

### **Dentons Canada** Local. National. Global. Wherever you need us.

Grow | Protect | Operate | Finance

2022

# **Your success is our priority.** If it's important to you, it's important to us.

ŢŧŢţŢ

**600+** lawyers and professionals

Established business and community presence in Canada's key economic centers: Calgary, Edmonton, Montréal, Ottawa, Toronto, Vancouver

Our lawyers are recognized for their excellence in all leading Canadian and international publications, including:

> Chambers Canada

Canadian Legal Lexpert Directory

The Legal 500 Canada

The Best Lawyers in Canada **TOP 10** 

leading law firm brand in Canada\*

> \*Acritas Canadian Law Firm Brand Index 2022

Leading skills and experience in all key sectors and drivers of the Canadian economy, including:

> Energy Mining Financial Services Infrastructure/ PPP/Construction Technology Real Estate

### **One of the first national law firms in Canada.** The first Canadian firm to be a foundational partner in a truly global firm.

#### In and of your community in Canada.

With roots reaching as far back as 1839 in Toronto and 1888 in Edmonton, Dentons Canada has an established history in all six of Canada's key economic centers—Calgary, Edmonton, Montréal, Ottawa, Toronto, and Vancouver—where we are truly "in and of the community." We provide our clients with our leading services in English and French, and both common and civil law.

Our lawyers and professionals across our six Canadian offices are proud to act for a broad range of clients—from industry icons to startups, and including Canadian businesses with local, national and global business activity, and international clients with Canada-based activity and interests.

#### Your bridge to the global economy.

As part of the renowned global Dentons team, we provide you with leading and seamless legal services wherever you do—or want to do—business: in your local market, across Canada or around the world.

We bring together for you top-tier legal talent at the intersection of geography, industry knowledge and the law. Dentons' lawyers sit at this nexus, know their markets and can overcome hurdles and clear obstacles to find the timely, innovative and practical solutions you need. Our lawyers literally speak your language, as well as the language of your business.

#### Our promise to you: More.

Whether you are doing business in Canada, looking to expand globally or seeking entry into Canadian markets, we offer you more—more local knowledge, more global proficiency, more talent and more depth, in more places, delivered more efficiently.

### Dentons is a global, polycentric firm like no other.

With more than 600 lawyers and professionals across our **six** Canadian offices, our clients benefit from our on-the-ground legal talent and experience in all key markets and key sectors of the Canadian economy.

## We offer you leading talent and experience in key sectors and drivers of the Canadian economy, including:

With a track record encompassing all elements of construction and infrastructure

development, both locally and nationally, our team offers high-quality, practical and effective legal counsel to help you achieve optimal results. Our construction team has extensive experience in virtually all aspects of the Canadian construction industry: negotiating and preparing general construction, EPC and EPCM contracts, professional services agreements, fixed price and other general contracts, design-build contracts, construction management and construction management at risk contracts, subcontracts, publicprivate partnerships and custom documents for unique projects. Our team is unique in that we have highly-skilled construction solicitors working alongside seasoned construction litigators; we deliberately collaborate on contractual issues to achieve a better result, while minimizing the risk of disputes.



#### Corporate

Clients, including Canadian, US and international issuers (public and private),

and underwriters, buyers and sellers, rely on our leading corporate practice for debt and equity financings, including IPOs, mergers and acquisitions (public and private), cross-border, securities, and corporate finance transactions, franchising, outsourcing, and corporate reorganizations and restructurings. Encompassing multibillion-dollar purchases of public companies, including friendly and hostile takeover bids; joint ventures and partnerships; corporate governance and formation; venture and private equity investing; compliance and operations; and alliances and breakups across Canada and in virtually every corner of the world— Dentons' scope and reach is as broad as the universe of corporate interests. Additionally, our Venture Technology and Emerging Growth Companies practice handles a wide range of public securities work, including IPOs.



#### Cross-border

Dentons has always had a substantial US footprint and significant Canada-US capabilities but our 2020 merger with Cohen & Grigsby LLP is a tremendous enhancement for our clients in Canada, the US and around the world who do business—or want to do business—within the largest trading relationship in the world: North America. As the "go-to" firm for North American cross-border legal services, the Dentons team works to solve problems and find opportunities for our clients. No other law firm can match Dentons' cross-border skills, experience and seamless approach in North America. Our clients depend on our Canada-US team for completely integrated services that avoid the disruptions and extra time required when working with multiple law firms in each country.

At Dentons, we are focused on providing solutions to our clients to help them drive results and efficiencies. As legal partners and strategic advisors, we understand our clients' businesses—the way in which they operate, their top issues and how they manage risk—and we strive to create solutions that align to our clients' goals.

