

Mergers and Acquisitions

A Deal-Making Firm

We are an entrepreneurial deal-making firm. Over the years, our mergers and acquisitions experts have provided advice on and concluded hundreds of transactions.

Our diverse clientele ranges from large public corporations to smaller closely held businesses operating across many industry sectors. They include companies making strategic acquisitions or dispositions, financial buyers and owner-operators implementing exit strategies. We also have extensive experience in representing buyers and sellers in the auction / bid process method of sale.

An In-Depth Understanding

Our clients encompass a broad spectrum of the business world. Our mergers and acquisitions attorneys have an in-depth understanding of many industries, including information technology, biotechnology, retail and manufacturing. We have attracted and retain clients that rely on us to help them achieve their evolving strategic objectives, whether it be growth through acquisitions and strategic alliances, or divestitures to implement rationalizations or restructurings.

An Entrepreneur's Approach to Negotiating

Because our attorneys have gained expertise in advising buyers and sellers of businesses in a diverse range of industry sectors, we are actively involved in the negotiation of the deal. And as our clientele is primarily entrepreneurial, we take an entrepreneur's approach to negotiating. Our ability to recommend approaches, solutions and compromises and to appreciate and evaluate risk is a skill that is attributable to the number and diversity of deals we have concluded.

Our attorneys' technical skills are complemented by a wealth of experience in a wide variety of complex transactions. We have the insight and the depth and breadth of knowledge in all legal aspects of merger and acquisition matters that is required to achieve client objectives on a timely basis.

Mergers and Acquisitions

Taxation and Estate Planning

Intellectual Property

International Trade Law

Labour Law

Civil and Commercial Litigation

Banking & Finance



Dedicated to Excellence

- An exceptional depth of M&A talent and expertise
- A pragmatic approach based on know-how, confidence and capabilities
- Practical solutions to challenging problems
- Comprehensive due diligence investigations
- Appreciating and evaluating risk

Our Expertise extends to:

- Representing both buyers and sellers in the auction/bid process method of sale
- Strategic acquisitions and dispositions
- Exit strategies
- Growth strategies through alliances
- Business rationalization and restructuring

Tackling All Relevant Issues

To properly capitalize on a merger and acquisition opportunity, a client needs an integrated team that can skilfully and successfully tackle all the relevant issues. We are equipped to counsel and assist clients in the planning and execution of all aspects of M&A transactions. Our attorneys draw upon the knowledge and skills within the firm in other areas of the law in order to address the tax, labour, intellectual property, licensing, technology, securities, environmental and other integral aspects of M&A work, and to provide comprehensive due diligence investigations.

Our Approach - Listening to Clients

Through listening to our clients we have obtained a wealth of experience relating to their concerns, approaches and priorities. This asset, which can only be gained through the familiarity that comes with concluding hundreds of deals, has been internalized and provides our attorneys with a unique set of skills.

We possess an exceptional depth of talent and expertise strategically aligned to address complex M&A transactions. We have the skill to anticipate client needs and to respond immediately and creatively to emerging opportunities and challenges. We take a pragmatic approach, based on a know-how, confidence and capability to define key issues, overcome obstacles and develop practical solutions to even the most challenging problems.

For more information contact:

Brahm M. Gelfand
brahm.gelfand@lapointerosenstein.com
(514) 925-6313

Norman A. Rishikof
norman.rishikof@lapointerosenstein.com
(514) 925-6333

Staying One Step Ahead: Our vertically integrated Sector Teams address the highly specialized needs of the corporate finance and securities, venture capital, life sciences, licensing and technology, energy, franchising and real estate sectors.



Montreal

Suite 1400, 1250 René-Lévesque Blvd. West
Montreal, Quebec H3B 5E9
Telephone: (514) 925-6300
Facsimile: (514) 925-9001
lapointerosenstein.com

Longueuil

Suite 310, 555 Roland-Therrien Blvd.
Longueuil, Quebec J4H 4E7
Telephone: (450) 677-6300
Facsimile: (450) 442-9001
lapointerosenstein.com