

GRAHAM WALKER LAW/BUSINESS/ASIA



Graham Walker's professional experience blends business, international law and banking.

He has managed commercial real estate investment, development and management businesses in Colorado, Arizona and Texas, with executive corporate responsibility for all operations, including financing, banking and loans, acquisitions and sales. He is qualified as a lawyer in Colorado, England and Hong Kong, and has extensive legal experience across a wide range of areas and multiple jurisdictions.

He has lived and practised law in Colorado, Hong Kong and London and has helped clients in the USA, Hong Kong, China, Singapore, Japan, the Middle East, and Europe. He was a member of the senior management group of a UK listed telecoms company and was an investment banker in London for a number of years.

1978 - 2014 BUSINESS: LONDON, COLORADO, TEXAS, SINGAPORE

**2012 - AEA Advisors Ltd. Boulder, CO
Founder/Chairman/CEO**

Founded AEA to provide international investment, consulting and business support services to businesses in the US, Asia and Europe which are seeking to expand or break into markets in any of those regions. The focus is in promoting inward investment flows from Asia (particularly Hong Kong, the PRC or Singapore) into the US or the UK/EU, and from the US and UK/EU into Asia.

AEA's current activities include:

- High level international guidance and support to clients with particular focus in technology (Green & Clean technology; Life Sciences; telecoms, IT and high tech) and finance (banking, trade finance, investment and private equity) and international structuring.
- Focus on the intersection of Green & Clean and Life Sciences/Medical technologies and Chinese economic planning
- Boutique investment deal creation/origination with particular focus on Green & Clean and Life Sciences/medical technologies
- Equity stakes and joint venture/partnership projects with clients
- Promotion of inward foreign direct investment in Colorado tech businesses
- Offices in Colorado, Hong Kong, Chongqing, London; additional representatives in Vancouver, Geneva and Rotterdam

**2000 - Walker Enterprises LLLP Boulder, CO & San Antonio, TX
2000 - 2011 English & Continental Property Group Phoenix, AZ & Boulder, CO**

Partner/principal in Walker Enterprises LLLP and manager for numerous related partnership or LLC entities;
Executive VP of English & Continental Property Group and related offices in or for associated group companies.

Ownership and executive corporate responsibility for overall management of several shopping centers and development land in Phoenix, Arizona, development projects in Colorado (retail; mixed use; R&D/office); development projects in San Antonio, Dallas and Harlingen, Texas (retail and commercial development).

Functional responsibilities include management and counsel roles in all matters relating to commercial/retail shopping center leasing, sales, finance/banking/loans (land loans, A&D loans, construction loans, conduit/CMBS permanent financing) and post-closing administration; preparation and negotiation of offering memoranda, letters of intent, sale and purchase contracts; construction (contracts and general management); review of title and environmental matters; drafting, review and negotiation of estoppel certificates, SNDAs, easements and access agreements and REOAs.

1986-1990 LONDON: Investment Banking & Telecoms

Telecoms: Senior Management Group in Communications Systems Division, British Telecom; Worked on deals (acquisitions & divestments) with equity elements; M&A/financial analysis, assisting business units, and co-ordinating inputs on legal, accounting and regulatory issues; Post-transaction due diligence in France, Spain, and Sweden.

Investment banking: mergers and acquisitions preparatory work; target research, preparation of Shareholders' Circulars and Listing Particulars; Worked on private company acquisitions and several Initial Public Offerings and placements; Worked on developing business through the branch network of the Midland Bank (now HSBC)

1978 SINGAPORE: Leisure Industry

Singapore based representative for a European company bringing a new leisure product (similar to inline skating) to Australasia. Worked on site acquisition, construction supervision (conversion of ice skating facility), contract negotiation with contractors and vendors in Singapore and Taiwan, liaison with European parent, hiring local staff and professionals.

1985 - 2014 LAW PRACTICE: LONDON, HONG KONG & COLORADO

2000 - COLORADO
Colorado Bar - Supreme Court of Colorado - Admitted May 2000

2013 - Boulder ADR + Commercial Mediation Services Boulder, CO
Founder/Principal

- Founded commercial mediation service to use legal and business experience to assist parties in finding reasonable, practical and commercially sensible solutions to business disputes.
- Boulder ADR aims to craft workable solutions that can deliver an acceptable outcome in the present and the chance of repaired relationships and continued business in the future.

1995 - 2000 HONG KONG
Solicitor of the High Court of Hong Kong - admitted 1995
Wide ranging commercial practice involving advisory and contentious matters, including conduct of cases in the High Courts of Hong Kong and England and in arbitration; cases involving capital markets (FRNs), banking and trade finance; employment; Securities & Futures Commission and Insider Dealing Tribunal enquiries; sale of goods and commodities; Judicial Review; real property disputes; insolvency; maritime matters - charterparties, arbitration; sale of goods contracts. Advisor to the Chief Bailiff and represented Registrar of the High Court of Hong Kong.

Hong Kong counsel to US investment fund; advising in relation to shareholder agreements, management arrangements, directors' duties, preparation of accounts, employment issues, substantial multi-national, multi-jurisdictional shareholder disputes

1985 - 1995 LONDON
Barrister / Solicitor

- 1992 - admitted as a solicitor of the Supreme Court of England & Wales
- 1985 - called as a barrister of the High Court of England & Wales

1990 - 1995 Litigation practice with a leading London law firm; cases focused on maritime and commercial disputes, especially contractual disputes, insurance, charterparties, carriage of goods, insolvency, documentary credits; some tort-based matters (professional negligence, product liability). Clients in UK, Europe, Kuwait, Japan. Handled cases through all stages from arbitration through the High Court (Commercial Court, Queen's Bench Division, Chancery and Companies Courts) and the Court of Appeal up to the House of Lords (Supreme Court)

1985 - 1986 Self-employed barrister in Chambers in Essex Court, Middle Temple, London:
Wide range of commercial law cases, mostly involving contracts, insurance, maritime, trade finance.

EDUCATION

1984 - 1985 Inns of Court School of Law, London
Barrister of the High Court, England & Wales; member of the Inner Temple

1982 - 1984 Magdalene College, Cambridge University
LL.M (Master of Laws)

1978 - 1982 Manchester University
BA Philosophy, First Class Honors; 1st placed of all philosophy graduates in year