

# Stuart Granger

Practice Leader

Corporate Finance & Technology



## Contact Details

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## Qualifications

Bachelor of Laws

Bachelor of Commerce

## Area of Expertise

### Technology

In-house commercial advisory

Strategy & Capital Raising

Start-ups

Commercial Agreements &

Contracts

M&A

JVs & Partnerships

Corporate & Commercial

## Overview

As former General Counsel for Yahoo 7 and Tourism Australia, Stuart has years of experience in IT company development, advising and launching tech start-ups, M&A transactions and supporting clients in the fintech sector.

Stuart's commercial experience, business acumen and knowledge of the tech industry, give him a much broader view than a traditional corporate lawyer. He is an experienced capital raiser and has a reputation for getting projects off the ground, taking them to market and leading them step-by-step to commercial success.

## Expertise

### Commercial, technology, start-ups and fund raising

Stuart has over 20 years legal experience including 12 years in general counsel roles and 10 years actively involved in the start-up industry with strategy and fundraising. He is passionate about helping entrepreneurs create and execute their visions. Having been a founder in three successful tech start-ups, Stuart uniquely understands the entrepreneur's situation and looks beyond the transaction to servicing future business need for scaling businesses.

### Legal process & strategy

The simple fact is most Australian businesses don't use lawyers effectively. Many business managers take a DIY or 'Google lawyer' approach and, at best, get second rate business outcomes as a result, or pay for ad hoc advice only after things become urgent or worse, unfixable. Stuart is passionate about changing this dynamic.

The last 20 years have seen the development of new business models in most industries, but not in law. Stuart has worked in new technology and innovation in private practice and in-house legal roles as well as launching and running start-ups since the mid-nineties. He has taken that experience to re-engineer the engagement and delivery of legal services to help make life easier for business owners and managers.

## Experience

Stuart has 20 years in private corporate and commercial legal practice, including 12 years as General Counsel for Yahoo Group entities and Tourism Australia. More recently he has been working with a range of businesses including SAAS, digital marketing, fintech and green-tech clients on legal, strategy, fundraising and operational issues. He has personally been involved with three start-ups and helped raise funds for and launch many more.

