

RECOGNIZED LEADERS

Our Reputation With Clients



CASSELS BROCK
LAWYERS



CASSELS BROCK IN BRIEF

- ◆ Canadian law firm focused on serving the transaction, advocacy and advisory needs of the country's most dynamic business sectors
- ◆ Emphasis on core practice areas of mergers and acquisitions, securities, finance, corporate and commercial law, litigation, taxation, intellectual property and information technology, international business and government relations
- ◆ One of the largest business law practices in Canada, serving multinational, national and mid-market entities and with a particular strength in the mining and natural resources sector
- ◆ Consistently ranked at or near the top of Bloomberg, Thomson Financial and Mergermarket deals league tables for mergers and acquisitions and equity offerings
- ◆ Cited as market leaders by *Chambers Global*, *ALM 500*, *Best Lawyers*, *Lexpert*, *Global Counsel* and others
- ◆ Regularly act on deals honoured at the Canadian Dealmakers' Gala and for counsel recognized at the Canadian General Counsel Awards
- ◆ Dedicated to staying on the leading edge of trends in law and business to offer timely proactive and preventative advice that adds demonstrable value
- ◆ Serving leadership roles in business, political, civic, charitable and cultural organizations in community, national and international organizations

DIVERSITY, INCLUSION AND COMMUNITY

Firm recognition by *Pro Bono Ontario* for service to self-represented litigants through Law Help Ontario and advocacy work for members of the College of Early Childhood Education

Firm recognition by *Lexpert Zenith Awards* for the Women's Practice Development Committee (WPDC) and the Diversity & Inclusion Committee



WHAT YOU CAN EXPECT FROM US

In a word, efficiency. We don't over-lawyer. We prefer to over-deliver.

Staying Focused on Our Clients

Cassels Brock is sized, structured and managed to enable rapid, flexible and sophisticated responses to client needs and priorities, coupled with a commitment to making it easy and enjoyable to work with us. We are genuinely collaborative internally, with clients, with our strategic partners and with other law firms.

We approach relationships with the philosophy that each client is unique. We work hard to align ourselves strategically and operationally with your business. We take the time to know our clients and understand their objectives so we can provide the best possible legal advice. For us, the value proposition is simple – we want to know what is important to you so that we can deliver more.

Responsive, Practical Advice

Our approach is both strategic and tactical. We provide comprehensive advice, leveraging our precedents and the experience of our professionals to provide a cost-effective solution for you. We take a practical and collaborative approach to day-to-day work and will consult as needed with our experienced lawyers in other areas of practice to reduce duplication and provide an integrated, thoughtful response. The advice you receive from us is timely and presented in a manner that is comprehensive, thoughtful, clear and practical. Our lawyers are particularly responsive and provide sophisticated and pragmatic advice to all of our clients.

We help you stay compliant and move your business forward while protecting your bottom line.



KEY AREAS OF PRACTICE

Select Key Industries and Areas of Practice

Aboriginal
 Capital Markets
 Competition & Antitrust
 Employment
 Franchise
 Government Relations
 Higher Education
 Hospitality
 Infrastructure
 Insurance & Reinsurance
 Intellectual Property
 Lending & Financial Services
 Litigation
 Mergers & Acquisitions
 Mining
 Private Equity
 Product Liability & Class Actions
 REITs
 Real Estate & Property Development
 Restructuring & Insolvency
 Sports & Entertainment
 Tax
 Technology



OUR REPUTATION WITH CLIENTS

Aboriginal

Thomas Isaac is universally acknowledged as a leading expert in Aboriginal law and regularly represents government and industry clients in connection with major projects across the country. One client enthused: *“He is very personable, easy to approach and he listens well — he is very responsive to what your needs and concerns are.”* — Chambers

Class Actions

Glenn Zakaib is considered a *“first-class lawyer”* by his peers, with one client stating: *“I would recommend him on the class action side. He has a lot of experience and is reasonable to deal with. He doesn’t take unreasonable stances or approaches.”* — Chambers

Wendy Berman evokes praise for her work in the securities and class action litigation space. One client enthused: *“She is just outstanding.”* — Chambers

Commercial Litigation & Dispute Resolution

The *“well-respected”* team at Cassels Brock impresses for being *“particularly strong in the corporate, securities, mining and insolvency areas.”* — The Legal 500

Cassels Brock stands out for its experience of mining-related disputes, with additional expertise in securities litigation, tax and insolvency. *“They are very committed to advancing the interests of their clients.”* — Chambers

