



AJ&CO

Matthew Paul

Senior Associate
Corporate Advisory



The most satisfying part of my work is helping business owners work through the legal complexity of transactions that matter so they can move forward with confidence and clarity.

A commercially minded solicitor with more than 11 years' experience, Matthew delivers practical, straight forward legal advice that helps businesses transact with confidence.

Introduction

Matthew works with business owners, executives and investors across information technology, finance, medical and professional services – guiding them through complex commercial transactions with a focus on clarity and commercial outcomes.

He is known for his direct communication style and his ability to manage competing priorities without losing sight of what matters most to the client. Matthew takes the time to understand how each business operates, which allows him to give advice that is not just legally sound, but genuinely useful.

The breadth of his experience – from first-time business acquisitions and corporate restructures to a \$50+ million government supply contract – means he brings genuine depth to matters of any scale. Clients benefit not just from his technical knowledge, but from his ability to identify risk early and respond to it clearly.

Expertise

- Business and share sales
- Shareholders and unitholders agreements
- Loans and security documentation
- Information technology contracts, including preparation and negotiation of master services agreements and software licensing agreements.
- Terms of trade and privacy policies
- Franchising
- Distribution agreements
- Commercial leases
- Consultant and contractor agreements

Experience

Recent transactions of note include:

- Advised a telecommunications solutions provider on a \$50+ million government supply contract, including detailed negotiation of a master supply agreement with a state government agency over several months and alignment of downstream supplier agreements to ensure risk consistency and commercial protection.
- Acted for a purchaser of a dance studio in a complex transaction including an asset sale, share sale, shareholders agreement and consultancy agreement.
- Acted for the owner of a pool supply business in a sale of shares, including consultancy arrangements, vendor finance agreement and lease of property owned by a related entity.
- Prepared suite of documents for an information technology services provider, including customer agreements for cloud services, network services, and wireless communications.
- Acted for an electrical supply business in lengthy negotiations with multiple foreign manufacturers, including supply and volume discount arrangements.
- Advice to franchisees in many industries, including fitness, home care, food, and professional services.

Qualifications

- Practising law since 2014
- Graduate Diploma in Legal Practice (Practical Legal Training) College of Law
- Bachelor of Laws with Honours – University of Queensland
- Bachelor of Arts with Honours in Political Science – University of Queensland



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