Energy Clients rely on the Dentons team in all critical aspects of the energy sector, including: oil and gas, with emphasis on oil sands joint ventures; oil and gas service industry; the negotiation, drafting and completion of pipeline transportation commercial arrangements; power, including renewables such as wind, solar, hydro and biomass; power project financing; services and infrastructure; and utilities, including natural gas and electricity. We advise clients undertaking domestic and international energy projects in critical areas such as project finance, commercial contracts, taxation, siting, permitting, environmental assessment and other regulatory matters. We regularly assist industry participants with corporate, asset acquisitions and dispositions, and all types of financings. We advise large industrial end-users on energy cost hedging strategies, emissions trading and energy contracts. Our practice is distinguished by the successful integration of sophisticated aboriginal law capabilities with recognized environmental and leading regulatory law capabilities-three essential elements of project planning in natural resource development and transportation in Canada.



#### **Financial Services**

Dentons has one of the largest banking and finance teams in Canada. Our team is not

a subset of larger corporate or capital markets practices, as found in many law firms—our lawyers handle debt financings of all sizes and types as their sole practice. This singular focus means we are able to provide clients with specialty financing capabilities not commonly found in most firms. We are first and foremost a local resource for our clients; we offer responsive, practical, on-the-ground advice on all aspects of your financing transaction, whether you are a lender, issuer, arranger or underwriter; from simple domestic loans to the most complex financings. We are proficient in multijurisdictional/cross-border financings; our global footprint allows clients to leverage local experience and insights within a single firm, receiving service where they choose to invest. We have the unique ability to act on cross-border deals as international counsel, as well as providing specific local jurisdictional advice.



#### Insurance and Reinsurance

The Dentons National Insurance sector group is one of the largest in Canada and

has the relevant expertise to support your needs. We have insurance sector depth in each of our six offices in Canada, particularly in regulatory, compliance, insurance defence, M&A, litigation and coverage matters. Our team advises industry participants on the Canadian insurance market, including reinsurance companies, insurance companies, brokers and agents, managing general agents, insurance adjusters and other insurance related services companies. We have particular expertise advising Canadian and international insurance entities governed by regulatory authorities on the creation of subsidiaries, establishment of branches, federal and provincial licensing, acquisitions and sales, commercial arrangements, market conduct investigations and hearings, and ensuring compliance with the powers, objects and authority granted to such entity under the applicable corporate and insurance legislation. Our global presence allows us to understand and react to market and regulatory changes and provide you with forward-thinking advice to develop sound and clear solutions and seize opportunities that will benefit your bottom line. Regardless of your home jurisdiction, we have special expertise in cross-border governance and structuring tools, including those needed to meet regulatory requirements to reduce the tax consequences of acquisitions and sales to simplify and expedite business relations. We are fully familiar with the regulatory legal and marketing requirements involved in the use of these types of cross-border international structuring tools.



#### Infrastructure/Public-Private Partnerships (PPP)

Our firmwide infrastructure and PPP team is one of the largest and most experienced of any global law firm, providing the skills and insights required to execute highly complex infrastructure projects, project financing, regulatory, privatization and restructuring transactions in a wide range of sectors and markets. We have extensive experience advising on large scale infrastructure and PPP projects in a variety of industry sectors across Canada and worldwide, representing all participants, including concessionaires, lenders, project sponsors, governments, public sector institutions and design build service providers. Our comprehensive capabilities-including knowing "the other side"enables us to anticipate our clients' needs and carefully advise on what works, and what doesn't.



#### Intellectual Property

The IP group at Dentons provides clients with comprehensive and effective IP

strategies and advice to protect, manage and optimize valuable IP assets, including patents, trademarks and copyrights, while minimizing related IP risks - whether they are inventions, branding, creative content, proprietary information, know-how, or corporate innovation. We offer an integrated "one firm" IP solution with lawyers from around the world who collaborate to consistently deliver high-quality and high-value results.



#### International Arbitration

Our International Arbitration team is proficient in pursuing and defending all manner of international commercial arbitration

and investor-state disputes. We have represented clients before most major international institutions, and in ad hoc arbitration proceedings, and are experienced in enforcement proceedings on international arbitration awards. Our Canadian international arbitration practitioners are part of our global international arbitration team that has consistently been ranked in the top tier of global arbitration practices.



#### Litigation and **Dispute Resolution**

Disputes are part of doing business. Resolving them is our business. Recognized as pioneers in providing settlement counsel and litigation risk analysis to businesses operating in Canada, our litigation and dispute resolution lawyers are focused on enabling our clients to resolve their disputes in the most timely and cost-effective way possible, while preserving their reputation. Our clients rely on our team to assess and manage their risks, minimizing the potential for future disputes. Our litigators are experienced, skillful, intelligent and energetic advocates for clients in every forum; we have successfully represented clients before

every level of court, and all types of commissions of inquiry and administrative tribunals. Our litigators have a broad spectrum of knowledge across industry sectors, and can collaborate with our colleagues in other sector and practice groups, and other locations, to respond effectively and rapidly to our clients' concerns.



