

# HUTSON SETS UP BANK

Queensland's top corporate lawyer Jenny Hutson is making the bold move from coach to player



The desire for a challenge and a change are the key motivations behind top corporate lawyer and S8 chair Jenny Hutson's decision to establish her own merchant bank, Wellington Capital.

On the 15th anniversary of her joining law firm McCullough Robertson, the thirty-something used *qbr's Women in Business* breakfast on Friday February 17 to reveal her plans for the first time to friends and colleagues.

Hutson says the decision to withdraw from the firm's partnership is part of a natural evolution from the legal to commercial world of property transactions.

As partner in charge of McCullough Robertson's corporate advisory practice, Hutson has grown the firm into one of Australia's top legal advisors on initial public offerings, with the Brisbane-based partnership outranking many of the major national firms to earn third placing in a list of the nine largest IPO legal advisers last year.

During the six-month survey period, the firm advised on seven floats that were seeking \$221.4 million in capital. This was the third-highest number of floats advised on by any of the ranked firms and also the third-highest amount of capital sought.



## WiB night of nights

*qbr's* inaugural Women in Business Awards is shaping up as the event on the calendar for Queensland businesswomen in 2006.

With nominations set to close this week, *qbr* has been inundated with submissions for the state's top female business owners and managers.

This sets the scene for a highly competitive gala awards evening on Tuesday March 14 at the Brisbane Powerhouse centre for the Arts.

The awards will recognise the state's leading business women in key industry sectors, ranging from agriculture to tourism and transport.

Deputy Premier Anna Bligh will also present the prestigious Queensland Business Women of the Year Award at the night of nights.

The awards program will be followed by the launch of the annual *Women in Business Book*, featuring profiles of leading businesswomen.

To book your place, contact Pip Kirk on (07) 3854 2508 or [pkirk@pubserv.com.au](mailto:pkirk@pubserv.com.au) — or visit [www.qbr.com.au/wib](http://www.qbr.com.au/wib) for more information.

**WHEN:** March 14,

5:30-8:30pm

**WHERE:** Brisbane Powerhouse

Centre for the Arts

**COST:** \$55.00\* Members

\$66.00\* Non-Members

**BOOK:** Pip Kirk

P: 3854 2501

F: 1800 649 478

E: [pkirk@pubserv.com.au](mailto:pkirk@pubserv.com.au)



"For 15 years I've been helping clients put together from a legal perspective what they need to do in terms of listing on the stock exchange and acquiring businesses in innovative ways," she says.

"What Wellington Capital will do will design those transactions and assist fund them."

Hutson will leverage Wellington into the market with a focus on property funds management, using in part the relationships and skills developed through her role with holiday accommodation management group S8.

Noting only one of the top-five Australian merchant banks has a property portfolio, she is eyeing off the "immense" opportunities available in Queensland.

"A very big part of the [state] economy is being driven by great property deals, so that is where our focus will be," she says.

"We think this is a uniquely Queensland thing — so the position of the bank is to be the best in that space."

Describing merchant banking as thinking up great ideas and making them happen, Hutson says the bank's



*Over 250 Brisbane businesswomen attended Friday's Women in Business breakfast at the Carlton Crest Hotel*



philosophy is "achieving the best financial rewards for investors and de-risking it through structuring".

"What we'll bring that's different and special is positioning our investors in transactions that they otherwise would not see," she adds.

Hutson's vision includes amassing \$100 million in funds under management within the next 12 months.

"I would like to be able to look back in five years and have created an organisation that is culturally aligned with my business principles and has a position in the Queensland

marketplace as the pre-eminent merchant bank in that space," she says.

"The five-year view is to have an organisation that has that position in the Australian marketplace, that is headquartered in Queensland, that is influential on the east coast of Australia and is a success known for the style of clever thinking that some of the other [banks] are known for."

Wellington Capital borrows her mother's maiden name and can be traced back to Lord Wellington. ■