

# JONATHAN WHYBIRD

AJ&CO

PARTNER | CORPORATE ADVISORY

## INTRODUCTION

Jonathan has over a decade of experience in acting for horticultural, beef and wine producers Australia wide. He is familiar with the domestic supply chains, local market systems and understands each step in how a product moves from the farm to the supermarket shelf. Jonathan has negotiated supply agreements with all major grocery chains, advised on specific advertising campaigns for industry sectors and acted on large disposals and acquisitions in the agricultural space.

His understanding of business and diverse legal experience makes him an important asset in any commercial matter. For more than 10 years Jonathan has acted on over \$15b in transactions and is a trusted advisor to participants in the tourism and leisure, resources, agri-business and technology industries.

He is a dedicated problem solver who develops long lasting relationships with clients who actively involve him in important business decisions.

Jonathan's clients include large multinationals, Top 200 ASX listed entities and large private companies. His skill set has seen him advise on major acquisitions and disposals, complex commercial arrangements and commercial disputes.

Jonathan adds value to everything he does, helping his clients to grow and prosper. He is someone you can discuss business risks and opportunities with, as well as being proactive, readily available and direct in his advice.

## EXPERTISE

- Corporate advisory
- General commercial and commercial dispute resolution
- Corporate governance and insolvency
- Shareholder and unitholder agreements
- Incorporated and unincorporated joint ventures
- Partnerships and incorporated associations
- Capital raising
- Mergers and acquisitions
- Disposal of companies - through asset sales and share sales
- Corporate due diligence
- Non-disclosure and confidentiality agreements
- Hospitality law - liquor licence and gaming applications and alterations

“ Getting to know our clients and how their businesses operate allows us to help them manage legal risks as well as promote commercial success.

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## EXPERIENCE

Recent transactions of note include:

- assisted a large multi-national to establish a significant hotel and gaming portfolio in Australia;
- acted for a number of large horticultural and beef companies in negotiating supply agreements with Coles, Woolworths and US and Chinese buyers;
- assisted a large privately owned Queensland horticultural company on the acquisition of assets totaling over \$100 million;
- represented MSF Sugar on its \$70m joint venture with Bundaberg Sugar;
- advised an ASX listed sugar producer on the sale of excess renewable power into the National Grid;
- represented Arrow Energy on the sale of \$600m of CSG tenements to Shell and for minority interest acquirers in each of the four QLD CSG projects;
- advised on the sale of Heron Island Resort and negotiated a management agreement for the resort following a change of ownership;
- negotiated catering service contracts for major stadiums and resorts including the Gold Coast Commonwealth Games and Melbourne Park;
- advised on the development of greenfield wind farm and solar energy projects in QLD, NSW and WA including the purchase of a wind farm for over \$200m; and
- represented the purchaser of Dalrymple Bay Coal Terminal for \$350m and the development of the \$4.3b Wiggins Island Coal Terminal;
- advised on the management of a \$50m mine expansion in northern QLD;
- advised on the purchase of orchards in WA and QLD valued at more than \$300m;
- advised RACQ on the purchase of Suncorp's 50% interest in RACQ Insurance;
- negotiated more than \$5b in supply and service agreements to the resources industry;
- represented the purchaser of a \$1b gas pipeline network in WA; and
- advising on the acquisition of Darwin Casino from SKYCITY for \$188 million.

## QUALIFICATIONS

Practising law since 2006

Bachelor of Laws (Hons), Queensland University of Technology

Bachelor of Business (Economics), Queensland University of Technology

## MEMBERSHIPS

Queensland Law Society



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