIATE SHAREHOLDER AGREEMENTS ACROSS A RANGE OF INDUSTRY SECTORS...

Our expertise in other areas:

CHINA ADVISORY

From our offices in Shanghai, Sydney, Melbourne and Adelaide, we provide advice to clients pursuing trade and investment opportunities in Australia and China.

We have a clear understanding of the Chinese business environment and can help with the commercial and legal aspects of doing business in China. We have assisted investors from China in working through government processes, conducting due diligence on projects and advising on investment policies and procedures.

For more information about this practice area, please refer our [China advisory](#) web page and brochure.

CUSTOMS AND GLOBAL TRADE

Hunt & Hunt provides specialist legal advice on the complex domestic and international issues confronting clients in the customs and global trade sectors.

Our strong industry relationships help us provide clients with the latest advice on developments in customs and global trade legislation. This ensures our clients are always prepared to seize opportunities and manage the risks associated with policies and initiatives, such as free trade agreements, giving them a competitive edge.

For more information about this practice area, please refer our [Customs and global trade](#) web page and brochure.

DISPUTE RESOLUTION

Our team of dispute resolution specialists understand the stress of litigation and the effect it can have on the financial health of your organisation. We can help you resolve commercial disputes with minimal impact on your business, by providing practical advice and devise strategies that enable you to realistically determine your chances of success. Our objective is always to help you avoid disputes and costly court cases.

For more information about this practice area, please refer our [Litigation and dispute resolution](#) web page.

EMPLOYMENT AND WORKPLACE RELATIONS

Our main priority is to help employers simplify the onerous and often complex employment and industrial relations obligations you face. We provide practical and effective solutions to help you successfully manage your employees and your workplace.

We deal with issues practically and efficiently, with an understanding of the effect that litigation and other workplace disruptions can have on a client's operations and employee morale. That's why our focus is to work with you to minimise your risk exposure.

For more information about this practice area, please refer our [Employment and workplace relations](#) web page and brochure.

MERGERS & ACQUISITIONS

Our team has an extensive expertise in advising clients on mergers, acquisitions, disposals and joint ventures—both in Australia and internationally. We are focused on assisting clients to seize opportunities and achieve their commercial objectives quickly, efficiently and with minimal exposure to risk.

Hunt & Hunt has advised on many transactions, ranging in value from \$5m to in excess of \$100m.

We have assisted a variety of clients in acquisitions, divestments and joint ventures, including large international and Australian corporates, Government-owned entities, private equity funds and private business owners. We have particular expertise working with private business owners to build and add to their business and also plan an exit transaction that maximises value.

For more information about this practice area, please refer our [Mergers & acquisitions](#) web page and brochure.

PROPERTY

Property transactions require careful, efficient negotiation and drafting. Hunt & Hunt's property lawyers are skilled negotiators and provide thorough and efficient advice to our business, government, not-for-profit and private clients.

Our success in advising clients on complex property matters derives from our in-depth knowledge of property laws, contracts, capital raising, construction, environment and planning, funds management, stamp duty and tax issues. We pride ourselves on providing personalised service, whether our advice is for a residential sale or purchase, or a multifaceted, multi-million dollar development project.

For more information about this practice area, please refer our [Property](#) web page.

For more information
regarding the full range of
expertise we offer, please
visit our website:
www.hunthunt.com.au



Specialist Industry sectors

We have particular specialist knowledge and expertise within the following industry sectors:

AGRIBUSINESS

We can assist in all key areas of agribusiness including land acquisition, compliance with Foreign Investment Review Board rules, produce sale contracts, exporting and ongoing financing. Our lawyers have acted for major marketing bodies, growers, producers and manufacturers.

Our experience includes:

- Acting for a major agribusiness in connection with the \$200m securitisation of its wool receivables
- Advising a major governmental marketing board in relation to Plant Breeders' rights and licensing requirements, general agreements and arrangements with suppliers of goods and services including bulk handlers, joint ventures and road freight, advices in connection with trade practices issues, competition policy, strategic development of grains, and assisting with contractual arrangements with seed producers
- Advising a winery in connection with its \$20m financial arrangements
- Advising a major industry body in connection with genetically modified foods
- Advising an industry body about contaminated lupins
- Advising a food importer in relation to parallel imports and trademarks.

AUTOMOTIVE

Hunt & Hunt acts for major automotive dealers across Australia, providing legal advice on operational issues and corporate compliance.

Australia's automotive industry is one of the most open and competitive in the world. In the face of industry challenges such as tightening regulations, increased competition and fluctuating fuel and materials costs, many of the country's largest automotive dealers turn to Hunt & Hunt for fast and accurate legal advice.