Dentons has the largest media, entertainment practice in Canada, with the largest number of lawyers who are recognized by Lexpert and Best Lawyers as leading entertainment lawyers in Canada. We are proud of our successes for clients in this sector. When major Hollywood studios need a Canadian law firm, they call Dentons. When leadingedge digital platforms want advice on Canadian entertainment law, they call Dentons. When lenders need advice on how to structure their financings, they call Dentons. And, when independent producers, sports organizations and media companies have contract negotiations in Canada, they call us.



#### Mining

Dentons is your connection in Canada to mining around the world. Our dedicated mining practice offers an in-depth and comprehensive understanding of the industry and its needs at every stage of exploration and mine development, construction, production and reclamation. For regulatory, Aboriginal and environmental advice, and a sophisticated finance team that works closely with leading global finance centers to structure mining project finance, Dentons has the experience and insights needed to drive your mining projects forward. Through both upswings and downturns, our team can provide you with a unique and industryleading combination of legal and technical regulatory capabilities on every facet of mining in every corner of the globe where you do-or want to do-business. When it comes to mergers and acquisitions, be confident in our skilled team of lawyers to conduct thorough mining due diligence, and negotiate and prepare transaction documentation in compressed time frames. Your mining matters—legal, operational or business—are our priority.



#### Real Estate

The real estate practice at Dentons is the largest in Canada, offering a thorough

understanding of the real estate industry needs of Canada's institutional investment, and residential and commercial development communities. Our practice is also the largest in the world. With teams located in all major business centers in Canada, as well as across the US, Europe, Africa, Asia and the Middle East, Dentons offers real estate owners, investors and lenders in both developed and emerging markets, a full-service and seamless approach to conducting business. Serving a diverse client base from entrepreneurial start-ups to institutional investors and the government, we are focused on delivering work that meets the highest business, ethical and professional standards at all times.



#### Technology

Our critically acclaimed Technology group advises domestic and multi-

national businesses, government agencies and Crown corporations in the creation, acquisition, use, outsourcing, procurement and commercial exploitation of technology and associated intellectual property. Our capabilities include all industry sectors: energy; pipelines; automotive; forestry; financial and banking; investment management; software; hardware; communications; entertainment; advertising; publishing; public utilities; health; education and post-secondary education and other public sector institutions. Having represented both vendors and users of technology, our in-depth experience allows us to anticipate and identify your most critical business and legal issues, and provide you with practical and effective advice. This allows us to assist you in managing your risks, making informed business decisions and structuring your business with your end goals and objectives in mind.



## Transformative Technologies and Data Strategy

Our Transformative Technologies and Data Strategy group has deep and proven capability in traditional and emerging technologies that is unparalleled by any other law firm. Our data practice goes beyond privacy: it helps our clients protect, optimize and leverage all their informational assets, not just personal information. At the center of the Transformative Technologies and Data Strategy group is Dentons Data – a scalable, phased, end-to-end suite of services that provides our clients with a one-stop solution to digital transformation and informational resiliency challenges. Dentons Data solutions are all project-based, managed deliverables that provide both cost and timeline certainty.

Detailed information about all our industry sector and practice area experience can be found at dentons.com

Going Public in Canada ESG Global Solutions Report Global Guide to Autonomous Vehicles Smart Cities & Communities Think Tank Dentons Data Summit US Policy Scan Global Tax Guide Investing in Renewable Energy Projects Global Anti-Bribery and Anti-Corruption Tool

Whether your business is entering or operating in Canada, or expanding across borders, Dentons has the capability to support all of your legal needs. Here are some of our most popular global resources:

### **Our practices and industry sectors**

#### **Our practices include:**

Aboriginal Law (Canada) Arbitration **Banking and Finance Capital Markets Competition and Antitrust** Corporate **Corporate Governance Employment and Labor** Energy **Environment and Natural Resources** Franchising and Distribution **Government Affairs and Public Policy** Health Care Hotels and Leisure Immigration Insurance Intellectual Property Life Sciences Litigation and Dispute Resolution Mergers and Acquisitions Mining Pensions, Benefits and Executive Compensation Privacy and Cybersecurity **Private Equity Project Development** Public Law **Real Estate** Restructuring, Insolvency and Bankruptcy Securities and Corporate Finance Tax Technology Trade, WTO and Customs Transformative Technologies and Data Strategy

Transportation Trusts, Estates and Wealth Preservation Venture Technology and Emerging Growth Companies White Collar and Government Investigations

#### **Industry sectors include:**

Automotive Aviation and Aerospace Cannabis Communications Construction **Defense and Space** Energy **Financial Institutions Forest Products and Agribusiness** Gaming Government Hotels and Leisure Infrastructure and PPP Insurance and Reinsurance Life Sciences and Health Care Luxury, Fashion and Beauty Manufacturing Media, Entertainment and Sports Mining **Private Equity Professional Services** Real Estate Retail Technology Transportation

## **Committed to inclusion and our communities**

#### Inclusion and diversity

Inclusion and diversity are fundamental to who we are at Dentons, and integral to our vision and strategy. We know that greater inclusion and diversity promotes innovative and sophisticated solutions and service excellence, as well as fostering a rich and vibrant workplace that supports positive social change.

