

HOT LIST 2014

Who's on the big deals?
Who's the talk of the town?
NZ Lawyer presents an inside
look at the hottest private
practice lawyers in the
New Zealand market

Legal practice is a game of mixed fortunes. In the deal environment, every year produces a series of winners and losers as certain lawyers and firms secure the most envied roles on the top deals.

What we seek to achieve in this feature is to take the pulse of the industry and discover which lawyers are being talked about by their peers. We will be taking a close look at the roles on the NZ Government's mixed-ownership model, which has particularly dominated the deal landscape of late, and we will also identify lawyers who have come a long way in establishing a 'personal brand' for themselves. We'll also be taking a look at non-transactional areas and noteworthy achievements in community and pro bono work.

First, a cautionary note. Being included in a listing such as this is a significant achievement, but we should remind ourselves that there are

many lawyers who are worthy of accolades but for one reason or another have never received one.

So, in compiling this list of New Zealand's hottest lawyers, we do so with a level of caution and respect for those lawyers who are not on the list. No industry survey can ever be entirely comprehensive in its listing of meritorious lawyers, and we do not purport to be exhaustive in our showcase of legal talent.

The selection of lawyers for this feature was based on submissions received from firms and, for the dealmaker sections, off-record interviews in which respondents were asked to nominate lawyers they respected not only within their own firms but also at rival organisations.

The opportunity to make submissions for this feature was also advertised on the NZ Lawyer website (NZLawyermagazine.co.nz).

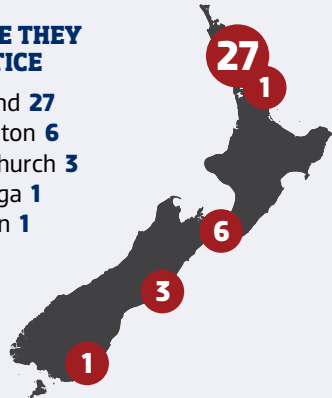
HOT LIST BREAKDOWN

FIRMS WITH MOST HOT LIST LAWYERS

RUSSELL MCVEAGH – 7 SIMPSON GRIERSON – 3
CHAPMAN TRIPP – 6 MINTER ELLISON RUDD WATTS – 3
BELL GULLY – 4 WYNN WILLIAMS – 2

WHERE THEY PRACTICE

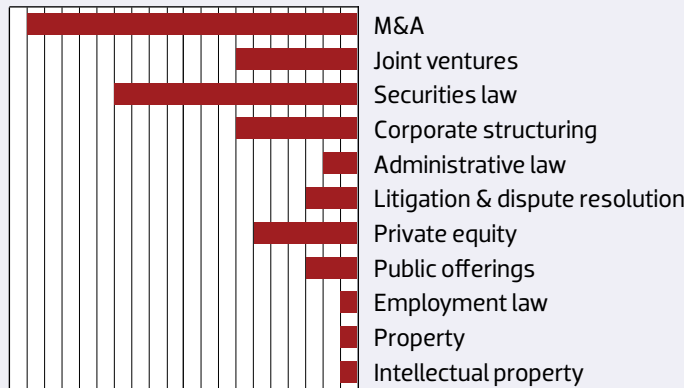
Auckland 27
Wellington 6
Christchurch 3
Tauranga 1
Dunedin 1



GENDER SPLIT



MOST COMMON AREAS OF SPECIALISATION (self-identified)



IT'S COMMERCIAL, STUPID

A familiar quality ascribed to corporate lawyers is their 'commerciality', something generally understood to be a desirable trait. We were thus intrigued when a source for this feature commented that a dealmaker was "commercial, and in a positive way".

"It's a compliment," the source said. We then asked in what context being described as commercial would not be a compliment for a corporate lawyer. It turns out that, in some circles, describing a lawyer as "commercial" is a euphemism for "not keen on technical detail" or "trampling over the finer points of a transaction".

With this in mind, we adjusted our interview methodology to eliminate any possibility of firms slipping backhanded compliments about their competitors into the mix. 'Commercial' has no ulterior meaning as used in this feature.

