



## Ian Conrad | Principal

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Ian has practiced as a commercial lawyer for over 25 years. For the 15 years prior to founding Conrad Law, Ian was a senior lawyer and partner at 2 major Townsville law firms – leading their respective commercial business divisions during his time there. Ian practices in the areas of business law, corporate advisory, joint ventures and projects, structuring, mergers and acquisitions, building and construction contracting, pre-litigation commercial dispute resolution, revenue law, business succession and estate planning, land compensation and agri-business.

Ian has extensive experience in advising private and corporate businesses on a wide range of commercial legal issues. Ian applies strong understanding of commercial law, contract law, intellectual property issues, trusts, taxation, GST and stamp duty, in advising clients on business operating structures, structuring of projects and commercial ventures, business transformation, business succession planning and estate planning for high net worth clients.

Ian has substantial experience in assisting clients with company start-ups, private equity raising, intellectual property protection and managed investment issues.

### Areas of Practice

- ❖ Business and corporate law, business and project structuring and agreements, disputes;
- ❖ Estate and Succession Planning and disputes;
- ❖ Agri-business; and
- ❖ Start-up advice and structuring, intellectual property, private equity and capital raising.

### Experience

Ian has a broad range of commercial law experience including:

- ❖ Business Lifecycle - start-up advice, structuring advice, asset protection strategies, co-ownership agreements, business succession strategies, family business succession, rural succession and insolvency arrangements;
- ❖ Tax - creating tax effective structures and transactions, trust structures, SMSF compliance, ATO negotiations, GST, stamp duty;
- ❖ Corporate advisory - governance, contracts, transactions, due diligence, risk mitigation;
- ❖ Business Transformation - franchising, exclusive distribution arrangements, licensing arrangements, IP protection, capital raising, governance, Corporations Act;
- ❖ Joint Venture Agreements - joint venture and shareholder agreements, property syndicates;
- ❖ Venture Start-up - capital raising, fundraising exemptions, managed investment schemes;
- ❖ Trusts - trust structures, restructuring (and tax consequences), SMSF trusts, testamentary trusts, child maintenance trusts; and
- ❖ Estate planning - wills, estate and succession planning, testamentary trusts.

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## **Business and Corporate Law**

Ian has advised and acted for a range of small, medium, rural and corporate enterprises to provide high level commercial, legal and strategic advice in a range of projects, transactions, negotiations and disputes. In particular, Ian has extensive experience in the structuring documentation and project management of complex legal transactions and restructures. Some examples of this work include:

- The restructure of a major regional civil engineering group including negotiation of debt stand still and compromise arrangements, tax effective asset restructuring and complex refinancing arrangements;
- The restructure of a Townsville based public unit trust that held substantial leisure and retail properties to comply with the Managed Investment provisions of the Corporations Act introduced in the early 2000's, including the set up and licencing of a stand alone Responsible Entity;
- Successful capital raising for that unit trust through issue of a Managed Investment Scheme product disclosure statement;
- Successful negotiation of a debt compromise and restructure agreement with a substantial transport operator obtaining unanimous agreement with over 20 creditors;
- A number of business restructures under Deeds of Company Arrangement, involving substantial businesses in the mining services, mining supplies and retail industries and also for a major property development group with a complex property portfolio;
- Numerous purchases and sales of major regional businesses in a range of industries, including businesses being purchased by listed public companies, involving industries such as mining services, mining supplies, civil engineering and technology groups, including negotiation, documentation, due diligence enquiries and asset verification and transfer;
- Drafting and advising on mining services contracts, mining services subcontracts, wet and dry plant hire arrangements, tenders, building and construction contracts, subcontractors and tenders; and
- Acting in substantial commercial property purchases and sales including residential and mixed use developments, rural properties and commercial premises.

## **Business, Venture and Project Structuring and Agreements**

Ian has acted for many start up and entrepreneurial businesses to provide strategic commercial advice on business structures, intellectual property protection, distribution and franchising arrangements and capital fund raising. Ian has a comprehensive knowledge of business structures, tax issues, intellectual property law and the Corporations Act, which enables him to provide high level strategic advice to entrepreneurial business owners in early stage development. Examples of work undertaken by Ian in this area include:

- Advising business venture start up entrepreneurs on appropriate corporate structures, intellectual property protection and "investor readiness";
- Advising on business structures and the structure of transactions to provide tax effective asset protection and risk mitigation;
- Advising mature businesses ready to expand into new regions through licencing and distribution arrangements or franchising;
- Advising franchisors and drafting franchise agreements and disclosure statements, advising on franchising code of conduct compliance and ensuring consumer law compliance;
- Advising on joint venture agreements and tax effective structures for multi-owner ventures in the aviation industry, the mining industry and for property development;
- Advising on and documenting property development syndicates;
- Advising on and documenting trust arrangements for self managed superannuation funds including bare trust arrangements and SIS compliant unit trust structures.

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## Agri-business

Ian has assisted a number of rural clients to overcome major difficulties they faced, including helping a banana grower survive the outbreak of Panama Disease on their property and helping prevent the Department of Defence from compulsorily acquiring several clients' grazing properties near High Range. Ian represents and advises rural clients on a range of issues including:

- Property transactions and land tenure issues;
- Leasing, agistment and feed-lot agreements;
- Compensation for loss or damage to farming property;
- Mining law, access agreements and compensation; and
- Agri-business value adding enterprises and joint ventures.

## Estate and Succession Planning

Ian advises and acts for clients on estate and succession planning matters including:

- Preservation of private wealth into the next (or subsequent) generations using testamentary trusts and other strategies;
- Business succession strategies including family succession, employee participation and buyout schemes and advance structuring for trade sale;
- Advising rural clients on succession strategies that address barriers to intergenerational transfer of assets taking into account the competing interests of different generations and siblings, who may have made differing contributions to the rural enterprise; and
- Estate and superannuation disputes.

## Qualifications and Memberships

- ❖ Bachelor of Laws, University of Queensland, 1986
- ❖ Graduate Diploma of Legal Practice, Queensland University of Technology, 1987
- ❖ Admitted as a Solicitor of the Supreme Court of Queensland, 1987
- ❖ Master of Business Administration, Central Queensland University, 2000
- ❖ State Board Member, The Tax Institute
- ❖ Chartered Taxation Adviser, The Tax Institute
- ❖ Townsville Regional Committee Member, Australian Institute of Company Directors
- ❖ Member, Rockwheelers Mountain Bike Club

## Interests

- ❖ Entrepreneurship, business innovation and start-up incubation
- ❖ Regional economics and development
- ❖ Mountain biking (and road biking where there is coffee involved)