

# Julian Courtney-Stubbs

## DIRECTOR

### WHAT IS YOUR AREA OF EXPERTISE?

I am a corporate and commercial lawyer with particular expertise acting in matters that focus on technology and intellectual property rights.

This includes transactional matters such as mergers and acquisitions, corporate restructures, joint ventures and fundraisings, extending to business-as-usual and complex contracting as well as the exploitation of rights.

### HOW LONG HAVE YOU BEEN DOING THIS?

For over 20 years.

### HAVE YOU ALWAYS BEEN BASED IN SYDNEY?

No. I have practiced in England, Hong Kong and now Sydney. The practice of law is increasingly global and I have worked on transactions in most continents during my career.

### WHAT MOTIVATES YOU TO DO THIS WORK?

Simply stated, I like to help clients. There is great satisfaction in seeing a client securing the desired outcome.

### WHAT DO YOU DO BETTER THAN OTHERS IN YOUR FIELD?

There are not so many internationally recognised leading technology lawyers.

The digital economy and intellectual property is at the heart of modern business. This has created a need for quality and competence in the field. There are many practitioners who claim to have deep expertise but on closer inspection this may not be the case. For many clients, it is difficult to sort the wheat from the chaff and so diligence is key.

### WHY WOULD A CLIENT WANT TO WORK WITH YOU?

Becoming a trusted advisor develops over time. It is important for clients to find a good fit and to feel comfortable not just with the advice and assistance given, but the character and personality of the advisor. I am a commercially pragmatic lawyer who provides advice without losing sight of the bigger picture and desired outcomes of the client.

### WHAT MAKES A STRONG AND SUSTAINABLE RELATIONSHIP WITH A CLIENT IN YOUR VIEW?

Trust and confidence. It is the foundation of a successful relationship.

### HOW DO YOU MEASURE SUCCESS?

Success in my eyes is determined by the client's satisfaction. The hurdles to success may be many and high. The role of the advisor is to clear those hurdles whatever they may be to the extent possible and relevant.

### IS ABLA DIFFERENT TO OTHER PLACES YOU HAVE WORKED IN?

We do a great job providing advice, on point and relevant without over-engineering or over-lawyering, and at a very competitive cost.

### IF YOU WEREN'T AT WORK, WHAT WOULD WE FIND YOU DOING?

Parenting, playing or watching football, gardening, cooking or mucking around with some kind of technology, or just reading about any of the above.

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