2014 HOT LIST

ANDREW BUTLER	RUSSELL MCVEAGH
ANDREW HARMOS	HARMOS HORTON LUSK
BRYNN GILBERTSON	BELL GULLY
BARRY BROWN	CHAPMAN TRIPP
CATHY QUINN	MINTER ELLISON RUDD WATTS
DAVE WETHERELL	MAYNE WETHERELL
GAVIN MACDONALD	BELL GULLY
GEOF SHIRTCLIFFE	CHAPMAN TRIPP
GRAEME QUIGLEY	RUSSELL MCVEAGH
GRANT DUNN	BUDDLE FINDLAY
GRANT KEMBLE	RUSSELL MCVEAGH
HAYDEN WILSON	KENSINGTON SWAN
JARED ORMSBY	WYNN WILLIAMS
JASON ROGERS	JAMES & WELLS
JEFFREY LAI	ANDERSON CREAGH LAI
JEN CRAWFORD	ANDERSON LLOYD
JEREMY JOHNSON	WYNN WILLIAMS
JOE WINDMEYER	RUSSELL MCVEAGH
JOHN STROWGER	CHAPMAN TRIPP
KATHERINE BECK	SWARBRICK BECK MACKINNON
KEVIN JAFFE	SIMPSON GRIERSON
MAI CHEN	CHEN PALMER
MARK FREEMAN	BELL GULLY
MARK STUART	MINTER ELLISON RUDD WATTS
MARTIN WISEMAN	DLA PHILLIPS FOX
MICHAEL POLLARD	SIMPSON GRIERSON
NEIL MILLAR	MINTER ELLISON RUDD WATTS
NICK WELLS	CHAPMAN TRIPP
PAT BOWLER	RUSSELL MCVEAGH
PIP GREENWOOD	RUSSELL MCVEAGH
RACHAEL BROWN	BELL GULLY
ROGER WALLIS	CHAPMAN TRIPP
SARAH SIMMERS	ANDERSON LLOYD
SIMON COLLETT	HOLLAND BECKETT
SIMON VODANOVICH	BUDDLE FINDLAY
STEPHEN LOWE	CHAPMAN TRIPP
TAMINA CUNNINGHAM-ADAMS	SIMPSON GRIERSON
TIM TUBMAN	CHAPMAN TRIPP

MIXED BLESSINGS

Lawyers who headlined the deals environment following the partial privatisation of strategic government assets

The NZ government's Mixed Ownership Model or partial privatisation of key assets has certainly given the deals environment a much-needed jolt. Four asset selldowns have either already occurred or are currently in train: energy companies Meridian, Mighty River Power and Genesis, and national carrier Air New Zealand. In this section, we acknowledge some of the firms and lawyers who played key roles in these significant deals. Please note the listing of lawyers is not exhaustive – not all lawyers on these deals were included and some appear in other sections of this feature.



Brynn Gilbertson, Bell Gully

Bell Gully picked up two of the Crown roles on the power selldowns – Mighty River Power and Meridian – and Brynn Gilbertson was involved in both deals, taking the lead adviser spot on Mighty River. One source said Gilbertson was now Bell Gully’s most prominent dealmaker: “You see him around a fair bit. He was on the selldown of Meridian and Mighty River, acting for the government; that gives him a bit of profile in my eyes.”

Another source described Gilbertson as unbelievably resilient. “He’s hard-working, a man of few words, a reputation for getting the deal done. He’s got very loyal client relationships; he’s been a long-time trusted adviser for Fletcher Building, in particular.” This includes advising Fletcher Building on its NZ\$1.3bn takeover of Australia’s Crane Group, New Zealand’s largest on-market takeover of an Australian public company.



Stephen Lowe, Chapman Tripp

Chapman Tripp’s Stephen Lowe had a leading role advising Mighty River Power on all aspects of its IPO and has also been appointed to advise the NZ Treasury on the Genesis Energy selldown.

Other examples of his recent work include advising Maui Capital on the establishment of two private equity funds and investments by those funds, and advising Goodyear & Dunlop Tyres on the sale of its New Zealand Beaurepaires business.

One quality for which Lowe has been singled out for particular praise is versatility: Lowe, well known for his expertise in private equity matters, has had to adapt to a market in which PE activity has been somewhat patchy. “If you built your entire practice around PE, you’d be in a pretty sorry state,” said one source. “Clients like Mighty River Power would have no particular visibility of [Lowe’s] PE practice, but he’s managed to retain more of that general corporate practice brand, covering both the transactional and advisory ends of the spectrum – he’s done that better than most. You’ve gotta have more than one string to your bow in this market, that’s for sure.” However, there is also a view that PE activity is on the mend in 2014, so maybe the wheel will turn for our long-suffering PE specialists.