Wendy Berman is described by clients as *“just fantastic. She is one of a kind and understands everything.”* *“She is very engaging, very considerate, very thoughtful, and provides great guidance. She helps us manage expectations well, is timely in her communication, takes the time to understand the needs of the case and is just outstanding.”* — Chambers

Sources call **Tim Pinos** a *“very strong, senior advocate.”* — The Legal 500

Glenn Zakaib is *“a very good lawyer who brings good judgment to the table. He is a thoughtful lawyer who will provide practical advice and take reasonable positions that will be a success in the long run.”* — Chambers

ABORIGINAL

Lawyer recognition by *Lexpert, Chambers and Best Lawyers*

ASSET & EQUIPMENT FINANCING

Firm recognition by *Lexpert*

Lawyer recognition by *Lexpert and Best Lawyers*

CLASS ACTIONS

Firm recognition by *Lexpert*

Lawyer recognition by *Lexpert, Chambers, Best Lawyers and Benchmark*

COMMERCIAL LITIGATION & DISPUTE RESOLUTION

Firm recognition by *Legal 500 and Benchmark*

Lawyer recognition by *Lexpert, Lexpert Rising Stars, Chambers, Best Lawyers, Who’s Who, LMG Expert Guide, Legal 500 and Benchmark*

Competition & Antitrust

A mid-market firm with a well-regarded competition practice — merger control and counselling are a particular specialty, but Cassels Brock lawyers are also working on domestic and cross-border cartel investigations. — *GCR 100*

Sources say of Cassels Brock: “They always deliver, no matter what it is or when it is — their client service sets them apart,” and “they are very responsive and give good, practical advice.” — *Chambers*

Chris Hersh “brings incredible knowledge of competition law as well as strategic thinking around issues,” according to sources. — *Chambers*

Construction & Procurement

Matthew Alter enjoys a burgeoning reputation in the construction sector.

Clients say: “He’s extremely thoughtful and evaluates the entire picture. He certainly watches out for our interests and makes sure we don’t miss anything.” — *Chambers*

Matthew was recently named Toronto’s “Lawyer of the Year” for Public Procurement Law. — *Best Lawyers*

Copyright, Entertainment & Sports

Casey Chisick, a producer and former actor, is described as a “lawyer of choice” by his clients. — *Who’s Who Legal*

Len Glickman is considered an “extremely accomplished” entertainment lawyer. — *Who’s Who Legal*

Energy & Utilities

This firm’s energy and utilities practice is particularly active in Ontario, where it specialises in project development and enjoys strong support from its mining and Aboriginal law teams. Sources say: “They’ve done a phenomenal job for us.” — *Chambers*

COMPETITION & ANTITRUST

Firm recognition by *GCR100* and *Legal 500*

Lawyer recognition by *Chambers*, *Best Lawyers*, *Who’s Who*, *LMG Expert Guide*, *Legal 500* and *Benchmark*

CONSTRUCTION & PROCUREMENT

Firm recognition by *Lexpert* and *Legal 500*

Lawyer recognition by *Lexpert*, *Chambers*, *Best Lawyers*, *Who’s Who*, *LMG Expert Guide* and *Legal 500*

Lawyer certification as Specialist by the Law Society of Upper Canada

COPYRIGHT, ENTERTAINMENT & SPORTS

Firm recognition by *Lexpert* and *Who’s Who*

Lawyer recognition by *Lexpert*, *Best Lawyers*, *Who’s Who* and *LMG Expert Guide*

ENERGY & UTILITIES

Firm recognition by *Legal 500*

Lawyer recognition by *Legal 500*

Financial Services & Banking

“Knowledgeable, responsive and proactive,” Cassels Brock impresses for “ensuring that business sense is at the forefront of its advice.” — The Legal 500

“They deliver time-sensitive, actionable advice, and always have the interests of the client at the forefront. They also have the dedication to seeing a project through to completion through very difficult times.” — Chambers

*“[**Marc Mercier**] is brilliant, amazing, he’ll spend as much time with us as we need, he makes us feel we are the number one client.” — IFLR1000*

*“**Michael Wunder** and his partners are experienced and responsive, open and frank about issues.” — IFLR1000*

Alison Manzer *“is very impressive and brings great leadership to the work — she is very effective in negotiations and innovative in finding solutions.” — Chambers*

Charles Newman is underlined by clients for his *“attention to detail, accuracy and problem-solving skills.” — Chambers*

