



Lara Granville

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Q *What was the toughest deal you have worked on and why?*

A I have done a couple of merger notifications involving parties who have previously been accused by the competition authorities of collusion, where the regulator has been inclined to prohibit these transactions on the basis of unproven allegations, unrelated to the competitive effects of the respective mergers. Those transactions have been tough to handle because the clients (understandably) feel immense frustration and a deep sense of injustice in these circumstances, and yet, one needs to continue to navigate the clients through what may feel like an Alice in Wonderland sense of absurdity.

Q *What is your favourite sector in which to do a deal and why?*

A I have enjoyed working in the telecommunications sector and getting to understand the technicalities of operating networks and navigating a sector with overlapping regulatory dispensations. At the moment, I am thoroughly enjoying coming to grips with the pharmaceutical industry, and the complex web of influences in the South African healthcare sector which impact on access to healthcare and medicine.

Q *When things go wrong, what advice would you give about moving on?*

A I have an appropriate amount of Jewish anxiety and pessimism, so I say, “things could always be worse”.

Q *What advice would you give a young woman working on her first deal?*

A Read, read, read. Read every transaction document; every strategic document; scan every document and website you can to research the industry and understand the business. And then think about how you would explain it all to a 10 year old.

Q *Do you have a role model or someone you greatly admire and, if so, who are they and why?*

A My toddler. She doesn't take “no” for an answer.

Q *What do you do to unwind and get away from the stress of work?*

A I endure the stress of trying to feed and dress a toddler, so that I long for the stress of work.

Q *What is one thing that makes your life easier and that you really wouldn't want to do without?*

A Coffee.

Q *If you could have dinner with any woman in history, who would it be and what would be the first thing you asked her?*

A My mom. I would ask her for every detail of her life that she remembered. I would ask what her life was like – she loved her work and was driven by her work. She mothered three children, including a child with Down's Syndrome, and ran the family firm.

FUN FACTS

Current book on your nightstand:

The Bee Sting (Paul Murray);
Winnie and Nelson (Jonny Steinberg);
Love and Fury (Margie Orford).

Preferred holiday destination:

Anywhere with a hiking trail.

What genre of music would we find on your favourite playlist? Bach and teenage pop.

Your worst trait: Impatience. 🙄

