

PARTNER | CORPORATE ADVISORY

# JONATHAN WHYBIRD

AJ&CO

CREATIVE. PROACTIVE. DYNAMIC

YEARS IN PRACTICE  
BACHELOR OF LAWS (HONS)  
BACHELOR OF BUSINESS (ECONOMICS)

11  
QUEENSLAND UNIVERSITY OF TECHNOLOGY  
QUEENSLAND UNIVERSITY OF TECHNOLOGY

AREAS OF EXPERTISE

CORPORATE ADVISORY, MERGERS & ACQUISITIONS,  
TOURISM, AGRICULTURE, ENERGY & RESOURCES.

## INTRODUCTION

Jonathan's understanding of business and his diverse legal experience makes him an asset in any commercial or legal matter. Clients value his practical approach to legal practice and his ability to find commercial solutions whilst protecting their interests. Jonathan has acted on over \$15 billion of transactions in the past decade and is an experienced negotiator, drafter and problem solver.

## EXPERIENCE

Jonathan's experience spans many sectors including tourism, agriculture, industrial and technology with recent transactions including:

- advising on the sale of Heron Island Resort and negotiating a management agreement for the Resort following the change of ownership;
- negotiating catering service contracts for stadiums, resorts and nature parks as well as assisting clients in acquiring a number of restaurant businesses and hotels;
- acting for an Australian entity in resolving a Managed Investment Scheme dispute and obtaining clear title to its properties;
- advising on the purchase of orchards in Western Australia and Queensland valued at over \$300 million;
- acting for MSF Sugar on its \$70 million joint venture with Bundaberg Sugar;
- acting for the purchaser of Dalrymple Bay Coal Terminal for \$350 million and on the development of the \$4.3 billion Wiggins Island Coal Terminal;
- negotiating gas supply and transportation agreements for major gas retailers and pipeline operators;
- advising Arrow Energy on the sale of \$700 million of CSG tenements to Shell and for minority interest acquirers in each of the four Queensland CSG projects;
- acting for the owners of Vaya on their sale to amaysim and subsequent issue of stock in amaysim for \$70 million;
- advising RACQ on the purchase of Suncorp's 50% interest in RACQ Insurance; and
- negotiating funding agreements, shareholders agreements and other commercial arrangements.

Jonathan is also a director of the Australian subsidiary of a large privately owned Canadian company that provides steel piling services to the resources industry.

Brisbane | Sydney | Melbourne

