

# Technology & StartUps

Capability Statement

**HILLHOUSE**  
legal partners



simply strategic

# Technology & StartUps Capability

Our specialist technology and startups team apply their technical knowledge and legal acumen to support businesses of all sizes with strategic and pragmatic legal advice throughout their entire business life cycle.

## We know tech, we know business

We understand the inherent challenges and cost constraints associated with startup ventures and technology businesses. We are able to consider and prepare material for clients to provide them with the strategic advantages needed to succeed in this competitive market.

We provide advice at all stages of the business life cycle end to end. From startup and structuring through to obtaining capital and funding for growth and finally to significant liquidity events such as sales and exits or other business succession planning.

## We have the necessary commercial understanding

Hillhouse Legal Partners support businesses from a diverse range of sectors and industries, offering a tailored approach to meet each client's specific requirements and circumstances.

We appreciate the complexity and time pressure of business, especially in the technology landscape where the pace of change is accelerated. Our clients can be confident that their matters are being handled by a team of specialist legal experts enabling them to focus on the success of their core business.

## Protect your ideas and stand out in the tech space

Information Technology providers and startup businesses are fiercely competitive markets.

We understand the importance of protecting your brand, ideas and products so that you can preserve every competitive 'edge' possible.

Access to capital and funding is also crucial to all tech and startup business. We can help guide you through the myriad of funding options and assist you in accessing capital while protecting the business and its founders/ owners from exploitation and risk.

# Expertise

## ADVISORY

Website terms and conditions, privacy policies and disclaimers

Application and software development agreements

Trade marks

Business name advices

Intellectual property transfer agreements

Intellectual property licence agreements

Confidentiality deeds and NDAs

Restraints of trade and undertakings

Joint ventures, partnerships, shareholder and unit-holder agreements

Venture capital, private equity and angel investor negotiations and agreements

Commercial contracting and terms and conditions of trade

Acquisition and disposal agreements

Employment and HR matters

Service agreements

Leasing, licensing and shared space arrangements (e.g. serviced offices or co-working spaces)

Distribution agreements

Intellectual property assignment deeds

Digital advertising

E-commerce solutions

Privacy, data storage and breach management

Technology disputes and litigation

# Our Approach

We appreciate that clients within the technology and startup space have different appetites for risk and varying degrees of commercial experience. We are there to support and guide all clients through all facets of building and scaling their business.

We take the time to understand the business needs now but also where the owners wish to take it in the future. We then help to develop a strategic road map, mitigating risk whilst placing the business in a strong legal position to capitalise on opportunity.

We can also assist with personal future planning such as asset-protection, estate planning and business exit strategies.

Our clients are confident in knowing they are being advised by industry experts.

*"Hillhouse Legal Partners helped me set up my tech business five years ago and, since then, they have supported me with legal advice as my company has grown. From day one I have felt like they have had our backs. I've always found each Hillhouse team member to be very happy to help while being extremely professional. They understand how to run a business, they understood my journey in growing my business and I have always had their personal attention when I needed it. As my business continues to expand, I will continue turning to them for strategic and solutions focussed advice."*

*Peter Clowes  
Maxart*

# Our Solutions

While we offer expert legal services to the information technology and startup sectors, Hillhouse can also provide strategic practical advice across all legal specialities:

## Corporate

- ◆ Corporate and Commercial
- ◆ Debt recovery, Insolvency and Restructuring
- ◆ Employment and Industrial Relations
- ◆ Intellectual property and Technology
- ◆ Litigation and Dispute Resolution
- ◆ Property and Projects

## Sectors

- ◆ Agribusiness
- ◆ Building and Construction
- ◆ Government
- ◆ Health and Medical
- ◆ Hotels, Accommodation and Resorts
- ◆ Mining, Energy and Resources
- ◆ Retirement and Aged Care
- ◆ Technology and Startups

## Private

We are trusted to provide a range of personal legal services for individuals and families, often across generations. We are able to assist you with the following personal legal services:

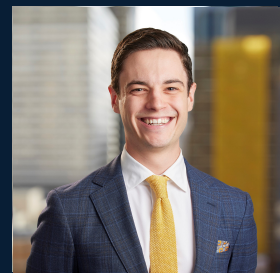
- ◆ Conveyancing
- ◆ Family law
- ◆ Wills, Estates and Trusts

## Key Contacts



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# Why Hillhouse:

## Expert

Team capability with significant experience in the technology and startup sectors, enabling us to set an effective and efficient pathway to meet your objectives

## Engaged

Client-centric partnership approach with direct liaison and frequent open communication about issues and progress, delivered wherever and whenever needed to fit in with busy client schedules

## Commercial

Focused on your business objectives and commercial expectations

## Specialist services

Full range of legal services for technology businesses ranging from startups to multi-national corporate operators

## Responsive

Cognisant of the fast pace of the technology and startup sectors and their needs. Responsive, attentive service delivery within required timeframes

## Transparent

Working to agreed strategy with cost transparency, flexible fee options, all within budget.

See how we can assist you with the most efficient and effective legal solution. Contact us at 07 3220 1144 or [email@hillhouse.com.au](mailto:email@hillhouse.com.au) for an obligation free consultation and appraisal. As your legal partners, Hillhouse provides a diverse range of legal services delivered in a flexible way.

We understand our clients need legal support to suit their varied routine and locations. We always engage as needed, whether that be a meeting at your location or ours, by phone, email or video conferencing.

To see how we can meet your varying and changing needs, please review our full service offer at [www.hillhouse.com.au](http://www.hillhouse.com.au).

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