

We work in partnership with you to develop a long-term and productive working relationship that is built on mutual trust and respect. Clients come to us because of our reputation; they stay because of the experience.

#### Finlaysons' Practice Areas

##### Industry Areas

- Agribusiness
- Banking and Finance
- Defence
- Education and Research
- Energy
- Family Business & Private Wealth Management
- Health
- Insurance
- Property and Development
- Resources
- Wine

##### Specialty Areas

- China
- Corporate
- Environment, Climate Change and Planning
- Intellectual Property
- Planning
- Risk and Dispute Management
- Tax and Revenue
- Wills, Estates and Succession Planning
- Workplace Relations, Management and Safety

#### Finlaysons

##### Adelaide

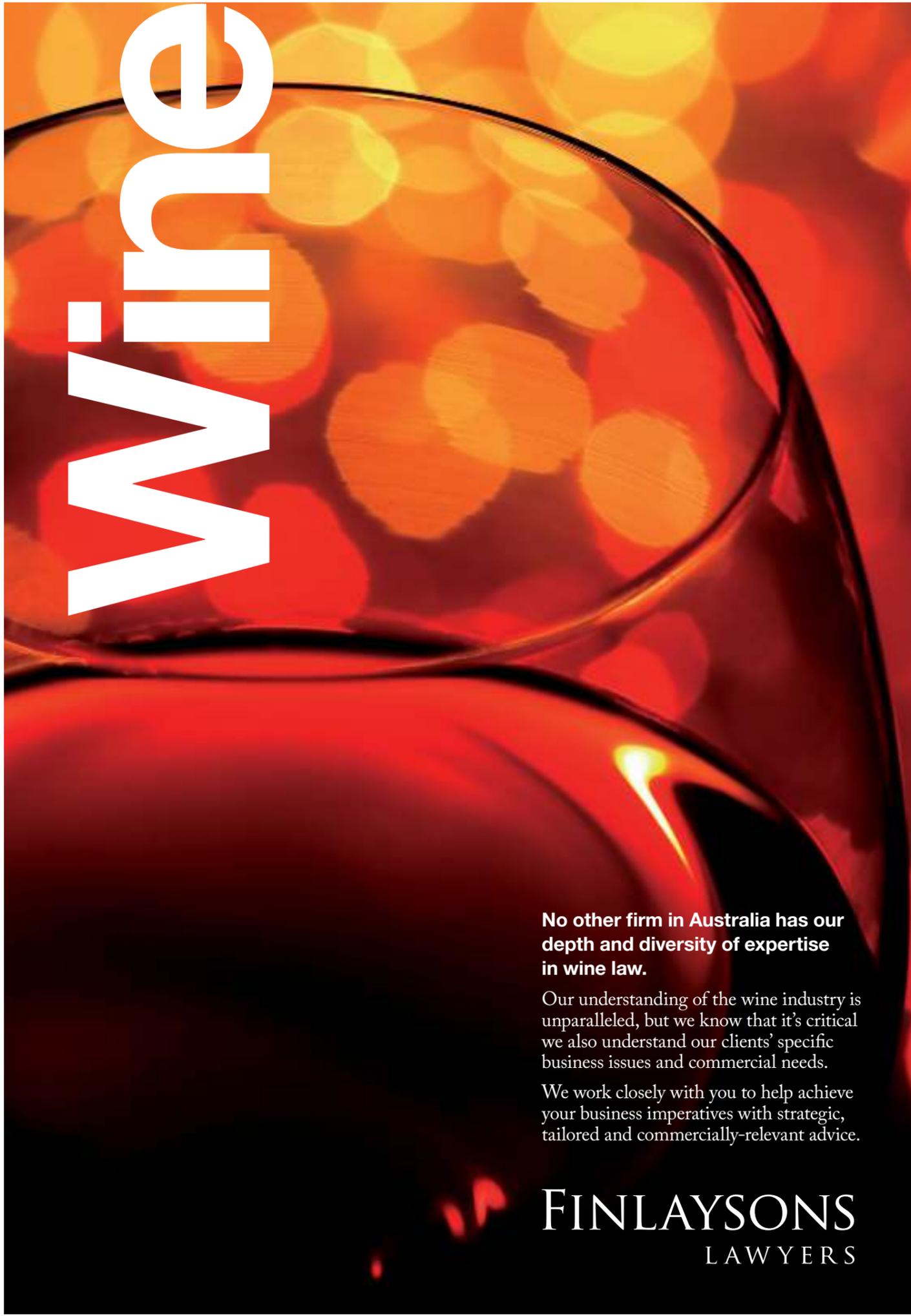
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# Wine

**No other firm in Australia has our depth and diversity of expertise in wine law.**

Our understanding of the wine industry is unparalleled, but we know that it's critical we also understand our clients' specific business issues and commercial needs.

