



Sam Wilson
Senior Associate

Auckland
T: +64 9 300 3842
F: +64 9 303 2311

Sam Wilson advises clients on a broad range of corporate and commercial matters. His particular areas of experience include public and private mergers and acquisitions, venture capital, emerging growth companies, joint ventures, corporate restructuring, commercial transactions and corporate advisory.

Sam has experience across a number of industry sectors, but has particular experience and focus in the technology, food and beverage and retail sectors, advising clients on all matters affecting their businesses from start-up matters, regulatory issues, commercial contracts, fundraising, equity investment, merger and restructuring activity to exits and public listings.

RELATED SERVICES

- Corporate

LANGUAGES SPOKEN

English

LANGUAGES SPOKEN

- English

EXPERIENCE

- Advising Accel-KKR, a leading Silicon Valley technology focused private equity firm, on its acquisition of Seequent Limited. Seequent (formerly ARANZ Geo), head-quartered in Christchurch, is a world leader in visual data science, with 13 offices around the world and its technology in use in over 90 countries. The acquisition was structured by way of a share sale, with Accel-KKR partnering with Seequent's founders, management team and New Zealand private equity firm, Pencarrow.
- Advising John Menzies plc on the proposed acquisition of Aircraft Service International Group (ASIG) for US\$202 million from BBA Aviation, a Class 1 acquisition for John Menzies plc and which was part funded by way of a £75 million rights issue.
- Advising GE on its intent to purchase LM Wind Power for US\$1.65 billion.
- Advising the merger parties in the Court approved merger under part 15 of the Companies Act of Foodstuffs (Wellington) Co-operative Society Limited (an industrial and provident society) and Foodstuffs (Auckland) Limited (a company) to create Foodstuffs North Island Limited. The merged co-operative has annual revenues of greater than 7.7 billion in 2018 and is

franchisor (and in many cases landlord and financier) to about 383 retail and wholesale owner operated grocery outlets in the North Island under the PAK'nSAVE, New World, Four Square, Gilmours and Toops banners. The merger involved consultation with the Financial Markets Authority, Commerce Commission, Takeovers Panel and Reserve Bank and also involved restructuring a funding package in the vicinity of 992 million.

- Advising Yamaha Motor Ventures on its series A investment in Robotics Plus Limited, a New Zealand agricultural robotics company.
- Advising Finistere Ventures as lead investor of Biolumic Limited's Series A financing.
- Advising East Imperial on its Series A financing.
- Advising HomeAway Netherlands Holding B.V on its acquisition of 100% of shares in AA Bookabach Limited, a New Zealand incorporated company. Contemporaneous to the share acquisition, Bookabach acquired certain of the assets of Bookastay.com.au Pty Ltd, an Australian incorporated company.
- Advising Pfizer on the New Zealand aspects of the global acquisition by Pfizer of Hospira, Inc. for approximately US\$16 billion, including the transfer of Hospira's pharmaceutical business and New Zealand legal entity alignment.
- Advising Newell Rubbermaid in the New Zealand business consolidation, being the acquisition by the New Zealand subsidiary of the commercial and consumer products business formerly carried on in New Zealand by a branch of the Australian subsidiary.
- Acting for GE (General Electric) on various matters, including project managing GE's global reorganisation in tandem with DLA Piper UK LLC (to split management of the project (which includes numerous sub-projects) by timezone). Sam assists GE with project management of jurisdictions in Asia-Pacific in particular.
- Advises DLA Piper pro bono client The Starship Foundation on day-to-day legal matters including in relation to arrangements with corporate partners and other supporters.

CREDENTIALS

Education

- University of Otago, Bachelor of Laws (LLB), 2010
- University of Otago, Bachelor of Science (BSc), 2010

Memberships

- New Zealand Law Society

INSIGHTS

Publications

New Zealand Start Up Pack

23 MAR 2018

This Start-up Pack has been designed and prepared by DLA Piper's High Growth initiative, which includes lawyers with expertise in intellectual property, corporate, employment, regulatory and tax matters.

Good Leavers & Bad Leavers

3 MAR 2018

The battle to attract and retain top talent is fierce for many private (New Zealand) businesses, particularly in the tech sector. As a consequence, an increasing number of companies are offering equity to their key executives. While the desired outcomes are clear, companies need to craft the terms of such offers carefully to avoid pitfalls. In particular, the relevant parties need to

consider carefully what should happen to the key executive's shares if he or she leaves the company. This requires some crystal ball-gazing and there are many nuances to consider

The FMA's views on ICOs and cryptocurrencies

31 OCT 2017

The benefits and potential that can come from a properly organised and regulated Initial Coin Offering (ICO) or Token Generation Event (TGE) are obvious in terms of both efficiencies and scale in capital raising for issuers and opportunities for investors.

M&A Global Intelligence Series

12 SEP 2017

With regulatory constraints currently making it challenging to get capital out of China, the Pound Sterling continuing to suffer Brexit-related weakness and the NZ\$ having softened against the Greenback, we expect North American investors may be more acquisitive in New Zealand in the next 12 months. This article highlights some of the deal terms that North American buyers would consider market practice in their home jurisdictions and that they may seek to impose on New Zealand sellers. It draws from the findings of the DLA Piper 'Global M&A Intelligence Report 2017' (**Report**). For New Zealand sellers, understanding the North American approach to M&A transactions can make for smoother negotiations and deal execution.
