

William Esau

DIRECTOR

A solid reputation built on extensive commercial property experience.



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Areas of Expertise

Property

Corporate & Commercial

Tax

Agribusiness

Commercial property is a big business fraught with traps. So much so that parties involved in the development and sale of significant commercial property assets are often hesitant to make any move without first consulting their legal team. And many of them turn to William Esau.

William is the head of our property team and has been solving all kinds of problems for clients for nearly 30 years. He is the go-to man for major property developers, investors and businesses needing advice on a diverse range of property matters relating to buying and selling land assets, leasing, risk management and finance.

William's reputation, vast experience in property deals, and thoroughness ensures there are no surprises. So you can feel confident he will have all the bases covered should there be an unexpected issue during a property transaction.

Expertise

With major experience across all sectors of the commercial property industry, William can advise you on the acquisition, sale and leasing of sizable land assets including shopping centres, high-rise office buildings and commercial property developments.

His sought-after expertise also extends to undertaking due diligence, contract formation, advising on financing real property assets, negotiating complex commercial agreements, and completing major property and business transactions.

Another of William's specialties is providing tax advice on commercial property and business transactions including GST, capital gains tax, income tax and state revenue. Additional strings to William's bow include handling numerous business acquisition and sale transactions, commercial and business-related matters, and providing advice to the Agribusiness industry.

How William can help you

- Sought-after expertise in the acquisition, sale, development & leasing of **commercial property assets & commercial developments**.
- Practical counsel in negotiation & completion of **complex commercial property & business transactions**.
- **Due diligence** on property acquisitions & sales.
- Shrewd **risk management** strategies.
- Know-how on **financing property assets**.
- Extensive experience in **business acquisition & sales transactions**.
- Sound tax advice relating to **GST, capital gains tax, income tax & state revenue**.
- Practical experience in **agribusiness** matters.

Highlights

There's no substitute for experience and William has had nearly 30 years to hone his legal skills on a diverse range of commercial property matters. He has acted for a variety of clients employing an extensive skill set, of which completing complex property transactions are notable highlights. Some other talking points include:

- Completed a **substantial multi-tenant retail bulky goods development** at Parafield Airport commercial precinct.
- Completed **due diligence & the acquisition** of numerous shopping centres & high rise office buildings in South Australia & interstate.
- Completed **complex negotiations with the State Government** for the acquisition & redevelopment of land at the Entertainment Centre & the construction of the Channel 7 Broadcast Centre.
- Negotiated **development agreements** for Greenfield Commercial Property developments.
- Negotiated **lease agreements for existing & new commercial property developments** in numerous shopping centres.
- Completed **complex negotiations for the sale of an Adelaide-based satellite communication facility** to a Hong Kong private equity firm, now a public company (Speedcast Ltd).

Credentials

- Bachelor of Laws and Legal Practice

Memberships & Affiliations

- Law Society of South Australia
- Property Council of Australia (SA Division) — Deputy chair of the State Development & Taxation Committee