



Private Equity

Leaders in a Dynamic Industry

Your Canadian Mid-Market Private Equity Partner

The Private Equity team at Cassels Brock represents parties throughout the private equity industry: from funds, limited partners and co-investors to target companies and lenders. We have extensive experience advising on investments, co-investments, acquisitions and secondaries transactions. We also have a strong reputation in the industry for fund formation, including private equity and alternative asset funds. In addition, we are skilled at all aspects of leveraged debt financing and we are highly-regarded by lenders financing both private equity funds and deals (both within Canada and across borders). As a mid-market private equity leader, Cassels Brock consistently and efficiently provides high quality deliverables along with world class service.

Here's a look at a few of our recent engagements:

- ◆ **Investments** — Represented the Mucci Farms group of companies, one of the largest growers, packers, shippers and marketers of greenhouse vegetables in North America, in their partnership with NOVACAP, one of Canada's leading private equity firms
- ◆ **Co-investment** — Acted as lead corporate lawyer for one of Canada's premier private equity investors as part of a group led by Ontario Teacher's Pension Plan to acquire Exal Group, the largest manufacturer of impact extruded aluminum containers in the world
- ◆ **Buyouts** — Represented Transamerican Auto Parts on the US\$665 million acquisition by Polaris Industries, Inc. from existing private equity investors
- ◆ **Going public** — Acted for the underwriters in respect of The Catalyst Capital Group Inc. taking its portfolio company, Callidus Capital Corporation, public
- ◆ **Fund formation** — Represented Integrated Asset Management Corp. on Integrated Private Debt Fund VI LP (\$750 million), including the provision of advice on fund structure, investment strategy, fund documentation and regulatory matters
- ◆ **Secondaries** — Acted for a global private equity investment company on the acquisition of limited partnership interests in various private equity funds from a Canadian financial institution
- ◆ **Venture capital investment** — Acted for Flipp in respect of an investment by Insight Venture Partners
- ◆ **Dispute resolution** — Represented the founding shareholder of a leading Canadian organic food company with respect to a shareholder dispute and private equity investment
- ◆ **Debt purchase** — Acted for Hilco (UK) Ltd. in its purchase of \$130 million of the Kraus Group's debt and security from three secured lenders
- ◆ **Mezzanine and other Leveraged Debt Financing** — Acted on behalf of both the senior and subordinated lenders in a significant financing of an acquisition by a US-based private equity fund of a manufacturing business based in Atlantic Canada
- ◆ **Carve-outs** — Represented VersaPay Corporation in the sale of its merchant services portfolio to BluePay Processing, LLC (a portfolio company of TA Associates)
- ◆ **Cross-border** — Represented Rave Mobile Safety in the bolt-on acquisition of Emergency Response Management Services Corp.
- ◆ **Real Estate** — Represented Sandpiper Group on the fund formation and launch of various real estate funds



How We Can Help

Investing? Divesting? Still deciding? We have the people, experience and relationships to help you determine when it's time to make your move.

- ◆ Mergers & Acquisitions
- ◆ Alternative Asset Funds
- ◆ Buy-Outs – Buy and Sell Sides
- ◆ Venture Capital Investment
- ◆ Fund Formation
- ◆ Fund Management and Investment
- ◆ Family Offices
- ◆ Search Funds
- ◆ Competition and Foreign Investment Law
- ◆ Mezzanine and Other Leveraged Debt Financing
- ◆ Liquidity Event Transactions
- ◆ Dispute Resolution
- ◆ Cross-Border Tax Structuring
- ◆ Lending to Private Equity
- ◆ Registration Matters
- ◆ Restructuring & Insolvency
- ◆ Government Relations
- ◆ Regulatory
- ◆ Due Diligence

Where We Can Help

We have experience in virtually every sector of the business community — and we understand the regulations in each.

- ◆ Agriculture
- ◆ Automotive
- ◆ Brands/Intellectual Property
- ◆ Building Products and Distribution
- ◆ Cannabis
- ◆ Clean Technology
- ◆ Consumer Products
- ◆ Energy
- ◆ Entertainment
- ◆ Financial Services
- ◆ Fintech
- ◆ Food & Beverage
- ◆ Franchise
- ◆ Health Care
- ◆ Hospitality
- ◆ Infrastructure
- ◆ Insurance
- ◆ Manufacturing
- ◆ Mining
- ◆ Power
- ◆ Real Estate (including Land Development)
- ◆ Renewable Energy
- ◆ Retail
- ◆ Technology
- ◆ Telecommunications
- ◆ Transportation

Integrated Team and Experience

Our integrated Private Equity team is innovative, collaborative, strategic and client-centred. We offer a range of experience and expertise across a broad range of practice areas, including M&A, venture capital, securities, financial services, taxation, employment, intellectual property, competition and franchise. Where the situation demands, our team coordinates and collaborates across various legal disciplines to ensure that all aspects of a transaction are considered in our advice.

Recognized Thought Leaders

Members of our Private Equity team are recognized as leaders locally and internationally by such prominent authorities as *Chambers Global*, *Chambers Canada*, the *Canadian Legal Expert Directory* and *Best Lawyers in Canada*. Our Private Equity team regularly speaks at industry conferences and writes articles on private equity-related topics. Our team leaders are regularly interviewed by leading media outlets on industry trends.



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LAWYERS

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