- We created the Statement of Commitment to inclusion and diversity that serves as the framework on which we have built a robust and comprehensive diversity plan anchored in a culture of inclusion.
- We were one of the first law firms to sign onto the Catalyst Accord, a call to action and commitment for Canadian businesses to accelerate the advancement of women in senior leadership roles by increasing the percentage of women on boards and in executive positions to 30 percent or greater by 2022.
- We signed the Law Firm
   Diversity and Inclusion Network's
   Statement of Principles, and have
   committed to work with other
   Canadian law firms to promote
   diversity, and encourage a culture
   of inclusion in our firms and the
   broader legal profession.

Developing a team that is inclusive and diverse is a business responsibility and a key component of our talent strategy to ensure, as a firm, we continue to uphold our unwavering commitment to provide you with innovative, clientfocused solutions to your complex business needs.

#### CSR and pro bono

We are proud of our deep tradition of giving to our community through our significant and ongoing fundraising efforts and our pro bono program. Everyone at Dentons supports these projects from start to finish, knowing what this means for individuals and organizations with limited means. Our dedication to pro bono services strengthens Dentons' positive and forward-thinking culture—a culture we believe has always been critical to our success.

#### Sustainability

Fostering sustainable solutions to enhance the way we work helps to minimize our carbon footprint by adopting environmentally sustainable practices. Becoming eco-conscious enables our people to seek innovative opportunities that improve our environmental impact across our offices, within our communities and at home, shaping the future health of our planet.



#### Canada's Best Diversity Employers 2011-2022



### Canada's Greenest Employers 2017 - 2022



#### Canada's Top Employers for Young People 2021-2022



Stonewall Top Global Employers 2018, 2020

## Leading the way at Dentons Canada



Tim B. Hanev Canada Chief Executive Officer D +1 403 268 3014 D +1 416 863 4505 tim.haney@dentons.com



Christian Létourneau Managing Partner, Montréal D +1 514 878 8860 christian.letourneau@dentons.com david.little@dentons.com



Kelly M. Elliott Managing Director, National Operations, Ottawa D +1 613 783 9678 kelly.elliott@dentons.com



**David P. Little** Managing Partner, Ottawa D +1 613 783 9639



John Esvelt Chief Risk Officer, Toronto D +1 416 863 4406 john.esvelt@dentons.com



Blair McCreadie Managing Partner, Toronto D +1 416 863 4532 blair.mccreadie@dentons.com



Fausto Franceschi Managing Partner, Edmonton D +1 780 423 7348 fausto.franceschi@dentons.com



**Nicole Miles** Chief Clients & Markets Officer, Toronto D +1 416 863 4705 nicole.miles@dentons.com



David A. Goult Chief Legal Officer and General Counsel, Canada, Vancouver D +1 604 648 6557 david.goult@dentons.com



Andrea Nicholls Chief Financial Officer, Montréal D +1 514 673 7437 andrea.nicholls@dentons.com



John R. Sandrelli Managing Partner, Vancouver D +1 604 443 7132 john.sandrelli@dentons.com



Kara Sutherland Chief People Officer, Toronto D +1 416 367 6759



George Tai Managing Partner, Calgary D +1 403 268 7164 kara.sutherland@dentons.com george.tai@dentons.com

#### **Our locations**



Locations in purple represent Dentons offices. Locations in blue represent associate firms, offices or special alliances as required by law or regulation Locations in green represent approved combinations that have not yet been formalized. Locations in brown represent Offices that are in the process of separating from Dentons.

#### **ABOUT DENTONS**

Dentons is designed to be different. As the world's largest law firm with 20,000 professionals in over 200 locations in more than 80 countries, we can help you grow, protect, operate and finance your business. Our polycentric and purpose-driven approach, together with our commitment to inclusion, diversity, equity and ESG, ensures we challenge the status quo to stay focused on what matters most to you.

#### dentons.com

© 2022 Dentons. Dentons is a global legal practice providing client services worldwide through its member firms and affiliates. This publication is not designed to provide legal or other advice and you should not take, or refrain from taking, action based on its content. Please see dentons.com for Legal Notices.