

Sandy Donaldson

CONSULTANT

Expert legal counsel from one of
Australia's best.



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Areas of Expertise

[Corporate & Commercial](#)

[Intellectual Property](#)

[Property](#)

[Tax](#)

[Wills, Estates & Succession Planning](#)

[Agribusiness](#)

[Defence](#)

[Education](#)

[Family Business](#)

[Franchising](#)

[International Business](#)

[Not-For-Profit](#)

[Science & Technology](#)

[Wine](#)

Following a career spanning many years, Sandy Donaldson's name has become synonymous with success throughout the Australian legal community. His remarkable legal mind is revered by anyone who knows him or has worked with him, and the list of clients who regularly tap into his expertise is as long as it is impressive.

A man of many hats, Sandy heads up DW Fox Tucker's Corporate & Commercial and Intellectual Property (IP) sections. Although he is exquisitely knowledgeable in every listed area of expertise, Sandy's passions lie in the areas of wine, agribusiness, technology, information and communications technologies (ICT), and private health insurance. He is especially sought out for his wisdom on challenging commercial and IP issues.

Expertise

Regularly consulted by large companies and SMEs alike for his practical, direct and consistent approach, Sandy's commercial expertise ranges from corporate fundraisings and due diligence for asset acquisitions, to tax and commercialisation of intellectual property. He also advises tech companies and research centres on commercialisation and protection of new IT, biotechnology, defence technologies and telecommunications companies.

In the wine industry, Sandy advises winemakers, viticulturists and distributors on a diverse range of issues including international distribution agreements, property and asset transactions, and dispute resolutions.

Other areas where Sandy is active include advising and assisting agribusiness, advising on private health insurance fund regulation and structuring, advising on a range of taxation issues and verifying and authenticating documents for overseas transactions as a Notary Public.

Sandy lives by the motto of 'Impossible only means a solution is yet to be found' and his vast experience, steely attitude and highly focussed work ethic help him achieve seemingly unattainable objectives.

How Sandy can help you.

- Leading-edge guidance in complex commercial transactions, including **acquisitions, sales, mergers & joint ventures**.
- Comprehensive knowledge across **technology, IT, ICT & intellectual property**.
- Strategic advice on **corporate fundraising & share issues**, including prospectuses & disclosure documents.
- Innate grasp of **competition & consumer law issues**, particularly anti-competition & consumer protection.
- Specialised assistance for **wine industry transactions**.
- Revered counsel across a range of taxation issues, including **federal & state transactions, structuring options, estate & succession planning**.
- Shrewd strategy in drafting **IP & technology licence & transfer arrangements**.

- Informed advice on **assignments & disposals of intellectual property**.
- Smart advocacy in **acquisitions & disposals of wineries, vineyards and agricultural enterprises**.
- Practical expertise in drafting **vineyard management, grape purchase & supply agreements**.

Highlights

With more than 50 years of legal expertise, plus an extraordinary knowledge of a vast range of legal matters across highly diverse sectors, Sandy has advised and acted for numerous clients including large corporations, SMEs and individuals. Noteworthy examples of Sandy's recent work include:

- Acted for the Vendor in the **sale and due diligence process for the sale of shares** in the corporate entity for Overall Forge in Albury Wodonga (estimated value \$31M+) to Australian subsidiary of a US aerospace company.
- Acts for major MVNE (Mobile Virtual Network Enabler) entity in the establishment of **Network Access Agreements, MVNO (Mobile Virtual Network Operator) Contracts, Licence Agreements, Master Service Agreements and Supplier Agreements**.
- Acts for IT companies in relation to **Software Development Agreements, Master Services Agreements, Service Agreements and Service Level Agreements and End User Licence Agreements**.
- Acted for major European subcontractor for the **Australian Future Submarines Projects**, and the termination of that project.
- **Established the entity and Participants and Management Agreements** for Northern Western Australia and Northern Territory Agricultural Innovation Hub (the largest Hub established in the National Innovation Agenda).
- Negotiated and prepared **agreements for the establishment and management** of a real-time satellite earth station in Alice Springs.
- Advises, negotiates and prepares documents for a major veterinary products manufacturer, including **distribution agreements, manufacturing agreements and licence agreements**.
- Advised on and assisted with the **negotiation of terms of an option for the acquisition of shares** of the Australian subsidiary of an Italian agricultural equipment manufacturer by a European venture capital group.
- Successful **reconstruction & change of corporate status** for a major restricted-benefits health fund.
- Assisted with the **reconstruction of a major retail finance & consumer products group**, including the design of a novel & innovative finance product.
- Acted for the purchaser in the **due diligence &**

acquisition of Seppeltsfield winery and vineyards, including the negotiation of agreements & a complex ongoing brand co-existence.

Awards

Doyle's Guide

- Agribusiness Lawyer – South Australia, Since 2016 – Recommended
- Intellectual Property & TMT Lawyer – South Australia, Since 2012 – Preeminent
- Technology, Media & Telecommunications Lawyers – South Australia, Since 2020 - Recommended

Best Lawyers

- Intellectual Property Law Lawyer of the Year – Adelaide, 2016 & 2019
- Agriculture & Rural Affairs Lawyer of the Year – Adelaide, 2018
- Agriculture & Rural Affairs, Since 2011
- Commercial Law, Since 2018
- Corporate Law, Since 2011
- Intellectual Property Law, Since 2011
- Information Technology Law, 2019

Memberships & Affiliations

- Agribusiness Association of Australia (AAA)
- Australian & New Zealand College of Notaries
- Copyright Society of Australia
- Intellectual Property Society of Australia and New Zealand (IPSANZ) – Past S.A. Chair, S.A. Committee Member
- International Wine Law Association – former Vice President of Australian Chapter
- Law Council of Australia (Business Law) – Intellectual Property Committee Member
- Law Society of South Australia – former Commercial Law Committee and representative for the State Taxation Consulting Group and ATO Liaison Group
- Licensing Executives Society of Australia and New Zealand (LESANZ) – Former President
- Member of the Expert Reference Group for the Inquiry into Access to Australia's Biological Resources
- Notaries Society of South Australia
- The Tax Institute of Australia – Fellow (former SA State Chairman)
- Wine Industry Suppliers Australia – former Supplier of the Year Judging Panel