

Life Sciences

Understanding of the Industry

We are one of the most active and experienced law firms in Canada in the area of life sciences. Our knowledge of the industry enables us to understand and service the special business and legal needs of life sciences companies. We have a large network of industry contacts in Quebec, other regions of Canada, the United States and abroad, including hospitals, universities, research centres, governmental agencies and venture capitalists.

A Diverse Clientele

Our clients include a wide spectrum of pharmaceutical, biotechnology and bio-pharmaceutical companies involved in diagnostics, therapeutics, medical devices, bio-informatics and genomic research. They range from early-stage ventures to mature publicly-traded companies. They look to us to provide business-driven legal counsel and assistance in all aspects of their commercial affairs. We have helped structure and develop many of the innovative deal strategies in this industry, from the earliest R&D clinical partnerships to the latest bio-informatics licensing transactions. We have developed this expertise by combining technical and business knowledge with a thorough understanding of the life sciences industry.

Our Expertise – Keeping Abreast of Issues and Trends

A team of technology-savvy attorneys forms the cornerstone of our life sciences group. Our strength is a combination of legal expertise and a practical understanding of clients' business needs and the industry. We keep abreast of relevant trends and issues and have access to a network of knowledgeable and influential contacts within the life sciences community.

Some of our attorneys have prior industry experience and others have backgrounds in biology, chemistry and regulatory affairs. These attorneys work closely with other members of our firm possessing expertise in complementary fields. Our combined backgrounds are invaluable in the due diligence process or scientific evaluation.

Depth That Makes A Difference

Clients rely on our depth of legal expertise. Our overall abilities and skills ensure that we consistently provide a comprehensive approach to the complex issues facing companies in the life sciences sector. We help develop and implement their overall intellectual property, licensing and commercialization strategies. Doing so requires close co-ordination with other firm resources, including securities and licensing attorneys



Dedicated to Excellence

- A leader in understanding life sciences companies
- A combination of technical and business knowledge practical to the life sciences sector
- Skills that ensure a comprehensive approach to the complex issues facing life science companies
- An ability to provide valuable, timely and effective legal and business advice
- An active involvement in the sector
- A vast network of business and financing contacts worldwide

Our Expertise extends to:

- Confidentiality and assignment of intellectual property agreements
- Sponsored research and development agreements
- Manufacturing and supply agreements
- Exclusive and non-exclusive licensing and distribution agreements
- Co-development and product commercialization agreements
- Subscription/stock purchase agreements
- Shareholders/stockholders and voting rights agreements
- Rights of first refusal and co-sale agreements
- Registration rights agreements (including a comprehensive understanding of U.S. securities legislation)

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knowledgeable with the technology, products and services within the sector. Our recognized expertise in the area of taxation results in our clients gaining the full benefit of R&D tax credits, an important issue for biotechnology companies.

We provide expert advice on raising capital, including seed capital and first and second round mezzanine financing. We have represented many clients in the negotiation of convertible debt and equity investments by venture capitalists and have also been involved in many initial and secondary public offerings. Our attorneys have participated in transactions involving some of the leading biotechnology and pharmaceutical companies. We are leaders in financing transactions, acting on behalf of both companies and investors.

Value-Added Services

We take tremendous pride in our ability to provide valuable, timely and effective legal and business advice to our clients. We provide clients with superior service and unique opportunities to grow and prosper, given our broad experience and affiliations with venture capital investors, research centres, hospitals and universities. We have participated in the development of financial and tax models that have led to the marketing of technologies emanating from research and university centres. Through our vast international network of contacts, we are able to offer clients opportunities to expand their businesses by introducing them to investment bankers, brokers and others with whom they may have business synergies.

Cross-Border Transactions

We have been involved in numerous transactions whereby foreign companies have established Quebec-based subsidiaries. We have also helped Quebec-based companies set up operations in other countries, whether through branch offices, wholly-owned subsidiaries or joint ventures with foreign partners. In addition, our team has been involved in the negotiation of complex merger transactions with foreign entities.

Our Competitive Edge

We guide clients through all stages of their development and our attorneys are able to respond to their ever-changing needs. We are highly regarded for providing business-driven counsel and assistance in all aspects of the acquisition, development and commercialization of our clients' intellectual property, technology and products. Many clients view this as our competitive edge.

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



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