



## James Lonie

### Partner

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## OVERVIEW

James is a senior partner in the Corporate group in Sydney advising on funds related matters and mergers and acquisitions. He is an experienced corporate and transactional lawyer, working in the public and private, and regulated and unregulated environments.

His focus areas are:

- Funds management including advising on the structuring, establishment, offering, and restructuring of unit trusts and other investment vehicles;
- Securities and financial services regulation including licensing, compliance, and disclosure obligations;
- Equity capital markets including advising on the documentation, and due diligence enquiries, for capital raisings such as IPOs, placements, and entitlement offers as well as on wholesale/institutional funding;
- M&A such as regulated takeover bids, schemes, capital reductions and buy-backs, and private sale and purchases of companies and businesses;
- Joint ventures and start-ups including the preparation of joint venture and shareholder agreements; and
- Advisory work on corporate governance matters and securities regulatory issues.

## PROFESSIONAL BACKGROUND

Prior to joining K&L Gates, James worked as a partner in the corporate group at a national law firm in Sydney. During this time, he focused on capital market; corporate governance; financial services advisory; funds management; and mergers and acquisitions. Early in his career, he was seconded for nine months to work as the legal assistant to the General Counsel of the Australian Securities and Investments Commission.

## ACHIEVEMENTS

- Listed in the *Best Lawyers in Australia*™

- Commercial Law, 2014-2025
- Corporate Law, 2014-2025
- Equity Capital Markets Law, 2014-2025
- Funds Management, 2014-2025
- Investment Funds, 2014-2025
- Mergers and Acquisitions Law, 2014-2025
- Listed by *Doyle's Guide* as a recommended
  - Leading Business & Commercial Lawyer – New South Wales, 2022
  - Leading Corporate Lawyer – New South Wales, 2022
  - Leading Corporate/M&A Lawyer (Small & Mid-Market Matters) – New South Wales, 2017
  - Leading Corporate/M&A Lawyer – NSW, 2012

## EDUCATION

- LLM, University of Sydney, 1994
- LLB, University of Sydney, 1987
- B.A., University of Sydney, 1987

## ADMISSIONS

- Supreme Court of New South Wales

## THOUGHT LEADERSHIP POWERED BY HUB

- 26 September 2023, BTR Series Part 10: BTR and Investment Structuring—What Do Investors Need to Know Now?
- 25 July 2023, BTR Series Part 1: The Housing Crisis—A Big Problem in Search of a Solution

## NEWS & EVENTS

- 20 November 2023, K&L Gates Advises Dimensional Fund Advisors on Launch of First ETFs on ASX
- 7 February - 16 February 2023, 2023 CPD Program—Australia
- 7 December 2022, K&L Gates Strengthens Corporate and Asset Management and Investment Funds Teams With Appointment of Three Partners

## MEDIA MENTIONS

- Quoted, Short Staffed ASIC has gone 'MIA on M&A', *Australian Financial Review*, 23 October 2023

## AREAS OF FOCUS

- Mergers and Acquisitions
- Capital Markets
- Global Financial Services Regulation
- Investment Funds
- Public Companies

## REPRESENTATIVE EXPERIENCE

- Advising a AU\$20 billion plus listed property funds manager and its satellite listed funds, on a wide variety of funds, ECM and public and private M&A transactions.
- Advising a funds and asset management company in establishing and structuring numerous wholesale trusts and on significant acquisitions (including real property (student accommodation, hotels, shopping centres and office buildings), infrastructure and forestry assets) with funds under management of over AU\$9 billion.
- Advising a life company with AU\$40 billion of assets under management on its investments and investment structures.
- Advising a listed ethical funds manager on fund and listing rule related matters and transactions.
- Advising a financial services company in relation to fund/investment structuring transactions including numerous PE style investments and capital raisings.
- Advising an investment company on numerous funds management related matters.
- Advising various companies undertaking IPO's.
- Advising on off-market bids and numerous schemes of arrangement and Takeover Panel matters.
- Advising various start-ups and joining venture parties particularly in the property and financial services industries.
- Advising trustee companies on numerous debenture trusts and security trust structures.
- Advising an investment bank in respect of a variety of TRS transactions.
- Advising an Australian catering company on an MBO that included an investment by a PE company and the acquisition of an airport franchise business division.
- Advising an Australian wine grower on a variety of M&A transactions and capital raisings.