

# ANDREW JOHNSON



MANAGING PARTNER | REAL ESTATE & COMMERCIAL

As Managing Partner and founder of AJ & Co, Andrew Johnson (AJ) brings more than 19 years' experience to the firm he established in 2016.

## INTRODUCTION

Throughout his career Andrew has provided invaluable counsel to some of Australia's largest companies and biggest projects. His skill set has seen him advise Top 50 ASX clients on complex property disposals and acquisitions, corporate governance and securities, investment schemes and capital raising exceeding \$1 billion.

Andrew is a people person known for his endearing manner and problem solving abilities. He is an unapologetic perfectionist, with a keen eye for detail.

Like the business he created, Andrew is driven by values, accuracy, client satisfaction and always delivering value for money.

## EXPERTISE

- Property development and securities
- Real estate and commercial finance
- Funds management
- Acquisitions
- Disposals and leasing for both land owners and tenants
- Commercial, industrial and residential sales
- Joint ventures and corporate structuring

## EXPERIENCE

Recent transactions of note include:

- advised both F.W. Estate Pty Ltd and AV Jennings Limited on their joint venture and development of a 1200 lot masterplan community at Riverton, Jimboomba;
- acting as key legal adviser for the development and delivery of the Metroplex Westgate Masterplan Industrial development - a \$1.5 billion industrial real estate transaction and capital raising in Brisbane (through a syndicated joint venture with an ASX listed property trust);

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To create enduring client relationships you must be trustworthy, reliable and easy to do business with. This philosophy has helped drive my career from the very beginning.

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## EXPERIENCE

- represented Ardent Leisure Limited in the acquisition and construction of the \$15.5 million Q1 'SkyPoint' Observation Deck on the Gold Coast;
- key legal advisor to Telstra nationally on a wide range of retail, consumer and business issues, including commercial and regulatory advice;
- represented Ardent Leisure Limited in the acquisition and disposal of the Goodlife Gym Portfolio nationally;
- held a leading role for the Niecon Group on 'Oracle Towers' - an \$850 million, 50 storey, two tower luxury apartment development at Broadbeach which included joint venture documentation, securing funding arrangements and off the plan contracts of sale for the delivery of the project;
- advised Rapcivic Contractors Pty Ltd on the acquisition of the Dolphin Arcade for the development of the \$700 million Hilton Surfers Paradise Hotel;
- held a lead role representing Matsushita Investment and Development Corp (MID) in its \$800 million sale of Chifley Tower, Plaza and Royal Pines Resort and Golf Course;
- held a lead role representing Matsushita Investment and Development Corp (MID) in the \$105 million sale of the ANA Hotel to the Raptis Group;
- represented Thakral Holdings on its 37-storey, \$100 million 'Air On Broadbeach' development on the Gold Coast;
- represented Sunland Group Limited on the development and delivery of the \$255 million, 78-storey, Q1 Tower on the Gold Coast; and
- represented Thakral Corporation Limited on the \$150 million Glades Development at Robina a private, resort-style complex featuring a golf course, clubhouse and residential facilities.

## QUALIFICATIONS

Practising law since 2000  
Bachelor of laws (Bond University)  
Masters of laws (Bond University)

## MEMBERSHIPS

Residential Executive Committee QLD  
Queensland Law Society  
UDIA

## CAREER HIGHLIGHTS

Partner and business owner at 26.



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