Tim Tubman, Chapman Tripp

Like Lowe, Tim Tubman is another member of that elite group of dealmakers who have managed to secure leading roles on more than one selldown. In the case of Tubman, those roles were advising the New Zealand government on the sale – by way of an institutional and retail bookbuild – of a 20% stake in Air New Zealand for NZ\$365m, and also playing a lead adviser role on the Mighty River Power IPO for MRP. Outside of

the government selldowns, Tubman co-heads Chapman Tripp’s China Desk, advising Chinese and international clients on investment matters, including obtaining Overseas Investment Office approvals. He is also a board member of the New Zealand Private Equity and Venture Capital Association.



Barry Brown, Chapman Tripp

It’s been another busy year for Chapman Tripp M&A veteran Barry Brown, who played a leading role in advising the Crown on the Air NZ selldown.

Other landmark deals include advising Foodstuffs Wellington on its merger with Foodstuffs Auckland to form New Zealand’s largest retail grocery operation. Brown, a former chairman of the Chapman Tripp board and a former managing partner of its Wellington office, is a member of the Auditor Regulation Advisory Group of the New Zealand Institute of Chartered Accountants and a former member of the New Zealand Stock Exchange’s Market Surveillance Panel.



Mark Freeman, Bell Gully

Mark Freeman is described as Bell Gully’s senior statesman in Wellington and was the firm’s lead lawyer advising the Crown on the Meridian selldown. “He’s a guy who gets the deal done, calls a spade a spade,” said one source.

It is interesting to observe the way Bell Gully dealmakers are described. Gavin Macdonald, featured later in this list, is described as a lawyer who “doesn’t do much talking about stuff he doesn’t need to, but is very effective”. Brynn Gilbertson is described as “hard-working, a man of few words, a reputation for getting the deal done”. It should come as no surprise, then, to hear that Freeman is “plain speaking, no nonsense, laconic, with long-standing loyal client relationships”. Should we conclude that Bell Gully’s corporate team are not given to flowery speech and verbosity? The perception was not dispelled when we put the question to chairman Roger Partridge, himself a straight shooter. “It’s good to have a house style,” he affirmed.

Graeme Quigley, Russell McVeagh

Along with Pip Greenwood, who appears later in this list, Graeme Quigley was cited by rival firms as one of Russell McVeagh’s top dealmakers, and his profile has been enhanced by his presence on some significant deals, the most recent of which is his leading role for Genesis on that entity’s selldown. One source described Quigley’s strength as his “technical ability”, but another thought the “trusted adviser” tag was the most apt description here. “He would be seen in NZ as one of those people that the large corporates know as a trusted adviser, pulling in extremely complex deals and doing the hard yards,” the source said. “He has enormous energy levels and is seen as a person with huge integrity.” Quigley also had a leading role advising Fonterra on its corporate restructure and Trading Among Farmers program.



Joe Windmeyer, Russell McVeagh

Joe Windmeyer is another Russell McVeagh lawyer who will be appearing on the Genesis selldown. That particular IPO, however, will be far from the only significant equity deal on Windmeyer’s CV: he was also one of a collective of Russell McVeagh lawyers who took lead roles in advising Fonterra on the highly complex collection of deals related to the Trading Among Farmers program. That NZ\$8.9bn

deal – which involved the simultaneous launch of a new securities market, the Fonterra Shareholders’ Market, and the initial public offer of securities in a new fund, the Fonterra Shareholders’ Fund – was regarded by many as the standout equity deal of 2012. This certainly didn’t do Windmeyer’s reputation any harm. “He’s scarily smart – he will be down every rabbit hole and know every issue; he’s a safe pair of hands,” said one source.

THE LAWYER BRANDS

The pros so synonymous with big deals in their firms that they've become powerful personal brands in their own right

It's a tough life running the marketing function of a top-flight corporate law firm. In theory at least the firm is a team; a collective in which the effort and kudos are shared in equal measure among the partners. The reality, however, can be somewhat different – every firm has a heavyweight dealmaker who is synonymous with that firm and seems to appear on all the significant deals. We asked the firms to nominate who they thought were the heavyweights at their competitors, and there was a notable consistency in the names that were proffered. Here's what they had to say.



Cathy Quinn, Minter Ellison Rudd Watts

Minter's Cathy Quinn has built an extensive reputation as a top dealmaker, according to firms. "She's seen as a person who gets deals done; she's very pragmatic. She's very good at getting herself on deals, very aggressive. She seems to do a good job for clients and they seem to rate her very highly," said one source. Another described Quinn as "very client centric, very much dives into what the client is after from a

transaction or a negotiation and is tenacious". They said: "It's a small market and sometimes in New Zealand lawyers have their eye on the next deal and the next client, but Cathy is absolutely devoted to what the client wants from their transaction."

