

CAPABILITY STATEMENT



REAL ESTATE & COMMERCIAL

INTRODUCTION

The real estate and commercial property sector is one of the backbones of the Australian economy.

The AJ & Co team is comprised of legal specialists that have unparalleled knowledge of the industry and its participants. Our team understands the complexities in legislation and the processes between different state and local governments, the tax treatment of various structures, and how to deliver projects in a timely and cost-efficient manner.

Our involvement spans the life cycle of a project from due diligence, to planning, to construction, to attracting buyers or tenants. We know what works and what will result in delays because we have decades' of experience in all different types of projects and structures. We also advise clients with mature property portfolios on how to manage their risks and deliver consistent returns. We work with multinationals, top 50 ASX listed corporations, and private investors in retail, commercial, and industrial markets. No matter if they are looking to expand, divest, or diversify their property portfolios, our industry knowledge, legal expertise, and commercial acumen enables us to assist clients develop and deliver successful projects.

Our passion is finding the best result, in the shortest time, for the best value.

AREAS OF EXPERTISE include:

Development & Titling	Major acquisitions & disposals	Property tax	Leasing
Commercial structuring	Rural transactions	Body corporate law	Resumptions & compensation

BODY CORPORATE LAW AND COMMUNITY TITLE SCHEMES including:

- New schemes;
- Amalgamations;
- Disposals and improvements to common property;
- By-law reviews;
- assignment;
- Variations to management; and
- letting rights.

RESUMPTIONS, COMPULSORY LAND ACQUISITIONS AND COMPENSATION



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MAJOR ACQUISITIONS AND DISPOSALS including:

- Legal due diligence;
- Contract negotiations; and
- Forced sales.

PROPERTY TAX CONSIDERATIONS including:

- GST advice;
- Stamp duty;
- Land tax advice;
- Property trust; and
- Restructuring.

LEASING including:

- Leasing agreements (including long-term design and construct)
- Subleases;
- Breaches;
- Termination;
- Disputes; and
- Management of lease schedules.

RURAL TRANSACTIONS including:

- Agricultural acquisitions; and
- Divestments and agistments including farm and venue acquisitions and disposals.

COMMERCIAL STRUCTURING including:

- Joint ventures;
- Project development agreements;
- Fund through arrangements;
- Property trusts; and
- Syndicates.

DEVELOPMENT AND TITLING including:

- Staged master plan community title schemes;
- Joint venture agreements;
- Long-term mixed-use developments; and
- Residential, commercial, retail, and industrial.