We work closely with you to help achieve your business imperatives with strategic, tailored and commercially-relevant advice.

**FINLAYSONS**  
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# Wine

“We’ve got a dedicated wine team – people working in the wine industry all day, every day. Clients know that our global industry knowledge and industry specific expertise is unrivalled. We’re the firm of choice when it comes to wine law.”

The Wine Business Unit comprises 21 lawyers, including the following key people (amongst others):

**Kirsten Gordge (Dow)**  
Commercial Disputes & Intellectual Property Partner

**Mathew Brittingham**  
Tax & Revenue Partner

**Will Taylor**  
Commercial Partner & Practice Head

**Adam Ludlow**  
Real Property Partner

**Michael Butler**  
Tax & Revenue Partner

**Gavin Cragg**  
Real Property Partner

**Andrew Williams**  
Commercial Disputes & Liquor Licensing Partner

**Lan Lam**  
Commercial & Intellectual Property Partner



We’re Australia’s principal wine law team – we know and love wine and the industry that produces it. We’ve worked with the Australian wine industry for decades; locally, interstate and overseas. We like to think that our specialist advice has helped the Australian industry lead the way in complex and changing markets and cement its place on the global stage.

Our approachable and responsive team provides a full legal service to the wine industry. We act for clients in every sector of the industry and in every major wine region in Australia. Our clients include the biggest players in Australia, Treasury Wine Estates Ltd, Accolade Wines Australia Ltd and Pernod Ricard Winemakers, other substantial operators like Brown Brothers, Campbell’s Wines and d’Arenberg, as well as numerous small family wineries. We act for many household names like Henschke and Cape Mentelle. We also represent wine industry bodies, such as the Winemakers’ Federation of Australia and Wine Australia, research bodies like the Australian Wine Research Institute, plus a whole host of State and regional bodies.

We help clients with winery and vineyard sales, lease back agreements, grape supply strategies, wine processing arrangements, land divisions, boundary realignments and water rights allocations. We handle many distribution disputes, domestic and foreign distribution agreements (including in China) and grower contracts and disputes. We are particularly experienced in wine equalization tax.

Our expert and resourceful team can handle large transactions in short time frames and we’re particularly experienced in winery due diligence. Clients receive a more insightful and streamlined service because we know what to look for and where. We’ve helped many wine industry clients protect their brands and intellectual property.

In recent years, we have assisted many family wineries to smoothly transition the business to the next generation – if the family fails to agree, then we sort it out.

We’re South Australian-based which makes us cost-effective, but about 70% of our work comes from outside SA – we spend a lot of time in wine regions all over Australia working with our clients.

We are passionate about the wine industry and we participate and invest in industry strategies and bodies that educate and progress the industry. We’ve been running the Finlaysons Wine Roadshow for 25 years – visiting the industry on its own turf and giving practical advice on critical business issues. We’re active members of national and state-based wine industry associations and the only law firm regularly providing practical wine law advice to the industry through seminars, webinars, journal articles, industry newsletters, client alerts and other publications.

What sets our team apart is the diverse range of expertise we offer to our wine industry clients. Our full Wine Business Unit comprises 21 lawyers, with extensive wine industry knowledge and experience. We can handle the full spectrum of legal needs required by wine-related businesses.

Our expertise includes mergers and acquisitions, succession planning, commercial disputes and real property, including vineyards and wineries. We advise clients on environmental, planning and climate change matters, ‘green’ marketing, waste management and water issues. We also act for clients in employment, industrial relations, OH&S and insurance issues as well as intellectual property and information technology (including social media), domestic and international tax (including WET), banking law and debt finance and liquor licensing.

## Our expertise includes:

- business structuring
- mergers and acquisitions
- capital raising
- joint ventures
- grape and wine supply, distribution, processing and bottling contracts
- liquor licensing
- intellectual property, including foreign trade mark and domain name registrations and geographical indications
- employment law
- tax (including WET, GST and stamp duty)
- occupational health, safety and welfare
- environmental and planning law, including winery waste management and climate change
- trade practices, including packaging, consumer protection and market-related issues
- dispute resolution (particularly grower, processing and distribution contract issues and brand infringement)
- China business
- succession planning.

## The partners (pictured opposite)

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