Another source wanted to know why Quinn hadn't moved to a "top" firm, although they acknowledged that her current location made sense. "She's the big fish in that pond and very well regarded for it," they said. "There's only so much room for the deal-doers and only so many deals without getting conflicted. She's a fantastic person in the right place to do that as they don't have so many conflicts [at Minter]."

Quinn is also the firm's chair and, with managing partner Mark Weenink and their team, has overseen notable growth in revenues of over 30% in four years. Minter is now focusing on organic growth, after its previous strategy of lateral hires.



Gavin Macdonald, Bell Gully

Bell Gully was described as having a "very good suite" of dealmakers, including Gavin Macdonald, James Gibson, Brynn Gilbertson and Haydn Wong. "It depends on the flavour

you like, but the senior partner is Gavin. He's very commercial and a very good deal lawyer to work with. James is seen as a younger version of Gavin," said one rival. Another source said Macdonald didn't need to do any schmoozing with clients to bring in work. "He doesn't do much talking about stuff he doesn't need to, but he's very effective," they said. Indeed, Macdonald is known for the longevity of his client relationships. Several firms commented on his long relationship with Rank Group, approaching its 25th year, and with Air NZ, which Macdonald advised on its recent partial selldown.



Mai Chen, Chen Palmer

Best-selling legal author and Auckland University lecturer Mai Chen has been a growing voice on public radio and writes a column in a major newspaper. Her work has continued to be ground

breaking, advising big corporates and quasi-public sector organisations from her boutique firm. Her clients range from Origin Energy to the NZ Racing Industry Board.



John Strowger, Chapman Tripp

Unsurprisingly, several firms named M&A veteran John Strowger as a leading adviser. "He delivers commercial answers and thinks like a business person. That's his standout feature," said one source.

Strowger is one of the lead lawyers who will advise the Crown on the Genesis selldown. Other recent deals include advising Fisher Funds on its successful acquisition of Tower Investments for NZ\$79m.



Pip Greenwood, Russell McVeagh

Rival firms were generous in their praise of Russell McVeagh's Pip Greenwood. "Pip's the big brand there – we would rate her above everyone else at Russell McVeagh," said one source. Another source said that Greenwood was known for her "fearless, forthright style" and also

her organisational ability. "She's not only a great lawyer but she also has an excellent project management style in terms of pulling things together – she knows what matters and what doesn't," said another source. "She's very good at cutting the crap and getting to the heart of the matter."



Jeremy Johnson, Wynn Williams

Johnson received the Cleary Prize in 2009 for New Zealand's most promising young legal practitioner, and hasn't disappointed. Back then, he had just become the youngest counsel to appear before the Supreme Court in 2008, and since then he has grown to become an accomplished

litigator specialising in commercial, equity and trust law.

Johnson continues to be regularly published in leading journals and is a member of the Legislation Advisory Committee, which reviews proposed legislation for the Attorney-General and Parliament.



Simon Vodanovich, Buddle Findlay

Buddle Findlay senior corporate partner Simon Vodanovich was cited by rivals as a respected name in the dealmaking world. "His name does come up, and considering that he's at a second-tier firm, those people have to do quite well to get noticed in those firms. He seems to be another guy who is good at getting deals done," said one source. Without seeking to buy into the perennial debate about the demarcation of top tier and second tier, the source seems to have made

a fair point in that a lawyer outside the traditional 'three' would have to work just a little bit harder to establish themselves.

Recent deals for Vodanovich include acting for Olam on the selldown of its stake in Open Country Dairy, acting for Infratil on the acquisition of its stake in Metlifecare and the Z Energy IPO, and acting for the joint lead managers of the Meridian Energy IPO.



Kevin Jaffe, Simpson Grierson

Simpson Grierson chairman Kevin Jaffe's recent work includes the Solid Energy restructuring and Hirepool's purchase of Hirequip. Like many lawyers, Jaffe is seeing some positive trends

emerging in the deal environment. "The talk in NZ is that the market generally is picking up ... there was a lot more transaction activity last year, which is great," he said. "Also, some of the deals that were done some time ago through the funds are now needing to be reshaped, so that brings some activity in itself."



