

# Agribusiness

Capability Statement

**HILLHOUSE**  
legal partners



simply strategic

# Agribusiness Capability

Our experienced team take the time to get to know you and your business so that we can provide tailored advice to suit your circumstances.

We understand that life and business is different in the bush and that those in the agribusiness sector face unique challenges.

We have seen this first-hand through visits to a variety of rural operations throughout Queensland, including in the Western Downs, Central Queensland and Gulf Country regions. Although we are based in Brisbane, our team regularly takes the opportunity to visit our rural and regional clients as often as possible.

## We have strong networks

Our clients benefit from our strong networks in the agribusiness and banking industries. We have developed extensive relationships with other key professionals – both in Brisbane and throughout Queensland – including stock and station agents, accountants, agronomists, valuers, bank managers and others who share our interest in the issues and opportunities facing Australian agriculture.

## We provide specialist business support

Our emphasis on spending time getting to know you, gaining a full understanding of your agribusiness, and developing a strong personal relationship with you, allows us to provide solutions, legal strategies and advice that meets your specific needs.

## We have vast experience across all practice areas

We have proven experience in agribusiness and our firm boasts 30 years' experience across many business sectors. As a client of Hillhouse Legal Partners, you have access to a highly experienced team of lawyers across a variety of practice areas including commercial, property and estate planning.

# Expertise

## TRANSACTIONAL

Sale and purchase of agribusinesses – from small scale mixed cropping/grazing enterprises through to going concern Gulf Country cattle stations

Sale and purchase of water rights

Sale and purchase of livestock

## ADVISORY

Compensation and land access for resource activities – including acting for landholders in the negotiation of conduct and compensation agreements with resource companies relating to CSG exploration and production

Water rights and licencing – including water/bore sharing agreements

Share farming and leasing

Agistment of livestock

Employment & HR – including employment agreements, acquisition & termination, discipline issues

Workplace Health & Safety – including responding to investigations by Workplace Health & Safety Queensland and WorkCover

Farm business debt mediation

Livestock & equipment financing and leasing

Personal Property Securities Act

Debt recovery

Vegetation management and tree clearing issues

Succession and estate planning – particularly in the context of multi-generational family agribusinesses with a mixture of family members who are on and off farm

Compulsory acquisitions and resumptions

Land tenure conversation – i.e. converting leasehold to freehold

# Our Experience

Our team understands the commercial realities of operating agribusinesses. We provide practical, commercial and tailored legal solutions to meet client requirements.

*Several years ago, we were recommended Hillhouse Legal Partners by another of our professional advisors. After that first experience, Hillhouse Legal Partners 'sold' us with their professionalism, knowledge, diligence and efficiency. Michael Morris and the Hillhouse team have since continued to provide us with valuable, thorough and straightforward advice and representation for our property purchases, contractual documentation, HR matters and ultimately any aspect of our cattle and property enterprise that we require. We, too, would recommend Michael and Hillhouse Legal Partners to others in our industry and to anyone seeking proficient and caring legal representatives.*

*Rex & Penny McClymont  
Bolwarra Station, Chillagoe*

*We have been clients of Hillhouse Legal Partners since 2014. During that time Hillhouse has assisted us with a range of matters that have arisen in the operation of our stud cattle and grazing enterprise - estate planning advice, HR advice, the purchase of our main grazing property, negotiation of an agreement with a solar farm company and negotiation of a conduct and compensation agreement for CSG exploration. Michael Morris in particular has demonstrated an eagerness to ensure he has a solid understanding of our operation and how things work in the bush, which has translated into advice that is practical and can be applied in the real world. The easy to approach team at Hillhouse has been able to meet all of our legal needs and we look forward to working with them well into the future.*

*Sam & Jane Barton  
Huntly Droughtmasters, Comet*

## Key Contacts



**Zac Herps**  
Managing Director

0407 437 484  
zac@hillhouse.com.au



**Craig Hong**  
Director

0433 942 361  
craig@hillhouse.com.au



**Michael Morris**  
Senior Associate

0402 735 943  
michael@hillhouse.com.au

## Our Solutions

While we offer expert legal services in agribusiness, Hillhouse can also provide strategic practical advice across all legal specialities:

### Corporate

- ◆ Corporate and Commercial
- ◆ Debt Recovery, Insolvency and Restructuring
- ◆ Employment and Industrial Relations
- ◆ Intellectual Property and Technology
- ◆ Litigation and Dispute Resolution
- ◆ Property and Projects

### Sectors

- ◆ Agribusiness
- ◆ Building and Construction
- ◆ Government
- ◆ Health and Medical
- ◆ Hotels, Accommodation and Resorts
- ◆ Mining, Energy and Resources
- ◆ Retirement and Aged Care
- ◆ Technology and Startups

### Private

We are trusted to provide a range of personal legal services for individuals and families, often across generations. We are able to assist you with the following personal legal services:

- ◆ Conveyancing
- ◆ Family Law
- ◆ Wills, Estates and Trusts

# Why Hillhouse:

## Expert

Team capability with over 30 years' experience in practice areas that relate to agribusiness such as commercial law, property law and estate planning, allowing us to set an effective and efficient pathway to meet your objectives

## Engaged

Client-focused partnership approach with direct senior level lawyer client liaison and frequent open communication about progress, delivered wherever and whenever needed to fit in with busy client schedules and availability outside of office hours

## Commercial

Focused on your business objectives, efficient solutions and commercial expectations

## Specialist services

Full range of legal services for the full agribusiness lifecycle from buying, operating, selling and retiring

## Responsive

Responsive to the needs of agribusiness operators

## Transparent

Working to agreed strategy with cost transparency and flexible fee options all within budget

See how we can assist you with the most efficient and effective legal solution. Contact us at 07 3220 1144 or [email@hillhouse.com.au](mailto:email@hillhouse.com.au) for an obligation free consultation and appraisal. As your legal partners, Hillhouse provides a diverse range of legal services delivered in a flexible way.

We understand our clients need legal support to suit their varied routine and locations. We always engage as needed, whether that be a meeting at your location or ours, via phone, email or video conferencing.

To see how we can meet your varying and changing needs, please review our full service offer at [www.hillhouse.com.au](http://www.hillhouse.com.au).

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t 07 3220 1144 f 07 3220 3434 e [email@hillhouse.com.au](mailto:email@hillhouse.com.au) a Level 7, 102 Adelaide St, Brisbane Qld 4000  
p GPO Box 1709, Brisbane Qld 4001 w [hillhouse.com.au](http://hillhouse.com.au) ♦ Hillhouse Legal Partners Pty Ltd ACN 130 888 881

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