Franchise

“They understand franchising from the perspective of our industry — this makes them very pragmatic and commercial in their advice.” “They probably have the most significant franchise practice in Canada.” — Chambers

Recognized as “Lawyer of the Year” three years running, **Larry Weinberg** is considered the *“best franchise lawyer in the country,”* according to a large number of respondents, who say: *“What makes Larry so good is that he is perfectly harmonised with market developments; his advice is always right on the money.” — Who’s Who Legal*

Larry has been honoured with a Zenith Award for his excellence and thought leadership in the area of Franchise Law, setting new standards for the profession. — *Lexpert*

Geoff Shaw is *“an accomplished attorney who is well worthy of being one of the top lawyers in the country.”* — *Chambers*

Derek Ronde is praised by peers for his *“extensive experience”* with international clients. — *Who’s Who Legal*

Frank Robinson is *“extremely responsive, very pragmatic and very knowledgeable about franchise law.”* — *Chambers*

Both Larry and Geoff were listed in 2014, 2015 and 2016, and Derek and Frank were newly-listed in 2016, as “Legal Eagles,” considered superior attorneys by both peers and clients. — *Franchise Times*

FINANCIAL SERVICES & BANKING

Firm recognition by *Lexpert, Chambers, IFLR1000, Legal 500 and Latinvex*

Lawyer recognition by *Lexpert, Chambers, Best Lawyers, Who’s Who, LMG Expert Guide, IFLR1000, Legal 500, Precedent and Canadian Business Magazine*

Deal recognition by *Lexpert Top 10 Deals*

FRANCHISE

Firm recognition by *Lexpert and Chambers*

Lawyer recognition by *Lexpert, Lexpert Zenith Awards, Chambers, Best Lawyers, Who’s Who and Franchise Times*

Information Technology

Bernice Karn of is appreciated for her in-depth knowledge of the sector and her flexible approach. She *“has consistently demonstrated skill and a bit of panache,”* clients comment. — *Chambers*

Insurance & Reinsurance

Of Cassels Brock, sources say: *“They are a go-to regulatory insurance firm in Canada. They have a really integrated team who are all on the same page.”* — *Chambers*

Brian Reeve is consistently *“highly nominated”* in our research as an *“expert lawyer in the field of insurance.”* — *Who’s Who Legal*

Clients describe **Gord Goodman** as *“extremely knowledgeable, able to break down complex concepts into actionable items and capable of turning around opinions at a moment’s notice.”* — *Chambers*

Laurie LaPalme is described as a *“real star”* by her clients who appreciate her *“approachable and pragmatic”* style. — *Who’s Who Legal*

Intellectual Property

Sources say of Cassels Brock: *“We’re very much impressed with their work. The knowledge base there is unsurpassed.” “Their professionalism is always outstanding and the response time is brilliant.”* — *Chambers*

Casey Chisick *“has a very deep understanding not only of the law but of the way we interact.”* — *Chambers*

Shane Hardy is praised for his *“solid reputation in trademark protection and enforcement. He gives practical advice and is a brilliant person to have on your side.”* — *WTR1000*

Bernice Karn is an *“extremely experienced lawyer”* and is recommended for matters relating to IT, licensing and privacy law. — *The Legal 500*

Peter Henein is noted for his IP practice, composed primarily of copyright and trademark work, and is appreciated by a client as being *“incredibly diligent and amicable, and equally capable.”* — *Benchmark*

INFORMATION TECHNOLOGY

Firm recognition by *Legal 500*

Lawyer recognition by *Lexpert, Chambers, Best Lawyers, LMG Expert Guide* and *Legal 500*

INSURANCE & REINSURANCE

Firm recognition by *Lexpert* and *Chambers*

Lawyer recognition by *Chambers, Best Lawyers, Who’s Who* and *LMG Expert Guide*

INTELLECTUAL PROPERTY

Firm recognition by *Chambers, WTR1000, Managing IP* and *Legal 500*

Lawyer recognition by *Lexpert, Lexpert Rising Stars, Chambers, Best Lawyers, Who’s Who, LMG Expert Guide, WTR1000, Managing IP, Legal 500, Benchmark* and *INTA*

Lawyer certification as Specialist by the Law Society of Upper Canada

Case recognition by *Managing IP*

Labour & Employment

Cassels Brock & Blackwell LLP garners a steady flow of instructions relating to collective bargaining matters and employment litigation and it also regularly advises on the employment aspects of corporate transactions. — *The Legal 500*

