



Will Grinter

Partner

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OVERVIEW

Will Grinter is a leading real estate lawyer and is ranked amongst *The Best Lawyers* in Australia for Real Property Law. He advises clients on all aspects of real estate transactions including real estate development, sales, acquisitions and leasing. Will has particular experience advising in connection with:

- joint venture and development structuring arrangements for major projects
- development advice including off the plan sales and owners corporation arrangements
- distressed real estate, including mortgagee and receiver sales
- health, aged care and retirement living developments
- transactions in primary production land and water entitlements
- infrastructure projects including wind and solar energy facilities
- retail, commercial, industrial and telecommunications leasing.

Will is also an experienced planning lawyer and regularly advises clients in relation to planning matters, including planning appeals in the Victorian Civil and Administrative Tribunal.

Will is valued by his clients for his ability to navigate complex transactions and achieve great commercial outcomes for clients.

PROFESSIONAL BACKGROUND

In addition to his experience in Australia, Will has worked at a major international law firm in Dubai where he was involved in many of the largest development and infrastructure projects in the Middle East.

ACHIEVEMENTS

- *Best Lawyers in Australia*, listed in Real Property Law (2018-current)

SPEAKING ENGAGEMENTS

- K&L Gates National Leasing Seminar Series (Part 1 and 2), August and October 2016
- Leo Cussen Property Law Conference – Joint Venture Agreements with Land Owners, October 2016

EDUCATION

- B.Com, Deakin University, 1998
- LL.B., Deakin University, 1998 (*Honours*)

ADMISSIONS

- Supreme Court of Victoria

THOUGHT LEADERSHIP POWERED BY HUB

- 21 July 2020, COVID-19: Retail and Commercial Leasing Matrix (*Alerts/Updates*)
- 23 June 2020, COVID-19: Retail and Commercial Leasing Matrix (*Alerts/Updates*)
- 26 May 2020, COVID-19: (Australia) Update to South Australian Act and Regulations for Commercial Leases (*Alerts/Updates*)
- 11 May 2020, COVID-19: (Australia) South Australian Act and Regulations for Commercial Leases (*Alerts/Updates*)
- 5 May 2020, COVID-19: (Australia) Victorian Regulations for Commercial Leases and Licences (*Alerts/Updates*)
- 29 April 2020, COVID-19: (Australia) NSW Regulation for Commercial Leases (*Alerts/Updates*)
- 14 April 2020, COVID-19: (Australia) National Code of Conduct – Commercial Tenancies (*Alerts/Updates*)
- 9 April 2020, COVID-19: (Australia) Top 10 Principles - National Code set to Mandate Principles for Commercial Rent Relief (*Alerts/Updates*)
- 1 April 2020, COVID-19: (Australia): PM Morrison Announces Moratorium Laws to Prevent Tenant Evictions (*Alerts/Updates*)
- 21 June 2018, Victorian Duty Reforms for Economic Entitlements – They are not Limited to Property Development Agreements (*Articles*)
- 30 January 2018, It's Settled: "Business to Business" Services May Attract the Operation of the RLA (*Alerts/Updates*)

- 11 January 2018, Melbourne Property Investor Alert: New Tax on Vacant Residential Properties (*Alerts/Updates*)
- 23 November 2017, Notify the ATO of Your Water Rights: Foreign Register of Water Entitlements is Now in Place (*Alerts/Updates*)
- 31 August 2017, A Game-Changer for Industrial and Commercial Leasing? 'Business-to-Business' Services and the 'Ultimate Consumer' Test (*Alerts/Updates*)
- 23 May 2017, Key Duty and Tax Changes for Victorian Property Purchasers: Bill Released (*Alerts/Updates*)
- 24 March 2017, Victorian Purchaser Update: Changes to Stamp Duty and First Home Owner Grant and Introduction of New Vacant Residential Property Tax for Melbourne (*Alerts/Updates*)
- 30 November 2016, Animal Industries Advisory Committee Update: Government Response Released (*Alerts/Updates*)
- 17 February 2016, Foreign Investment in Australian Residential and Agricultural Real Estate – New Fee Regime for Developers and Investors (*Alerts/Updates*)
- 28 January 2016, Paper Conveyancing in Victoria – New Verification of Identity Process (*Alerts/Updates*)

