

Marian Ngo

Partner

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OVERVIEW

Marian Ngo is a partner in the firm's Corporate practice.

She focuses her practice on complex commercial contract preparation and negotiation, acquisitions and disposals, corporate advisory and other transactional advice across a broad variety of industry sectors, including transport and logistics, sports and entertainment, consumer products and services and manufacturing.

Marian has extensive experience acting for global and national household names, advising on a broad range of commercial agreements including in respect of facility management, warehousing, transport, retail and distribution, manufacturing, consumer facing terms, licensing, sponsorship and naming rights. She also regularly advises on all aspects of trade promotions, including development of terms and conditions, application for permits and marketing.

PROFESSIONAL BACKGROUND

Before starting her legal career, Marian gained over five years of experience in highly regulated and complex organisations, including at Australia Post and Tatts Group Limited. As an Enterprise Risk Manager at Australia Post, she was responsible for group-wide regulatory compliance reporting and developing incident management frameworks for Australia Post and its subsidiaries.

Building upon her corporate experience, she completed an MBA (focusing on strategy and economics) from Melbourne Business School and graduated on the Dean's List.

ACHIEVEMENTS

- Listed in *The Best Lawyers in Australia: Ones to Watch*™ for Corporate Law, 2023-2024
- Received the Melbourne Business School Foundation Award of Distinction (Dean's List) in 2016
- Received the Melbourne Business School Dean's Commendation Award for Implementation of Strategy and Decision Making in 2016
- 2015 Intel-Melbourne Business School 'Internet of Things' Case Competition 2nd Prize Winner

- Received the Australia Post Corporate & Commercial Services Business Unit Award for Accountability in 2014
- Received the Leo Cussen Centre for Law Advocacy Award with Distinction in 2013

PROFESSIONAL / CIVIC ACTIVITIES

- Member, Supply Chain and Logistics Association of Australia (SCLAA)
- Member, Women in Supply Chain (WISC)

SPEAKING ENGAGEMENTS

Marian regularly presents to clients on a range of topics relevant to corporate and commercial law.

EDUCATION

- M.B.A., University of Melbourne, 2016
- Graduate Diploma in Legal Practice, Leo Cussen Centre for Law, 2013
- LL.B., Deakin University, 2012
- Certificate of Mediation, The Accord Group, 2011
- Certificate in Franchising, Griffith University, 2010

ADMISSIONS

- Supreme Court of Victoria

THOUGHT LEADERSHIP *POWERED BY HUB*

- 5 August 2024, Running Marketing Campaigns in Australia Involving Prize–What You Need to Know

NEWS & EVENTS

- 29 May 2025, K&L Gates Advises FightMND on its Conversion to a Company Limited by Guarantee
- 7 February - 16 February 2023, 2023 CPD Program–Australia
- 19 December 2022, K&L Gates Adds 40 Lawyers to Firm's Partnership

AREAS OF FOCUS

- Mergers and Acquisitions

- Nonprofit Organizations

INDUSTRIES

- Consumer Goods and Services
- Household Goods
- Luxury Products and Fashion
- Sports
- Transportation and Logistics

REPRESENTATIVE EXPERIENCE

Transport and Logistics

- Advising a global e-commerce organisation on numerous commercial contracting matters, including negotiating warehousing and transport agreements with third-party logistics (3PL) providers, preparation of security services agreements, parcel locker licence agreements, video production agreements and more.
- Preparation and negotiation of commercial contracts for various global third-party logistics (3PL) cold storage providers, including negotiating supply terms with major customers and preparing template procurement documentation.
- Acting for national businesses optimising their warehousing and transport networks, in a range of industries including technology, fashion, food and dangerous goods.
- Negotiating the acquisition, financing and ongoing maintenance arrangements of a fleet of semi-trailers for one of Australia's leading supermarkets.
- Advising a security services provider on its joint venture with a major logistics company, including negotiation of the joint venture shareholders agreement.
- Acted for a container management company to acquire a complementary business.

Sports

- Acting for a national sporting organisation on various matters including with respect to capital raising, merchandising, licensing and sponsorship agreements.
- Acting for a premier sports club on numerous facets of its operations, including sponsorship, merchandising, licensing, broadcasting and corporate governance.
- Acting for one of Australia's leading banks to negotiate and document their naming and sponsorship rights in respect of a major Australian sports stadium.
- Advising various sporting organisations on corporate governance and structuring matters.

Commercial Contracting

- Advised various organisations (including manufacturers and sports leagues) on Modern Slavery reporting requirements.
- Acting for various manufacturers and distributors in the fashion and beauty industry to negotiate supply terms with major retailers.
- Acted for an Australian manufacturer and distributor to prepare and enter into distribution agreements in a range of overseas jurisdictions, including Belgium, Germany, the UK and the US.
- Acting for established fashion brands to negotiate brand ambassador agreements.
- Acting for events operators to establish various partnership arrangements, including naming rights, sponsorship and merchandising agreements.
- Providing pro bono support to nationally recognised charities, including advice on corporate structuring, donor agreements and sponsorship agreements.
- Advising consumer facing brands on trade promotion compliance, including clients in fashion, beauty, construction and food and beverage.
- Advising a Swiss luxury retail conglomerate on the application of the Australian Consumer Law to their sales processes and amending customer processes and contracts for over 25 brands.
- Completing a secondment in 2018, advising the procurement team of one of Australia's leading banks.

Corporate

- Advised Australian charity FightMND Ltd (Cure for MND Foundation Inc.) in relation to converting from an incorporated association to a company limited by guarantee.
- Acting for an agricultural livestock business on the acquisition of shares by minority shareholders, which involved complex debt restructuring and other balance sheet adjustments.
- Advising various global organisations, in respect of the impact of their mergers, acquisitions and disposals on the Australian subsidiaries.
- Acting for insolvency practitioners in the sale of distressed businesses in various sectors, including the agricultural sector.
- Acting for one of Australia’s largest automotive groups in a series of strategic high value business acquisitions.
- Acting for the seller in the sale of an international luxury retail business and distribution network that was exiting its Australian operations.
- Advising various organisations on best practice good governance, directors duties and board and shareholders matters.