



AJ&CO

Andrew
Thompson

Partner
Corporate Advisory



The best legal advice starts with understanding the business, not just the law. That's the lens I bring to every transaction.

Two careers, each sharpening the other. Andrew is not just a lawyer who understands business — he is a lawyer who has lived it.

Introduction

Before entering law, Andrew spent years as a senior consultant in Accenture's Communications and Technology practice, advising businesses on strategy and operations at the highest level.

He carried that experience into 20 years of legal practice, advising on a wide range of corporate and commercial transactions. He has developed a deep specialist expertise across a range of sectors including automotive, technology and data management, food and beverage, and agribusiness — sectors that reward practitioners who understand not just the legal framework, but the commercial realities that sit behind every transaction.

That dual background gives Andrew a perspective most lawyers simply do not have. He grasps the commercial imperative behind every matter almost instinctively, asks the questions that others miss, and moves through complexity with a confidence that comes from having operated on both sides of the advisory relationship.

Expertise

- Mergers and acquisitions
- Corporate restructuring and other off market transactions
- Capital raising, shareholding agreements and joint ventures
- Pre-litigation shareholder disputes and strategic advice
- Technology and IP – major transactions and projects
- Business transformation and ICT outsourcing
- Privacy data security and cyber security
- Commercial contracting and licensing

Experience

Recent transactions of note include:

- Advising a global automotive supply and logistics company on its \$270 million acquisition of Australia's third largest dealership group.
- Advising a global automotive supply and logistics company on its \$44 million acquisition of one of Australia's largest integrated automotive logistics providers.
- Acting for a large disability support provider (as part of a multi-disciplinary team) on its acquisition of Australia's second largest disability employment provider.
- Advising Australia's third largest automotive dealer group on numerous strategic dealership acquisitions.
- Advised a multinational industrial packaging provider on its acquisition of an Australian container cleaning and recycling business.
- Advising a global automotive supply and logistics company on an initial 40% stake in an Australian automobile data service provider.
- Advising a large aged care provider in relation to a \$20 million IT transformation project, including drafting and negotiating a complex MSA with a large multinational system integrator and providing strategic advice across the project lifecycle.
- Advising a construction company on the separation of the business into independently owned ACT and Queensland operations.
- Advising the Australian subsidiary of a multinational memorialisation and industrial technologies company in relation to the acquisition of a long-established Melbourne-based memorialisation company.
- Advising a global IT consulting firm on multiple strategic acquisitions, working with business stakeholders across multiple jurisdictions and a complex target corporate structure
- Advising a multinational automotive distribution company on its acquisition of the import and distribution business of two iconic automotive OEM brands.
- Advising a multinational dairy company on the successful sale of its Australian dairy processing and distribution business.
- Advising on the sale of shares in an Australian owned display technology company to a global broadcast and production company.
- Advising an Australian based investment office in acquiring an iconic baking and manufacturing business from its private investors.

Qualifications

- Practising lawyer since 2008
- Juris Doctor (JD) – Monash University
- Graduate Diploma of Urban and Regional Planning – Sydney University
- Bachelor of Economics (Social Sciences) – Sydney University

Memberships

- Law Institute of Victoria



Andrew Thompson

Partner

athompson@ajandco.com.au

0481 152 351