Kathryn Beck, Swarbrick Beck Mackinnon

Kathryn Beck has had an interesting run of activity. The Swarbrick Beck Mackinnon partner has advised in a number of leading cases, facilitating a range of high-level union-

employer relationships. Beck is also a vice president of the NZ Law Society, taking a leading role in the evolving legal framework, both currently in her vice presidency and previously as a convener of the NZLS Employment Law Committee.



Martin Wiseman, DLA Phillips Fox

When retail giant Foodstuffs, franchiser of PAK'nSAVE and other well-known grocery brands, went shopping for a dealmaker last year, they chose DLA Phillips Fox chairman Martin Wiseman.

Wiseman, who has acted for the Foodstuffs entities for many years, was lead adviser to the merger parties on a deal that saw Foodstuffs Wellington – an industrial and provident society – and Foodstuffs Auckland, a company, create a merged cooperative with annual revenues of greater than NZ\$6bn.

LANDMARK ACHIEVEMENTS

Lawyers who have recently enjoyed notable and defining moments in their careers

In this section, we pay tribute to the lawyers who have particular reasons to remember 2014 as a key point in their professional careers. The reasons may be obvious – for example, a significant anniversary – or more subtle, such as a coming of age in the eyes of the market; a sudden purple patch on the deals front; or overcoming a hurdle to success.



Dave Wetherell, Mayne Wetherell

In April, one of Auckland’s more unique firms will celebrate its 10th birthday. Yes, it’s been 10 years since ex-Russell McVeagh partners Dave Wetherell and Laurie Mayne broke away to form boutique corporate and finance practice Mayne Wetherell. Key clients on the corporate side include private equity firm TPG and the Masthead group, and in banking and finance the firm is known for its relationship with Fonterra, for whom it performs all finance work. Other major clients include Transpower, Auckland Airport,

Auckland Council, the four local banks, and many global institutions and investment banks.

Wetherell said striking out on your own requires some mettle. “Assuming you’re leaving one of the large firms, the key issue in determining whether to establish a boutique firm is to try and truly work out whether a practice is personal or institutional,” he said. “That’s what keeps you awake at night. It worked out very well for us because we had the support from day one of some very strong global and local clients, which gave us a solid base to grow from.”

Will we see more boutiques entering the market? “Looking at the demographic of the present partner universe in the top five firms or so – and the style of younger partner that seems to be being made up – while a boutique tax practice is possible, in terms of finance and/or corporate it’s probably run its course for now,” said Wetherell. “You might continue to see a few older guys putting a shingle up, but that is a very different proposition to establishing a new firm with longevity in mind, so I don’t think you’re going to see a flood of new credible boutiques emerging in the short to medium term.”

Wetherell acknowledges that the traditional full-service model is under pressure, but adds that this is reflective of the challenges facing the legal market generally, particularly the top end. “I don’t think full service versus boutique is the real issue; there will always be room for both. Rather, the issue is how firms respond to the apparently shrinking pool of top-end work and the cost pressures associated with that,” he says. “Culture, not size, is the key determinant, but the beauty of a boutique, as against full service, is it permits flexibility and innovation and presents the ability to break down the silo mentality evident in full-service offerings. Put it this way, I’m glad I am where I am.”

Wetherell is included in this section as a nod to the collective achievements of the firm over the past decade. However, Wetherell the dealmaker has also been busy. His recent work includes advising TPG on the New Zealand aspects of the purchase of Australia’s biggest poultry producer, Ingham Enterprises, for about A\$880m, and advising Fonterra on its five-year NZ\$250m “dim sum” bond issue.



Grant Kemble, Russell McVeagh

Grant Kemble recently returned to Russell McVeagh following a stint overseas with his family. CEO Gary McDiarmid says Kemble is definitely on his way back. “In revenue terms he’s

getting up to be one of the high performers here again, which says a great deal for someone who came back with nothing.” However, it is not simply a case of dusting off the Rolodex – Kemble is determined not to take the easier path of “fishing back in the same pond”, and has set himself the task of attracting new work from new clients. “He’s doing lots of deals around the place, but they tend to be the ones that aren’t well known, so he’s carving his way back up again,” said McDiarmid. An example of Kemble’s recent work includes advising the Bathurst Resources group last year on its redomiciliation in New Zealand, and full listing on the NZX Main Board, and on its subsequent institutional placement and share purchase plan.