To keep pace with these issues as they arise, our industry specialists work quickly to identify what needs to be done to protect dealers' interests. We regularly advise dealers on operational issues such as commercial leasing, supply agreements, employment issues, franchise and consumer law.

AVIATION

We are experienced in acquisitions, financings and industry related contracts. We understand the demands, issues and dynamics of small to medium sized aviation business.

Our experience extends to dealing with the purchase of aircraft, drafting standard form maintenance agreements, charter arrangements, managing agreements, catering agreements and computer ticketing arrangements.

Our experience includes:

- Acting for the purchasers of a passenger jet airline and a major helicopter group
- Assisting in the sale of an aviation insurance group
- Acting for the sellers of a major aircraft maintenance business
- Acting for a major mining company in structuring and negotiating the management and chartering arrangements for a passenger jet
- Acting for a helicopter operator in relation to \$20m hire purchase arrangements
- Acting in the purchase and sale of aircraft including the purchase of five Sikorsky helicopters and the purchase of a new Learjet 45 in the USA
- Acting for a US corporation to recover engines and in relation to the lease of engines and spare parts
- Drafting standard form maintenance and component exchange agreements for a number of airlines
- Advising a bank on procedures for lending to aircraft operators
- Acting for an airline in relation to its computer contracts with Sabre and the Amadeus computer network
- Advising Etihad Airways in connection with online marketing of tickets and travel packages.

MINING

Mining, oil and gas law is a unique area of speciality – it requires a detailed understanding of the industry and in Australia, the differing laws between State jurisdictions.

Industry participants require lawyers with an understanding of corporate law, contract law, native title, land access, employment law, property law, foreign investment and tax.

We recognise the difficulties facing the industry in relation to investment, capital raising, land access, native title and land owner issues and are well placed to advise and assist industry participants in progressing projects from start up to development.

We have acted for a range of industry participants, from junior explorers to foreign national state owned enterprises, across major oil and gas and mining projects. Our broad range of experiences from start-up exploration to developed mining projects for local, interstate and foreign clients is unique in our offering.

To help ensure your project runs smoothly, we take time to understand your organisation's needs. Our lawyers are proactive, flexible and highly knowledgeable. With offices throughout Australia and in Shanghai, China, we provide clients with seamless legal services across different jurisdictions. Our lawyers' understanding of local cultures and business practices means you'll receive relevant and accurate advice.

We work with clients at each stage of the project – from inception and development through to completion and production. Our lawyers provide expert advice on commercial contracting; environmental issues such as carbon reporting, climate change and contamination; exploration, production, processing, distribution and transmission agreements; and Native Title and Indigenous heritage rights.

HEALTH & AGED CARE

Hunt & Hunt has extensive experience in the health and aged care sectors and provides legal services to some of Australia's most prominent health and aged care organisations.

We are familiar with the legal, political, social and technological issues that influence these industry sectors, such as continuous technological innovation, Australia's ageing population and the growing cultural emphasis on healthy living. We have developed strong relationships with peak bodies and key professionals to ensure we stay abreast of the latest issues and trends.

With in-depth knowledge of the legislation and government policies that regulate the aged care sector, we provide strategic, tailored advice to a variety of organisations, including aged care facilities and retirement villages.

Our clients include allied health service providers, area health services, industry associations, public and private hospitals, specialist health providers, and one of Australia's largest health insurers.

WE HAVE ACTED FOR A RANGE OF INDUSTRY PARTICIPANTS,
FROM JUNIOR EXPLORERS TO FOREIGN NATIONAL STATE OWNED
ENTERPRISES...

Our commercial advisory team

MELBOURNE



Nick Miller
PARTNER

- Contracts
- Corporate governance & company law
- Joint Ventures
- Mergers & Acquisitions
- Competition and consumer law
- Insolvency and restructuring
- Asset protection and succession planning



Russell Wiese
PARTNER

- Customs and global trade
- Transport
- Contracts
- Competition and consumer law



Lynne Grant
SPECIAL COUNSEL

- Business structuring
- Contracts
- Corporate governance
- Customs and global trade
- IPO's and capital raisings
- Joint ventures
- Mergers & acquisitions



Frank Paton
SPECIAL COUNSEL

- Contracts
- Franchising
- Intellectual property
- Joint ventures
- Mergers & acquisitions
- Investment offshore



James Orr
SPECIAL COUNSEL

- Intellectual property advice and litigation
- Insolvency and debt recovery
- Corporate regulatory advice



Danielle Larkin
SENIOR ASSOCIATE

- Corporate advisory
- General commercial
- Corporate governance
- Mergers & acquisitions

