



acquisitions and divestitures

overview

Buying and selling companies is a complex business that often involves myriad advisors including banks, consultants, accountants and lawyers. Many transactions—particularly those that happen across borders or in sensitive industries—are subject to rigorous scrutiny by government agencies.

Success in this high-stakes field can bring tremendous benefits in shareholder value, corporate focus and potential new markets. Failure can be just as profound: a languishing stock price, disconcerted employees and customers, and market confusion.

McMillan's Mergers and Acquisitions Group acts on behalf of a wide range of public and private clients in Canada and internationally, helping them navigate this challenging world.

We understand that while no two transactions are the same, all are important to our clients. The basis of our work is a thorough understanding of the client's objectives for the transaction and all the attendant opportunities and risks. We assist clients throughout the transaction life cycle and, as necessary, work with our other business law colleagues to address transition issues, such as employee and customer retention.

McMillan's legal teams have extensive experience in Acquisitions and Divestitures law, and bring experience, practical knowledge, industry expertise and creativity to every assignment. We work regularly with law firms in the United States and internationally to assist with cross-border transactions, providing expert advice about the Canadian market and regulatory regimes.

McMillan professionals help clients lead by:

- Advising on hostile or friendly takeover bids
- Counseling on spin-offs
- Advising on due diligence and transaction phases
- Providing confidentiality provisions
- Counseling on intellectual property rights
- Providing representation before governmental agencies
- Collaborating with investment dealers, lenders and financial advisors

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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