

# Alan Prasad

## Head of Commercial

Bachelor of Laws



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### Areas of expertise

Corporate & Commercial  
Commercial Agreements  
Mergers & Acquisitions  
Business Structuring  
Dispute Resolution & Litigation

### Overview

Alan is a highly experienced corporate and commercial lawyer bringing 17 years' experience in private practices, working with clients across Australia, Singapore, New Zealand and the South Pacific.

Alan is passionate about providing SMEs, national and international companies practical, commercially viable and legally enforceable solutions to many commercial facets of their businesses ensuring his clients achieve their objectives. Alan takes a commercial approach to assisting clients to resolve their legal and business matters.

### Expertise

Alan has extensive experience in all aspects of corporate and commercial work, including drafting, reviewing, negotiating and advising on simple to complex agreements and, advising on dispute resolutions.

Alan has been and continues to be a trusted legal advisor to clients across a range of industries, including mining and resources, casino and gaming, retail and hospitality, education (tertiary and higher education), medical and dental, insurance, professional services, financial and "blue collar" services.

Alan has extensive experience in matters relating to, general contracts, mergers, acquisitions, corporate/business structures, competition and consumer, employment, intellectual property, regulatory and compliance, franchising, risk management and, commercial dispute resolutions.

### Career Highlights

#### Major Projects - Mining

Acting for Indian companies entering into a joint venture with an Australian private company to acquire 50% ownership in coal tenement in Bowen Basin, Queensland, for AUD\$120M.

#### Major Projects - Retail

Acting on the development of a shopping centre in New South Wales. Creating entities that undertook the work, including the agreements among the owners, the development agreement with the site owner, and funding and leasing agreements.

#### Corporate & Commercial

Acting for an ASX listed company on the demerger of a number of its Australian based business activities into a new company, including all of its Australian based assets.

#### International Investment - Finance

Acting for a finance company from New Zealand on its entry to the Australian market as a new finance company. Negotiation and documentation of all of the entity creation and relationship documents, establishment of lending documents and policies, and compliance with regulatory requirements.

#### Disputes

Acting for a Registered Training Organisation in Sydney with over 3500 students in successfully appealing the decision of Australian Skills Quality Authority to reject the addition of further courses on the RTO's scope.

