



## Chris Nikou

### Practice Area Leader - Corporate

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## OVERVIEW

Chris Nikou has acted for major Australian and international companies and works closely with his clients, taking the time to understand their businesses and provide them with sound guidance and advice.

Chris has acted in numerous merger and acquisition matters from detailed due diligence enquiries, asset and share sale agreements, joint ventures and contract negotiations. He also provides commercial advice on franchising and intellectual property issues and has been involved in expanding a number of Australia's best known brand names both locally and overseas. He also has considerable experience in the automotive industry having acted for numerous dealers and suppliers.

## ACHIEVEMENTS

- Listed in *The Best Lawyers in Australia*™
  - Sports Law, 2023-2024
  - Corporate Law, 2021-2024
  - Intellectual Property Law, 2017-2024
  - Private Equity Law, 2014-2024
  - Franchise Law, 2013-2024
- Listed in *The Best Lawyers in Australia*™ as 'Lawyer of the Year' for Franchising Law, 2016, 2019
- Recognised as a recommended lawyer by *The Legal 500 Asia Pacific* for Corporate and M&A in Australia, 2017-2019
- Harvard Business School course in leadership in professional service firms, 2012

## PROFESSIONAL / CIVIC ACTIVITIES

- Chairman, Football Australia

- Previous Director, Melbourne Renegades T20 Cricket

## EDUCATION

- LL.B., Monash University, 1988 (*Honours*)
- Bachelor of Economics, Monash University, 1984

## ADMISSIONS

- High Court of Australia
- Supreme Court of Victoria

## THOUGHT LEADERSHIP POWERED BY HUB

- 22 February 2024, Independent Review of Franchising Code – Final Report Released
- 1 September 2023, Another Review of Franchising Code Announced
- 14 September 2022, Franchisors Need to Register by 14 November 2022
- 4 June 2021, Changes to the Franchising Code Now Apply
- 16 February 2021, Talking Sports Law: A Conversation with Football Australia Chairman and K&L Gates Partner Chris Nikou
- 24 August 2020, Franchising Update | Parliamentary Joint Committee on Corporations and Financial Services: Main Changes from the Australian Federal Government Response
- 15 May 2018, Franchising Update - May 2018
- 8 May 2017, Franchising Update
- 24 November 2016, Franchising Update
- July 2016, Franchising Update
- 17 March 2016, Franchising Update
- 14 January 2014, Competition and Franchise Review: 2014
- 22 January 2013, On Air: 2013 Review of the Franchising Code of Conduct

## OTHER PUBLICATIONS

- "Australia" *International Franchising*, Centre for International Legal Studies, JURIS, 1st through to 8th editions, 2010-2017

- Buying out your Competitor, 2008

## NEWS & EVENTS

- 4 October 2019, K&L Gates Advises Evoqua Water Technologies on Memcor® Product Line Divestment

## AREAS OF FOCUS

- Mergers and Acquisitions
- Emerging Growth and Venture Capital
- Nonprofit Organizations
- Private Equity Transactions
- Restructuring and Insolvency

## INDUSTRIES

- Consumer Products
- Financial Services
- Fintech
- Franchising
- Private Equity
- Sports

## REPRESENTATIVE EXPERIENCE

- Acting as the lead Australian partner for Brightstar Capital Partners, L.P. on their US\$1 billion acquisition from SoftBank of 75% of the equity of Brightstar Corp., a Miami-based distributor of mobile telephones and provider of wireless industry services which involved a team of almost 60 K&L Gates lawyers globally who assisted on the diligence of Brightstar Corp.
- Lead Australian partner in advising Evoqua Water Technologies on its cross-border carve-out sale of its MEMCOR product line to DuPont Safety & Construction, including stock of Australian entity and assets located in the U.S., Canada, UK, Singapore, Australia and China.
- Representing ThyssenKrupp on its acquisition of Australian Maritime Technologies.
- Representing New York Stock Exchange listed company Wabtec in its acquisition of Trackside Intelligence and Relay Monitoring Systems.

- Acting for Drew Marine on the acquisition of Flight Data Systems across Australia, the UK and U.S.
- Acting on the sale of American and Australian technology provider Spatial Info Systems Inc to Synchronoss.
- Acting for global engineering company ABB Group on its Australian acquisitions.
- Acting for leading agribusiness Nutrien Ag Solutions in numerous JV shareholdings.
- Acting for Directed Electronics Australia Pty Ltd on its acquisition of a global aftermarket safety products and equipment supplier and related services business by way of a business sale and acquisition of three companies (in Australia, NZ and the U.S.)
- Acting on numerous acquisitions conducted by Traffic Technologies Limited including the acquisition of Aldridge Traffic Systems.
- Acting for Middendorp Electric Co Pty Ltd in its purchase of Salmon Bros Electric Pty Ltd, a Sydney-based electrical wholesale supply business.
- Advising the sellers in the share sale of Ventair Pty Ltd to Woomera Ventilation Pty Ltd (a member of the Volution Ventilation Group, based in the United Kingdom).
- Representing global agribusiness player Agrium on acquisition of Macrofertil.
- Acting for Capitol Health Limited on its AU\$70 million acquisition of Southern Radiology.
- Representing Japara Healthcare Ltd on M&A transactions including Whelan Health Care and Profke Health.
- Representing Kalari Pty Ltd (part of the Swire group) on its acquisition of facilities at Port Hedland.
- Acting in the sale of Tamar Valley Dairy to Fonterra.
- Advising United Petroleum on numerous acquisitions.
- Acting for Advent Private Equity in its acquisition of the UGM Group concerning provision of engineering services to the underground coal mining industry.
- Acting in the sale of Bulk Handling Australia to Hawksbridge Private Equity including preparation of sale agreements, shareholder agreements and subordination deeds.
- Acting on the acquisition by Werner Inc of Bailey Ladders.
- Acting for the Spotless Group in the disposal of businesses.
- Acting for NexCen Brands on its sale of Athlete's Foot master rights in Australia.
- Acting on the sale of the Pizza Haven network in New Zealand to Dominos Pizza and in Australia to Eagle Boys Pizza.
- Advising the Mitre 10 Group on its acquisition of independent hardware chains.
- Acting for the receivers of the Solar Shop group of companies.

- Advising on the restructure of the Australian Music Group.
- Representing the shareholders of Technika appliances in their 100% sale to Glen Dimplex UK .