

International Transactions

The Aird & Berlis International Transactions Group applies its highly-regarded Canadian expertise and global experience to every national and multinational transaction in which our firm is engaged. Our legal professionals are knowledgeable about global legal trends and structures, adding a valuable dimension to our services. We deliver a timely, responsive and efficient Canadian legal service that is tailored to each individual client based on its needs and objectives.

We are committed to learning all we can about our clients' business objectives and to sustaining the client team so that our legal advice can be pragmatic.

The Aird & Berlis International Transactions Group provides Canadian legal services in three principal transactional activities: (1) transactions which originate outside of Canada; (2) Canadian transactions which involve jurisdictions outside of Canada; and (3) all Canada-wide transactions. We believe that we bring a focused and sophisticated approach to addressing the Canadian legal needs for all three of these types of transactions.

Our commitment to all Aird & Berlis clients is to provide sophisticated Canadian legal advice and to work cooperatively with all parties to a transaction. We are also committed to professionalism and excellence, which are manifested by our close relationship with leading practitioners and with various regulatory bodies in Canada and worldwide.

We use our extensive experience to provide comprehensive Canada-wide legal advice to all transaction participants. We are the gateway to Canada. We act for international entities doing business in Canada and Canadian entities doing business abroad. One of the principal attributes which the Aird & Berlis International Practice Group brings to every transaction is our ability to be completely independent. We can choose the best co-counsel inside and outside Canada. All of our clients and sources of referral know that we bring the best experience, expertise and relationships to bear on every transaction.

Aird & Berlis is known for not overloading a transaction with lawyers, thereby being efficient and cost effective. In this regard, we use an integrated approach to deliver exceptional service to our clients. Firm lawyers in many areas of Canadian law are active members of this group. Aird & Berlis has more than 50 professionals in at least 15 areas of practice involved in its international practice. The practice areas include Tax, Capital Markets, Corporate/Commercial, Workplace Law, Environmental Law, Financial Services, Infrastructure, Litigation, Municipal Law, Mutual Funds/Broker Dealers, Intellectual Property, Real Estate, Regulatory (*Competition Act*, *Investment Canada Act* (including CFIUS equivalent)), Technology and Privacy.

We act for most participants in the international arena, including advisors, accountants, publicly-listed and privately-held buyers and sellers, investment bankers, special committees of boards of directors, management-led buyout groups, private equity funds, hedge funds, real estate funds and REITS, activist stakeholders, merchant banks, corporate lenders, arbitrageurs and institutional investors.

Aird & Berlis regularly acts alongside leading U.S., U.K. and international law firms as Canadian counsel, and has developed a particular expertise in cross-border transactions. A significant portion of our international practice is commenced with our tax expertise and creativity. We are also known for our cross-border corporate finance knowledge and capability.

Members of our firm are active with the relevant committees of the International Bar Association and attend and speak at IBA meetings and conferences. Tax members of the International Transactions Group are active in various tax organizations such as the International Fiscal Association and American Bar Association, and organize an annual international tax and capital markets based conference with

participants from around the globe. As well, the Aird & Berlis International Transactions Group has partners who are members of committees advising regulators on proposed law, regulation and policy. Another methodology to keep current on law and practice around the globe is the writing of bulletins of new applicable law and policy as well as the rankings earned by members of the Aird & Berlis International Transactions Group.

Members of the Aird & Berlis International Transactions Group are also highly rated in *Chambers Global: The World's Leading Lawyers for Business* and *Chambers Canada*; *The Legal 500 Canada*; *The International Who's Who of Capital Markets Lawyers*; *The International Who's Who of Business Lawyers* and *Who's Who Legal Canada*; *The Best Lawyers in Canada*; *The Lexpert/American Lawyer Guide to the Leading 500 Lawyers in Canada*; and *The Canadian Legal Lexpert Directory*. The International Transactions Group also includes individuals who are recognized as global and Canadian leaders in tax law and trusts and estates.

We are pleased to offer *Doing Business in Canada*, a publication which has been developed to provide a general overview of Canadian federal and Ontario law and is intended for those planning to start, acquire or invest in a business in Canada.

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