

Corporate Finance and Securities

Navigating Complicated Transactions with Ease

We provide highly experienced counsel on all types of corporate finance and securities transactions. The scope of our advice ranges from the initial inception of the deal to its negotiation and implementation. Whether it is dealing with banking syndicates or navigating through securities legislation, we work closely with our clients to ensure that their objectives are achieved.

Serving the Financial Sector

Our attorneys have extensive backgrounds in serving organizations operating within the financial services sector. We have participated in many complex debt financings, advising banks and other commercial lending institutions. We offer a complete range of services in connection with transactional, short-term and long-term financing as well as their recovery aspects. We also assist in implementing collateral security on behalf of foreign lenders. Given our breadth of experience on the lender side, we are also adept at representing borrowers and providing them with the benefit of the insight gained by us through having acted on the other side.

Our attorneys also provide the right skills and legal advice needed in matters of bankruptcy, insolvency and creditor-debtor law. We consistently handle a wide range of complex insolvency matters on behalf of both creditors and debtors and carry out our mandates in a manner that is sensitive to the needs of our clients.

Accessing the Capital Markets

We possess the skills and expertise necessary to guide companies through the complicated process of going public, and once public, complying with the securities laws. Our attorneys routinely counsel pre-IPO companies through the various stages of their development, from seed financing to public financing. We advise public companies on how to navigate what is sometimes a confusing myriad of regulations related both to their day-to-day operations, such as annual reports, annual information forms and proxy circulars, and to the full range of transactions they may embark upon, such as public issues, private placements and take-over bids. We also handle all aspects of regulatory compliance and securities litigation. We provide clients with representation before securities commissions, stock exchanges and other securities self-regulatory organizations. We have a particular expertise in advising independent committees of boards of directors in a wide range of transactions.

Dedicated to Excellence

- Consistent and seamless legal advice on all aspects of a transaction
- The skills and depth to navigate the confusing myriad of regulations with ease
- Consummating complex corporate finance and securities transactions in an innovative, cost-effective and timely manner
- Strategies and solutions with concrete actions that benefit clients
- A proven record of achievement in delivering efficient, responsive and value-added legal services
- Developing long-term client relationships based upon mutual respect and confidence

Our Expertise extends to:

- Structuring transactional, short-term and long-term debt financings
- Drafting and negotiating credit agreements and inter-creditor agreements
- Implementation of collateral security
- Pre-initial public offering (IPO) securities planning for emerging companies
- IPOs and follow-on offerings
- Private placements
- Take-over and reverse take-over bids
- Mergers and acquisitions
- Mutual fund offerings
- Translation (French/English) services for securities documents
- Registrations with the securities commission
- Listings on Canadian stock exchanges and NASDAQ

Our clients are public companies, private companies in the late venture capital stage, investment dealers and foreign law firms. We have a long history of representing entrepreneurial companies as they emerge from the privately financed niche to the public securities markets. We also represent a number of Quebec-based mutual funds.

Accessing Firm Resources

While many of the issues faced with corporate finance and securities mandates are the same regardless of the industry sector, our expertise in the energy, mining, life sciences, high technology and telecommunications sectors has proven to be extremely beneficial to our clients. Our corporate finance and securities practice is completely integrated with other areas within the firm, allowing us to provide consistent and seamless legal advice on all aspects of a transaction. We work as a team with attorneys specializing in such areas as venture capital, taxation and mergers and acquisitions, thereby ensuring that all aspects of a client's affairs are fully handled in the most efficient and cost effective means possible. With our ability to work in both French and English, we frequently act as a liaison for companies based outside of Quebec before the province's regulatory organizations and have helped numerous Canadian-based clients who have looked to the U.S. market for public financing.

Our Approach is to Foster Long-Term Client Relationships

Our firm has a highly regarded reputation for fostering long-term client relationships. We are acutely aware that our clients look for value in legal services and, as a result, provide services that are personalized, expert and timely. We apply our knowledge of securities laws and financing trends to assist our clients in consummating complex transactions in an innovative, cost-effective and timely manner.

We believe our role is not merely to provide legal counsel to clients on demand. A fundamental principle shared by everyone in the firm is to anticipate changes for the benefit of clients and to develop a long-term relationship based upon a high degree of mutual respect and confidence. We react quickly to client needs and possess the legal knowledge and capability to develop practical solutions to complex problems. Our reputation has been earned through our achievements – continually delivering efficient and responsive service.

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