



Our Commitment to Clients

Our commitment to our clients is absolute and is based on successful long-term relationships formed through dedicated service, value creation and loyalty. Striving to surpass expectations in expertise, availability and accountability are the fundamental principles that guide us. We are acutely aware that exceptional service requires a diligent effort to give each client responsive, personalized and practical legal advice, on a 24-hour, seven-days-a-week basis.

Sharing Knowledge and Expertise

Our paramount objective is to provide excellent service and real value to our clients. In order to best meet their needs, we have formed industry-specific Sector Teams that combine the expertise of attorneys from several substantive practice areas in the most productive and creative ways. These Sector Teams possess the integrated skills to effectively address any problem, regardless of the size or complexity.

Team members - from the senior partner to the newest attorney in the firm - share their knowledge and experience. We believe this unique approach provides keen insight into the scope and complexity of clients' legal needs. This breadth of specialization, combined with years of experience helping emerging companies through their growth cycles, positions us as an effective and efficient business partner. We are able to anticipate both future opportunities and potential challenges before they arise.

Clients hold law firms accountable for how well their needs are met. We take great pride in our exceptional record of achievement and high level of client satisfaction. Our clients tell us that our greatest strength is that we provide solutions that are of real value to them. This is the best testimony to a law firm's effectiveness and ultimately recognizes the importance of building lasting client relationships.

Practice Area Specialties

We have created Sector Teams to address the highly specialized needs of the following sectors:

- Corporate Finance and Securities
- Venture Capital
- Life Sciences
- Licensing and Technology
- Energy
- Franchising
- Real Estate
- Environment and Natural Resources

As a full-service law firm, we have the depth and capacity to assist our business clientele with all of their legal needs:

- Mergers and Acquisitions
- Taxation and Estate Planning
- Intellectual Property
- International Trade Law
- Labour Law
- Civil and Commercial Litigation
- Banking and Finance

The Value of a Balanced Approach



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And How We Continue To Stay One Step Ahead

An Exceptional Record of Achievement

Lapointe Rosenstein is a Quebec-based Canadian law firm with nearly sixty attorneys as well as other professionals including notaries, consultants and translators. Our growth and reputation were built on the successful practice of business and commercial law. Although we have never lost this focus, we have developed our expertise to address the highly specialized needs of the corporate finance and securities, venture capital, life sciences, licensing and technology, energy, franchising, real estate and environment and natural resources sectors.

A cornerstone of our business philosophy is to do more and go further: to offer our clients more than the traditional range of legal services. While we are dedicated to providing skilled legal expertise that meets the highest standards of quality and professionalism, we also know that it is important to take the time to understand a client's business. We look at the business model as well as the legal issues.

Since our inception in 1966, we have actively sought out and developed an international practice. With our membership in TerraLex®, an international organization of attorneys in over 140 countries, we have access to a worldwide network of legal and other business advisors.

We are multilingual and multicultural, counselling clients whose business interests range from local to international. We frequently play an important role in helping them advance their interests around the world. One-third of our attorneys are first or second generation Canadians and we speak 12 languages, namely French, English, Greek, Spanish, Italian, German, Polish, Hebrew, Yiddish, Armenian, Portuguese and Arabic.

Our Abilities

Our abilities are as diverse as our clientele. But our greatest strength is our history of providing solutions that are of real value to our clients. We listen to our clients and take pride in our reputation for understanding their objectives and consistently identifying the most practical means to accomplish them. Our primary goal is to devise pragmatic, yet creative solutions that help clients succeed. Our strategies and solutions are aligned with their business objectives and legal needs. We provide personalized services effectively, quickly and at a reasonable cost.

We have gained and maintained the confidence of both major corporations and owner-operated businesses. We take great pride in helping clients become successful, market-leading organizations. Our clients not only gain access to a group of legal experts who will work towards the development and success of their company, but also to our worldwide network of venture capitalists and other business entities that offer commercial synergies.

Understanding a Client's Business

Our clients range from small and emerging entrepreneurial businesses to some of the largest corporations in North America. We provide counsel to owners, executives, merchant bankers, underwriters and venture capitalists operating in a

wide variety of sectors, including the financial markets, life sciences, technology, energy and franchising.

We are team players and our attorneys make it a point to regularly visit our clients' places of business. To be truly effective in offering value added legal services, we recognize that we must make a point of establishing a close client relationship in order to better understand the nuances of their business model and sector. Our attorneys are dedicated to anticipating clients' concerns and solving their problems on a day-to-day basis.

Achieving Superior Results

We provide our clients with a full complement of high-quality legal services. Our aim is to support every facet of a client's business, be it in Quebec, throughout Canada, in the United States or abroad. From forming creative start-ups, to securing seed and mezzanine financing, through to initial public offerings, merger and acquisition transactions and beyond, we are equally adept at representing a two-person start-up or acting as counsel for a large corporation.

We have developed teams of attorneys with highly skilled and diverse talents to effectively negotiate mergers and acquisitions, or handle taxation and estate planning, intellectual property, labour, international trade and civil and commercial litigation matters. We have a recognized expertise in protecting clients' businesses and professional assets through timely litigation counselling and aggressive, cost-effective advocacy.

The life sciences and information technologies sectors have emerged in recent years as key centres of economic activity and strength in Quebec. Many of our attorneys have strong backgrounds in these areas. Our firm is uniquely positioned to represent enterprises in these sectors in their search for new markets for the distribution of their products and for the capital required to fuel their growth.

A Reputation for Excellence

Ours is a reputation built upon a tradition of professional excellence, ingenuity and foresight in serving clients. Our principal mission is straightforward and simple: to be a business partner and counsellor and to meet the individual needs of each client by providing excellent legal skills and sound business judgement.

Our pro-active approach in working with clients is highly collaborative. It ensures successful and long-standing relationships. Attorneys are selected for a client team based on their ability to add value to the legal services provided and to execute projects efficiently and effectively.

Our firm is driven by a culture and entrepreneurial spirit that encourages client representation that is creative and energetic, yet adheres to efficient business problem solving founded on an extremely thorough knowledge of the law. We pride ourselves on the quality of our strategic thinking and our ability to clearly understand clients' goals, as well as the critical issues and opportunities that affect them.

Our Core Values

- An entrepreneurial attitude
- Pragmatic, yet creative solutions
- Providing added value to legal services
- Strong business acumen
- Understanding client objectives
- Surpassing client expectations
- Personalized services
- Availability and responsiveness

Creating a Solid Partnership

We are team players and strive to create a solid partnership with clients by adhering to our fundamental principles:

- Develop a personal relationship of confidence
- Become familiar with a client's corporate culture and business
- Constantly search for innovative solutions that are tailored to meet client needs