Roger Wallis, Chapman Tripp

Roger Wallis is described as the young gun of Chapman Tripp’s corporate offering; the rising star who has come into his own in recent years. “Historically, Roger has worked with John [Strowger] as a senior associate – Roger was, back in the old days, the walking encyclopaedia on NZ companies and securities law and a superb

technical lawyer, maybe not senior enough to develop a broader commercial reputation,” said one source. But things have clearly moved on since then, with Wallis being cited as a prominent dealmaker by many rivals.

Recent deals for Wallis include advising Metlifecare on its ASX listing, NZ\$80m institutional placement and share purchase plan, and advising EBOS on its \$239m placement and rights issue in conjunction with its transformative acquisition of Symbion for \$1.1bn. Incidentally, the EBOS deal was led by another of Chapman Tripp’s well-regarded dealmakers, Christchurch-based Alister McDonald.

Jeffrey Lai, Anderson Creagh Lai

Jeffrey Lai has been a busy man. The Auckland lawyer recently advised Triodent Holdings and its major shareholder on the landmark sale of dental matrix business Dentsply International, a US multinational listed on the NASDAQ.

For Lai, the deal complements a strong technology sector focus, particularly in major technology project development, IT services outsourcing, software commercialisation, and data migration.

Lai is a founding partner and managing director of Auckland firm Anderson Creagh Lai, which advises on corporate structuring and domestic and international business expansion, among other areas.



Sarah Simmers, Anderson Lloyd

Sarah Simmers, who heads up the commercial team at Anderson Lloyd, is another dealmaker whose career has gone from strength to strength on the back of some highly noteworthy deals. Last year, she acted for Combined Rural Traders Society on its merger with Farmlands Trading Society, which involved entities with combined historic revenues of NZ\$2bn per annum and created a nationwide co-op with 54,000 members. Simmers also acted for Skeggs

Group on its sale of Pacific Shipping to Swire, a transaction that closed in February, and also acted for Farmlands Co-operative on its purchase of the NRM animal feeds business for an undisclosed sum. Simmers is also a guest lecturer for the University of Otago’s advanced company law and banking law classes.



Jason Rogers, James & Wells

Jason Rogers is somewhat unique among lawyers for having a scientific background, in addition to considerable legal experience. The

Auckland-based lawyer has shown this can be a lethal combination and has advised on some exciting clients. Rogers specialises in biotechnology and related fields and heads up James & Wells’ Life Sciences Group. He is also a partner at James & Wells Patent and Trademark Attorneys. As a true legal renaissance man, Rogers’ technology work has been coupled with 17 years of advising clients on IP. In 2014, more complex questions of infringement and patentability will be thrown his way.



Geof Shirtcliffe, Chapman Tripp

There’s a peculiar art to catching the big deals in Wellington. “The big deals only come along in that market about once every two years, and you can’t get them all, but you hope like heck you get them because they make a big difference to your practice if you do,” explained one source.

This brings us to Shirtcliffe and his role on one of last year’s major transactions out of Wellington: acting for Infratil, the New Zealand Superannuation Fund and Z Energy on the latter’s NZ\$840m listing on the NZX and the ASX. The Z Energy IPO was New Zealand’s largest listing since Mighty River’s raising in May 2013, another deal in which Chapman Tripp was adviser to the issuer. Shirtcliffe is also a lead adviser to the Crown on the Genesis selldown.



Hayden Wilson, Kensington Swan

Aside from heading up the Government and Regulatory practice at Kensington Swan’s Wellington office, Hayden Wilson manages to find time to act as the honorary solicitor for the New Zealand University Students’ Association and the Otago University Students’ Association. He is also commissioner of American football in Wellington.

Wilson has appeared in the Court of Appeal, the High Court, and in various other courts and tribunals, including acting for Nga Hapu in proceedings brought by members of the iwi, successfully defending a challenge to the Crown’s decision to recognise Nga Hapu’s mandate to negotiate on behalf of its members.



Jared Ormsby, Wynn Williams

The Canterbury earthquakes have certainly left their scars on the community, with none more symbolic than the continuing dispute over the future of the historic Christchurch Cathedral.

Jared Ormsby, who is an adviser to the Canterbury Earthquake Recovery Authority, has played a pivotal role in this litigation, acting for the Anglican Church in the Court of Appeal and High Court in relation to the deconstruction of Christchurch Cathedral, and successfully opposing leave before the Supreme Court. This case successfully determined that the Anglican Church was entitled to deconstruct the iconic Christchurch Cathedral and build a new cathedral in its stead.

