



firm profile

McMillan is a modern and ambitious business law firm serving public, private and not-for-profit clients across key industries in Canada, the United States and internationally. With recognized expertise and acknowledged leadership in major business sectors, we provide solutions-oriented legal advice through our offices in Vancouver, Calgary, Toronto, Ottawa, Montréal and Hong Kong. Our firm values – respect, teamwork, commitment, client service and professional excellence – are at the heart of McMillan’s commitment to serve our clients, our local communities and the legal profession. For more information, please visit our website at www.mcmillan.ca.

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mergers and acquisitions

overview

Mergers and acquisitions (M&A) can be described in one simple word: complex.

Whatever form they take, they are a mix of finance, law and, oftentimes, emotion. Companies embarking on any type of M&A path require counsel that understands their objectives, as well as the legal and regulatory regimes—in Canada and internationally—they will encounter along the way. They require an advocate who understands the world of M&A and the art of negotiation, and can help close deals quickly, efficiently and successfully.

McMillan's M&A Group delivers an integrated group of services to help you structure successful transactions, whichever side of the transaction you are on. We have extensive experience representing merging parties and related stakeholders in M&A activity across a wide range of industries.

We understand that every transaction is important to our clients, no matter how large or small. Our lawyers bring the same approach to every engagement: we listen to your needs and then apply our experience, expertise, creativity and commitment to help you achieve your objectives.

Our public and private clients have ranged from companies in the Fortune 500 to fast-growing small- and medium-sized enterprises. We work on M&A transactions originating in Canada, the United States and internationally. Our clients include private equity companies and other financing agents including venture capital firms, boards of directors and special committees.

representative transactions

- Advised **Refresco Group N.V.** in connection with its US\$1.25 billion acquisition of the bottling and canning businesses of Cott Corporation
- Advised **Gentherm Inc.** in connection with its US\$64 million acquisition of Etratech Enterprises Inc.
- Advised **Carlisle Construction Materials, LLC** in connection with the purchase of Accella Polyurethane Systems
- Advised **AE Industrial Partners** in connection with its US\$128 million acquisition of CDI Corporation (NYSE:CDI)
- Advised **West Fraser Timber Co. Ltd.** in connection with its US\$430 million acquisition of Gilman Cos.
- Advised **Quench USA** in connection with its acquisition of Quench Water Canada



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- Advised **Hammond, Kennedy Whitney & Co.** in connection with the sale of RST Instruments
- Advised **Chalice LLC** in connection with its investment in Gold Leaf Holdings
- Advised **First Atlantic Capital** in connection with its sale of a majority stake in TestEquity to LKCM Headwater Investments
- Advised **Hammond, Kennedy Whitney & Co.** in connection with the sale of GMD Distribution to McKesson Specialty Pharmaceutical Services Corporation
- Advised **NuData Security Inc.** in connection with its sale to Mastercard Incorporated
- Advised **Waterous Energy Fund** in connection with its US\$244 million acquisition of an interest in Northern Blizzard Resources Inc.
- Advised **Aircraft Technical Publishers** in connection with its acquisition of Casebank Technologies Inc.
- Advised **Canadian Cancer Society** in connection with its amalgamation with the Canadian Breast Cancer Foundation
- Advised **Catalyst Capital** in connection with its US\$5.4 billion restructuring of Pacific Exploration & Production
- Advised **Bit Stew Systems** in connection with its \$207.5 million sale to General Electric
- Advised **Williams Partners LP** in connection with its \$1.38 billion sale of its Canadian natural gas liquids midstream businesses to Inter Pipeline Ltd.
- Advised **W.P. Carey Inc.** in connection with its US\$145 million sale-leaseback with ABC Group Inc.
- Advised **Thoma Bravo** in connection with its acquisition of T2 Systems
- Advised **Thoma Bravo** in connection with its C\$1.575 billion acquisition of AutoTrader
- Advised **Novacap TMT** in connection with its acquisition of Firmex Canada Inc.
- Advised **Maru Group** in connection with the purchase of the North American business of Vision Critical Research and Consulting
- Assisted **Progressive Digital Media Group** in connection with the acquisition of GlobalData
- Advised **Novacap** in connection with its C\$125 million sale of Fibrenoire



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- Advised **Plentyoffish Media Inc.**, and its founder Markus Frind, in connection with its US\$575 million sale to The Match.com Group
- Advised **Arch Wood Protection** in connection with its purchase of Diacon Technologies Ltd.
- Advised **WhiteWave Foods Company** in connection with its US\$550 million acquisition of Sequel Naturals Ltd.
- Advised **Rogers Communications** in connection with its C\$815 million acquisition of Mobilicity
- Advised **Bunge Limited (Canada)**, part of the G3 Global Grain Group, in connection with its C\$250 million acquisition of a 50.1% stake in the Canadian Wheat Board
- Advised **Presidio Investments** in connection with the sale of its interests in Shred-it, part of the US\$2.3 billion acquisition of Shred-it by Stericycle
- Advised **Chongqing Zongshen Tianchen General Aviation Investment and Development Co. Ltd.** in connection with its acquisition of a 49% equity interest in Harbour Air
- Advised **Outland Group** in connection with its C\$120 million acquisition by Carillion Canada Inc.
- Advised **Hammond, Kennedy Whitney & Co.** in connection with the purchase of GMD Distribution
- Advised **Knightsbridge Human Capital** in connection with its C\$80 million sale to Lee Hecht Harrison
- Advised **Acosta Group** on its acquisition of LAUNCH! from Consumer Impact Marketing Ltd.
- Advised **The Hershey Company** on its acquisition of The Allen Candy Company
- Advised **Technicolor Canada Inc.** on its acquisition of Mr. X Inc.
- Advised **SSLP and PSI** in the development, installation and operation of solar energy projects on the rooftops of over 300 Toronto public schools, and the replacement of over 4 million square feet of school roofs
- Advised **Equal Energy Ltd.** in connection with its US\$230 million purchase by Petroflow Energy
- Advised **CCL Industries Inc.** in connection with its US\$500 million acquisition of Avery Dennison Corporation's Office & Consumer Products and Designed & Engineered Solutions
- Advised **Western Wind Energy Corp** in connection with its C\$430 million acquisition by Brookfield Renewable Energy Partners LP