Mergers & Acquisitions

Cassels Brock impresses for its “prompt response times and accurate advice.” — *The Legal 500*

“They’ve helped us crack difficult tasks in a prompt, effective and co-operative manner.” “The team has good creative thought and a first-rate service-focused philosophy.” — *Chambers*

Paul Stein stands out for his “great background in mining,” has a “deep knowledge and focus on achieving the most commercial outcome” and is commended for his “creativity in dealing with uncertain areas of the law.” — *Chambers*

Mark Bennett is recommended for his “strategic advice and negotiation skills” and his “great regulatory expertise.” — *The Legal 500*

Clients say **Jeff Roy** “is responsive and intelligent, and gives great practical advice.” — *Chambers*

Frank DeLuca is a “strong M&A partner with a real mind for business.” — *The Legal 500*

Eva Bellissimo is recognized as a Rising Star for her exceptional legal abilities in both M&A and Corporate Finance, and her ability to expertly guide clients through complex and multifaceted transactions. — *Lexpert*

LABOUR & EMPLOYMENT

Firm recognition by *Legal 500*

Lawyer recognition by *Best Lawyers* and *Legal 500*

MERGERS & ACQUISITIONS

Firm recognition by *Lexpert*, *Chambers*, *IFLR1000*, *Legal 500* and *Latinvex*

Lawyer recognition by *Lexpert*, *Lexpert Rising Stars*, *Chambers*, *Best Lawyers*, *IFLR1000*, *Legal 500* and *M&A Advisor*

Deal recognition by *Lexpert Top 10 Deals*

Mining & Natural Resources

Cassels Brock is a dominant firm in mining. Sources say: *“They are clear experts in their field and they go out of their way to provide us with an excellent service.”* *“They have a lot of depth in mining, which isn’t that easy to find. The team has seen all sorts of complex mining transactions all over the world.”* *“A very cohesive team.”* — Chambers

The eminent **John Craig** is *“an icon in mining.”* — Chambers

Paul Stein *“really knows how to manage a negotiation and understands the mining business like nobody else.”* — Chambers

John Vettese is described as a *“great strategist.”* — Chambers

Mark Bennett *“is an extremely strong lawyer and a go-to guy for insight into mining-related matters.”* — Chambers

Of **Jay Goldman**, sources say: *“The speed at which he works is remarkable, and his advice is usually dead on in terms of what the requirements are, or what the process will be to get something done.”* — Chambers

Darrell Podowski is *“intimately involved in the mining industry and understands the needs of mining clients. Working with people like him makes things better for all sides on a deal.”* — Chambers

Gordon Chambers *“has worked in many jurisdictions, and is able to see the big picture”* and *“has a very solid reputation and is very effective.”* — Chambers

Jeff Roy is a *“lawyers’ lawyer.”* — The Legal 500

David Redford *“just gets where we’re coming from and has our best interests at heart.”* — Chambers

Chad Accursi is *“well respected”* for his work in this area. — Who’s Who Legal

Clients call **Brian Dominique** a *“well-rounded mining lawyer with good skills and a good suite of clients”* with an expertise that is *“hard to find in the market.”* — Chambers

The up-and-coming **Jennifer Traub** receives high praise from interviewees, who regard her as *“phenomenal – her advice goes beyond legal.”* — Chambers

Perhaps one way to gauge the depth of a firm’s mining practice is to look at the number of public financings that firm works on in the mining space. Cassels Brock emerges as a clear leader in the sector. — *“Mining Industry Ripe for Deals,” Legal Post*

MINING & NATURAL RESOURCES

Firm recognition by *Lexpert*, *Chambers*, *Best Lawyers*, *Legal 500* and *Latinvex*

Lawyer recognition by *Lexpert*, *Chambers*, *Best Lawyers*, *Who’s Who*, *IFLR1000*, *Legal 500* and *Latinvex*

Deal recognition by *Lexpert Top 10 Deals*

Product Liability

"I am constantly finding myself feeling fortunate to be relying on the expertise of such high-level, eminent lawyers." — Chambers

Glenn Zakaib is recognized as a "real product liability specialist" and is "among the best" for product liability litigation and class action proceedings. — *Who's Who Legal*

Emily Larose evokes praise for her representation of manufacturers and distributors in product liability litigation. Clients appreciate her deep knowledge and attention to detail: "She's very responsive and thoughtful." — *Chambers*