It’s a divisive issue, but without doubt one of the most significant matters of national importance to come before the courts in recent times. It continues a string of high-profile cases for Ormsby, who is also Wynn Williams’ executive chairman.



Mark Stuart, Minter Ellison Rudd Watts

Minter’s head of corporate in Auckland, Mark Stuart, is known for his ability to keep a cool head under pressure. “People say that he’s unflappable; there’s been some high-tension deals lately where people have got fairly excited and

he’s managed to bring the whole thing together and keep everybody calm,” said one source.

While all of the lawyers featured in this section could be said to be on a roll, in Stuart’s case that might apply literally, with one of his recent deals being advising Tourism Holdings Limited on the merger of its campervan business with United Campervans and KEA Campers, a transformational deal for the industry. Stuart also advised Affinity Equity Partners on the acquisition of Tegel Foods, working in conjunction with Minter Ellison Sydney. The deal was Affinity’s first New Zealand transaction.



Neil Millar, Minter Ellison Rudd Watts

Neil Millar is an interesting example of a dealmaker who has prospered following a change of firms. Previously at Kensington Swan, Millar has managed to double the size of his practice since his recent move to Minter. “He’s an excellent business accumulator who loves getting deals

done – he is just prolific,” said one source. “His clients love him; he’s a very garrulous Scotsman with a deep emotional tie with clients.”

Millar’s private equity clients include Advent Capital, Champ and New Zealand Equity Partners, and he recently assisted Equity Partners in acquiring Amalgamated Hardware Merchants.



Michael Pollard, Simpson Grierson

Simpson Grierson’s head of corporate and commercial has had another productive year, capped by a role advising China’s Bright Dairy & Food Company on the NZ\$120m IPO of Synlait Milk.

“He’s a very dynamic dealmaker – hungry and really solution-focused; very keen to find ways to get through problems. He’s just a very effective and energetic dealmaker,” said one source.

Other significant recent deals for Pollard include advising Craigs Investment Partners, First NZ Capital, Forsyth Barr, and Macquarie Capital on the \$155m block trade of Quadrant Private.



Grant Dunn, Buddle Findlay

Grant Dunn has had an interesting run of late, with deals ranging from vineyards to plantation forests to kiwifruit post-harvest operators – perhaps an indicator of the kinds of assets and

deals that will only grow in prominence as the agribusiness sector heats up.

Recent deals for Dunn include advising Canadian pension fund PSP Investments on its acquisition of a 30% stake in the Kaingaroa forest (New Zealand’s largest forest) and partnership arrangements with Guardians of New Zealand Superannuation and Harvard University. He advised the Mud House Wine Group on the sale of its wine brands and other assets to Accolade Wines and the sale of 400 hectares of vineyards to CK Life Sciences. He also advised rural supply cooperative Farmlands Trading Society on its merger with CRT to form one of New Zealand’s largest cooperatives (54,000 shareholders), and kiwifruit post-harvest operators Aerocool and Apata on their merger.



Pat Bowler, Russell McVeagh

He may have recently moved into a consultant role, but there’s no doubt that Wellington-based Pat Bowler continues to have a significant profile in the market. He’s a veteran of some transformative deals over the past decade, including the formation of Fonterra in 2001 and the rejuvenation of the New Zealand rail industry in 2011; more recently he has been a key adviser to the Canterbury Earthquake Recovery Authority on its response to the serious quake damage in Christchurch. This was innovative work in a tight timeframe that required the development of a legal framework for insurance coverage of damaged residential properties in the Christchurch Red Zone.

PILLARS OF THE COMMUNITY

Recognising lawyers who made significant contributions to good causes

Thousands of hours are donated every year by New Zealand lawyers to good causes: from heritage conservation to community legal advice to the celebration of diversity. These lawyers get involved in such work because of a personal engagement with their cause. They're not out to seek publicity, but just this once we're going to put some of them in the spotlight and recognise their efforts.



Andrew Harnos, Harnos Horton Lusk

Who says art and lawyers can't mix? As a trustee of the Arts Foundation of New Zealand, businessman and philanthropist Andrew Harnos has made a significant contribution to the New Zealand art landscape and also sits as a trustee of the McCahon House Trust. The initiative was established to restore and preserve Colin McCahon's house in French Bay, Auckland, and establish a residency for artists in his honour. Harnos also continues to stand out as a legal entrepreneur. He is the founding director of specialist corporate/commercial firm Harnos Horton Lusk. Despite this, he has been no stranger to corporate structures – he was appointed a director of NZX in 2002 and is a director of ASX-listed Westfield Retail Trust. Harnos is also fund manager at investment companies Elevation Capital Management Ltd and Pascaro Investments Ltd.