AREAS OF FOCUS

- Real Estate
- Commercial Ownership, Leasing, and Management
- Real Estate Acquisitions and Dispositions
- Real Estate Development and Construction
- Real Estate Joint Ventures

REPRESENTATIVE EXPERIENCE

- Assisting with various matters associated with a large telecommunications company's successful appeal to State Administrative Tribunal against the decision of a local Council to refuse permission to erect a mobile phone transmission tower in the municipality.
- Acting for Icon Developments in connection with the acquisition, joint venture structuring and development of a mixed townhouse, apartment and retail development in Clifton Hill, Melbourne.
- Acting for Visa Global Logistics in connection with its leasing pre-commitment for a major logistics and container handling facility at Nexus Business Park, Dandenong, Melbourne.
- Acting for Mediterranean Shipping Co in relation to the sale of a developed container storage and handling facility in Altona, Melbourne, to ANL.

- Acting for major banks including NAB, Westpac, Commonwealth Bank of Australia and Bendigo and Adelaide Bank in connection with the mortgagee sale of commercial, industrial and primary production land.
- Acting for SJC Contractors in connection with a major pre-commitment arrangement with Cleanaway Ltd in relation to major waste handling facilities in Dandenong, Melbourne.
- Advising in connection with the Innovative Care portfolio sale of aged care facilities in various Australian jurisdictions to Bupa.
- Acting for Alfred Health in connection with the redevelopment of the Caulfield residential aged care village, including advising in connection with long term Crown leasing arrangements.
- Acting for Hancock Natural Resource Group in connection with the acquisition of substantial rural land and water assets in Victoria, South Australia and New South Wales.
- Advising First Australian Farmland in connection with the acquisition and disposition of primary production land and water entitlements.
- Advised Continental Aktiengesellschaft (Continental), and its Australian subsidiaries, on the acquisition of the Wesfarmers owned Kmart Tyre and Auto Services network (KTAS) which was subject to the parties receiving approvals from the Foreign Investment Review Board (FIRB) and the Australian Competition and Consumer Commission (ACCC). This was awarded M&A Deal of the Year (\$250M to \$500M), 2019 at the 11th Annual International M&A Awards hosted by The M&A Advisor.
- Advising a major tenant in connection with proposed redevelopment and major upgrade works at Federation Square, including advising in connection with integrated development arrangements and interface issues.
- Acting for Hamton Group Pty Ltd and ISPT (in joint venture) in connection with the acquisition, joint venture structuring and development of a 3 stage mixed use development in Abbotsford, Melbourne.
- Acting for Japara Healthcare in relation to the acquisition of aged care portfolios in Victoria and South Australia.
- Acting for Vodafone Hutchison Australia Pty Ltd and Crown Castle Australia Pty Ltd in planning matters for telecommunications facilities, including planning appeals in the Victorian Civil and Administrative Tribunal.
- Acting for Hamton Group Pty Ltd in connection with the \$2 billion staged mixed use redevelopment of the Moonee Valley Racecourse, including development agreement and joint venture negotiations with Moonee Valley Racing Club and Hostplus (as joint venture development partner), advice on project master planning and development structuring arrangements, planning advice, advice in connection with the subdivision, sale and lease of mixed use components and advice on interface issues associated with ongoing racecourse activities (including "reverse amenity" impacts).
- Acting for Bensons Pty Ltd in connection with the development, subdivision and sale of a high density mixed use project in Footscray, including managing the sale of approximately 400 high density residential apartments.

- Acting for Emergent Cold in connection with national cold storage leasing arrangements including lease transactions with Costco, Inghams, Chrisco and Blenners Transport.
- Advising Wind Farm Developments Pty Ltd in connection with wind energy projects in Victoria and New South Wales, including planning appeals and litigation.
- Acting for the City of Whitehorse in connection with development arrangements with MAB Corporation in connection with a major development in Box Hill, Melbourne, including advice on partnering arrangements, preparing and negotiating development documentation and assisting with sale aspects.
- Acting for Emergent Cold in connection with disposal of a cold storage facility in Clayton, Victoria.