Public/Private Partnerships & Infrastructure

Cassels Brock provides "timely and broadly knowledgeable advice," and is recommended for its "very fast response times" and for its ability to "put forward an appropriate mix of junior to mid-level and senior counsel." — *The Legal 500*

Sources call **Colin Ground** "pragmatic and business-oriented." — *The Legal 500*

Charles Newman "exhibits very good judgment and understanding in project finance deals." — *The Legal 500*

Real Estate & Development

"The firm understands transactions at a business level and provides a service that is relevant." — Chambers

Cassels Brock's "streamlined and effective" group impresses for its "practical, responsive and hard-working lawyers." — *The Legal 500*

David Redmond is "creative, open-minded and knowledgeable." — *The Legal 500*

Lanny Abramson is a "facilitator of transactions." — *The Legal 500*

Signe Leisk was selected as a Rising Star based on her work as a leading municipal lawyer who has structured and executed significant development deals that will permanently enhance the landscapes in Toronto and other municipalities, and for her substantial civic contributions and participation in various firm committees and initiatives. — *Lexpert Rising Stars: Leading Lawyers Under 40*

PRODUCT LIABILITY

Firm recognition by *Lexpert* and *Chambers*

Lawyer recognition by *Lexpert*, *Chambers*, *Best Lawyers*, *Who's Who*, *LMG Expert Guide* and *Benchmark*

PUBLIC/PRIVATE PARTNERSHIPS & INFRASTRUCTURE

Firm recognition by *Legal 500*

Lawyer recognition by *Lexpert* and *Globe and Mail's Report on Business*

REAL ESTATE & DEVELOPMENT

Firm recognition by *Lexpert*, *Chambers* and *Legal 500*

Lawyer recognition by *Lexpert*, *Lexpert Rising Stars*, *Chambers*, *Legal 500* and *LMG Expert Guide*

Deal recognition by *Lexpert Top 10 Deals*

Restructuring & Insolvency

Sources say of Cassels Brock: *“They think about things from a business perspective. They are always trying to do things that haven’t been done before, and they have been successful.” “They come with a very practical and client-oriented approach. They are very efficient and great to work with.”* — Chambers

Shayne Kukulowicz *“has a huge amount of experience and a very good track record in insolvency proceedings,”* clients comment. — Chambers

Shayne has been honoured with a Zenith Award for his excellence and thought leadership, setting new standards for the profession. — *Lexpert*

Mary Buttery wins praise for her *“very energetic and intellectual approach”* to insolvency and restructuring in Vancouver. — Chambers

Ryan Jacobs *“has a huge amount of experience to draw upon and is good at marshaling resources.”* — Chambers

Ryan is recognized as a Rising Star for his reputation as a leading cross-border insolvency lawyer. — *Lexpert*

Larry Ellis *“understands the deals. He can be creative to get a deal past the finish line and is willing to think outside the box.”* — Chambers

Jane Dietrich is *“a very methodical practitioner who sees the big picture really well and is terrific to work with.”* — Chambers

Securities Litigation

Wendy Berman was honoured with a Zenith Award based on her reputation as a leading securities litigator and for her numerous activities championing the retention and advancement of women in the legal profession. — *Lexpert*

Securities & Corporate Finance

Wendy Berman *“is very well regarded in securities, and a phenomenal lawyer with a first-rate reputation.”* — Benchmark

Tax

Ken Snider enjoys a strong reputation for cross-border taxation issues and is described as a *“thorough and meticulous tax lawyer.”* — Chambers

RESTRUCTURING & INSOLVENCY

Firm recognition by *Lexpert, Chambers, IFLR1000* and *Legal 500*

Lawyer recognition by *Lexpert, Lexpert Zenith Awards, Lexpert Rising Stars, Chambers, Best Lawyers, Who’s Who, LMG Expert Guide, IFLR1000, Legal 500, Benchmark* and *TMA Toronto*

SECURITIES LITIGATION

Firm recognition by *Lexpert*

Lawyer recognition by *Lexpert, Lexpert Zenith Awards, Best Lawyers* and *Benchmark*

SECURITIES & CORPORATE FINANCE

Firm recognition by *Lexpert, IFLR1000, Legal 500* and *PitchBook*

Lawyer recognition by *Lexpert, Best Lawyers, Who’s Who, IFLR1000, Legal 500* and *Benchmark*

TAX

Firm recognition by *Legal 500*

Lawyer recognition by *Lexpert, Chambers, Best Lawyers, Who’s Who, LMG Expert Guide* and *Legal 500*

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