Simon Collett, Holland Beckett

Simon Collett is no stranger to community causes. The Tauranga lawyer acts as a board member at the Bay of Plenty Cricket Association Inc and is a member of the YMCA's National Board (sitting in Wellington). As if this wasn't enough devotion to charitable initiatives, the partner at Holland Beckett is also trustee of a number of other charity-related organisations and an associate member of the Institute of Logistics and Transport in New Zealand. Collett specialises in property and trusts, with an emphasis on mortgagee sales, residential and retirement developments, rental property portfolios and Public Works Act matters.



Rachael Brown, Bell Gully

Wellington-based Bell Gully partner Rachael Brown is currently responsible for arranging secondments of the firm's junior lawyers to community law centres in Wellington and Hutt Valley, the objective being to provide a solicitor to assist for one day each week on a pro bono basis. Brown herself is described as a "prolific" pro bono practitioner with a number of clients, including home healthcare and support provider Access Homehealth. "As a charitable organisation faced with litigation ... we were potentially incurring costs that could have limited our ongoing charitable activities throughout New Zealand. [Bell Gully's] assistance in meeting the costs of these legal fees has been a substantial assistance to our organisation," said Access CEO Graeme Titcombe.



Nick Wells, Chapman Tripp

Building relationships with Maori communities has been a particular focal point for New Zealand firms in a CSR context. One example of a dedicated practitioner in this space is Chapman Tripp's Nick Wells, who leads the firm's Maori Services Group, Te Waka Ture. Wells was a member of the Treaty Team for Ngati Whatua Orakei and he assists a number of community organisations, including the Te Potiki National Trust, the Sir Hugh Kawharu Foundation, the Sir Peter Blake Trust and the First Foundation. His recent pro bono work includes Structuring and Treaty Settlement arrangements for the Parahirahi Trust as the owners of the Ngawha hot springs, and advising the Motu Kokako Ahu Whenua Trust on a high-profile dispute with tourism operators about access rights to the Hole in the Rock.



Jen Crawford, Anderson Lloyd

The Christchurch rebuild has been a matter close to the hearts of not only locals but also the nation at large. It is therefore with some pleasure that we are able to acknowledge Anderson Lloyd partner Jen Crawford and her work on the restoration of the Arts Centre of Christchurch. This project, believed to be the largest heritage project currently being undertaken in the world, involves an NZ\$290m, seven-year post-earthquake program to restore a cluster of heritage buildings and rebuild the city's cultural heart. Crawford is chair of the Arts Centre of Christchurch Trust Board, giving her time on a pro bono basis. "Jen is absolutely devoted to the Christchurch Arts Centre, and she lives and breathes its restoration," said Nicky Wagner, MP for Christchurch Central. "I am impressed by her enthusiasm and the enormous amount of time and energy she has put into ensuring that the Arts Centre will be fully restored with a sustainable operating model for the future. It is quite an achievement."

Tamina Cunningham-Adams, Simpson Grierson

The Auckland Pride Festival Trust is a non-profit organisation supporting the Rainbow (LGBTIQ) Community, and some of its activities include coordinating the Auckland Pride Parade and festival events in the broader context of building relationships and improving the lives of all Aucklanders, but specifically those connected to LGBTIQ communities. Tamina Cunningham-Adams, a banking and finance litigation associate, approached the Simpson Grierson board with a proposal to provide pro bono support to the Trust, a proposal that was endorsed with enthusiasm by the board. Simpson Grierson is sponsoring the Auckland Pride Festival for the first time this year. We were particularly impressed by a glowing reference supplied by David Coltman, co-chair of the Auckland Pride Festival Trust. "The guidance and support of Tamina has meant that we have been able to protect the interests of funders, our community and those volunteers who have contributed to bringing the celebration of our diversity back to the streets of Auckland," he wrote.



Andrew Butler, Russell McVeagh

Andrew Butler, as convener of the New Zealand Law Society's Human Rights and Privacy Committee, has dedicated his time to fostering the broader national dialogue on human rights, devoting many hours to the review of proposed legislation and government policy papers from a human rights perspective. However, this is far from the full extent of Butler's pro bono activities; other examples include managing his firm's long-standing relationship with the Wellington Community Law Centre, and assisting the trans-Tasman charity So They Can in registering as a charitable institution.