SYDNEY



Harold O'Brien
PARTNER

- Business structuring
- Business licencing
- Contracts
- E-commerce
- Franchising
- Intellectual property
- Joint ventures
- Mergers & acquisitions
- Property



Jill Milburn
PARTNER

- Business structuring
- Contracts
- Corporate governance
- IPO's and capital raisings
- Joint ventures
- Mergers & acquisitions

ADELAIDE



Egils Olekalns
PARTNER

- Contracts
- Joint ventures
- Mergers & acquisitions
- Mining law
- Property



Andrew Fisher
PARTNER

- Corporate & commercial
- Liquor licencing
- Property
- Commercial leasing



Stefan Jury
PARTNER

- Business structuring
- Contracts
- Corporate governance
- Competition & consumer law
- Joint ventures
- Mergers & acquisitions
- Privacy

BRISBANE



Stephen Robertson
PARTNER

- Business structuring
- Contracts
- E-commerce
- Franchising
- Joint ventures
- Mergers & acquisitions
- Property

PERTH



Darren Miller
PARTNER

- General commercial advice
- Mergers & acquisitions

TASMANIA



Antony Logan
PARTNER

- General commercial advice
- Contracts

Other Hunt & Hunt service areas: Asset and Succession Planning | Banking and Finance | Customs, Trade and Transport | Employment and Workplace Relations | Insolvency and Debt Recovery | Insurance | Intellectual Property | Litigation and Alternative Dispute Resolution | Property

About Hunt & Hunt

A proud heritage, a bright future

Hunt & Hunt was established in 1929 when brothers Ted and Bob Hunt set up Hunt & Hunt in Sydney's CBD. Now, with nine offices across Australia, an office in Shanghai, and a client base of major corporations, government departments, small to medium enterprises and individuals, we have the experience, resources and reputation to support your needs, wherever you need us. Our team provides you with local knowledge spanning many decades, underpinned by the collaboration of national expertise.

Across our legal group, we employ approximately 60 partners and 400 professionals who have an unwavering commitment to client service. Confident in our technical abilities, we build relationships founded on a genuine interest in our clients, characterised by understanding and trust.

We have also carved out an enviable position in the Australian legal market by positioning our firm at the midpoint on price, and will assist you in containing your legal costs without compromising results.

Our people

It's our people who make Hunt & Hunt an invigorating and positive workplace. There is a strong focus on the professional development and mentoring of our legal and internal support professionals, promoting long-term career opportunities and a healthy and happy work/life balance.

Giving back

Our people want to make a difference – not only in law and business but in the wider community.

We believe it's our responsibility to minimise our environmental impact, and to give our time and skills to benefit the communities in which we work and live.

That's why we encourage our lawyers to undertake pro bono work. It's also why we support national and local not-for-profit organisations, including Clean Up Australia and the Banksia Environmental Foundation.

Interlaw

Hunt & Hunt is the only Australian member of Interlaw – an international network of quality-monitored, corporate, commercial and independent law firms. The international reach of Interlaw's worldwide affiliated offices enables us to provide our clients with access to a range of specialities, expertise in local jurisdictions and a roadmap through the legal, cultural and linguistic difficulties which international commercial transactions can involve.

www.hunthunt.com.au

SYDNEY

Sydney (City)

Gateway, 1 Macquarie Place
Sydney NSW 2000
T +61 2 9391 3000
F +61 2 9391 3099

Sydney (North Ryde)

Level 2, 1 Innovation Road
North Ryde NSW 2113
T +61 2 9804 5700
F +61 2 9804 5799

MELBOURNE

Level 26, 385 Bourke Street
Melbourne VIC 3000
T +61 3 8602 9200
F +61 3 8602 9299

BRISBANE

Nicholsons Solicitors
Level 12, 110 Eagle Street
Brisbane QLD 4000
T +61 7 3226 3944
F +61 7 3221 3756

Adelaide

Level 10, 400 King William Street
Adelaide SA 5000
T +61 8 8414 3333
F +61 8 8211 7362

PERTH

Culshaw Miller Lawyers

Level 1, 16 St Georges Terrace
Perth WA 6000
T +61 8 9488 1300
F +61 8 9488 1395

HOBART

Level 9, 85 Macquarie Street
Hobart TAS 7001
T +61 3 6210 6200
F +61 3 6234 3774

DARWIN

Level 2, 13 Cavenagh Street
Darwin NT 0800
T +61 8 8924 2600
F +61 8 8941 0012

SHANGHAI

Room 701, Summit Centre
1088 Yan An Xi Road
Shanghai China 200052
T +86 21 6249 3543
F +86 21 6249 3545

The Australian Member of Interlaw

