



**AJ&CO**

**Andrew  
Johnson**

Managing Partner  
Real Estate & Commercial



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.

As Managing Partner and founder of AJ & Co, Andrew Johnson (AJ) brings more than 24 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 \$5 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

- Real estate disposals and acquisitions
- Property development and strata body corporate sales
- Funds management and securities advice
- 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:

- acting as key legal adviser for the Pelligra Group in the acquisition of Mariner's Cove site, Gold Coast;
- advising 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);
- 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, resortstyle complex featuring a golf course, clubhouse and residential facilities;
- acting and advising Clarence Property Group in relation to the acquisition of industrial Greenfields site in Heathwood, Queensland circa \$40 million;
- acting as key advisor for the introduction and sale of large industrial land in Yatala circa \$50 million to private developer/investor.

## 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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