A scenic view of a turquoise lake in a mountain valley. In the foreground, a Canadian flag flies on a tall wooden pole. The lake is surrounded by dense evergreen forests and snow-capped mountains in the background. A small boat is visible on the water.

**Canada's Leading
Legal Advisor to
Asian-based Enterprises**

October 2023

Osler Hoskin & Harcourt LLP

OSLER

About Osler

We are one of Canada's leading business law firms, and our clients include industry and business leaders in all segments of the market and across numerous industry sectors. Founded in 1862, Osler is Canada's oldest law firm and we have offices across Canada and in New York. We have built our reputation by providing market-leading expertise and world class client service. We have a long history of advising new market entrants into Canada.

Osler's collaborative "one firm" approach draws on the expertise of over 500 lawyers to provide responsive, proactive, and practical legal solutions driven by our clients' business needs, calling upon the right experience and expertise regardless of location.

We are known for providing strategic advice and counsel in transformational transactions and business critical disputes for some of the world's largest enterprises. We are also widely recognized for our culture of collaboration and our ability to build strong, long-lasting partnerships with our clients.

Osler can advise on a complete range of issues for clients doing business in the Canadian marketplace, and we can leverage our firm's strong industry and government contacts to ensure business success. We will build a team with the expertise to achieve your business objectives, tailoring our services to meet your particular needs.

We understand the importance of being familiar with our clients' businesses and industries and aligning our work to support your business objectives. We know that we perform best when we integrate our advice within the context of the business imperatives you face, combining our collective efforts to achieve the best available result.



Accolades

Osler is consistently recognized as one of Canada's leading law firms by a variety of publications, services and peer reviews. Set forth below are some of our recent accolades:

- **Chambers Canada 2024:** 198 Osler lawyers recognized across 47 practice areas; 19 Band 1 practice area rankings.
 - Osler was named "Corporate Law Firm of the Year" for 2024.
 - Osler's Emerging & High Growth Companies is the **only firm** ranked as Band 1 in that area.
- **Chambers Canada Awards:** Osler named 'Technology Law Firm of the Year', 2019.
- **Chambers Canada Awards:** Osler named "Projects & Energy Law Firm of the Year," 2022.
- **Best Lawyers:** Osler named "Law Firm of the Year" for Insolvency and Financial Restructuring Law, 2024; "Law Firm of the Year" for Energy Law, 2023; and "Law Firm of the Year" for Corporate, Commercial Litigation, and Tax Law, 2022.
- **IFLR Americas Awards:** "Canadian Firm of the Year" and "Capital Markets Firm of the Year," 2022.
- **Canadian Legal Lexpert Directory 2023:** 143 Osler lawyers and 31 practice areas
- **Legal 500 2023:** 59 Osler lawyers recognized across 20 practice areas including 8 *Tier 1* rankings.
- **IFLR1000:** Osler recognized across 10 practice areas with 47 lawyers ranked.
- **BTI Consulting Group:** one of nine global law firms recognized as leaders in "client collaboration"



Best Lawyers



Canada's Leading Advisor to International Enterprises Investing and Doing Business in Canada

- For over 150 years, Osler has been advising international enterprises investing and doing business in Canada
 - Osler advised each of Coca-Cola, Target, Kodak, General Motors, Procter & Gamble and Standard Oil when they decided to enter the Canadian market for the first time
- Our integrated team of leading practitioners in areas including Taxation, Corporate, Foreign Investment Review and Anti-Trust provides our clients with market leading advice in all of the areas that are important to clients when considering investments and other transactions in Canada
- We are currently advising hundreds of international clients on matters involving Canadian law, many of whom are headquartered in Asia



Leading Advisor to Asian Enterprises Investing and Doing Business in Canada

Osler has had the privilege of working with numerous leading Asian-based enterprises investing or doing business in Canada, including State-owned enterprises, Sovereign wealth funds, public and private companies and family offices.

















Our representative Asian clients include:



Healthcare



Notable M&A Experience involving Asia-based Entities

 <p>its acquisition of Sierra Wireless' automotive embedded module product line for US\$165 million</p> <p>Counsel to Buyer</p>	 <p>agreement to acquire Anglo American PLC's Brazilian Niobium and Phosphates Businesses for US\$1.5 billion and in its US\$2.65 billion agreement to acquire Freeport-McMoRan's indirect 56% interest in the Tenke Fungurume mine</p> <p>Counsel to Buyer</p>	 <p>\$4.2 billion acquisition of PetroKazakhstan Inc.</p> <p>Counsel to Buyer</p>	 <p>a subsidiary of China National Petroleum Corporation, in its sale of a 33% interest in PetroKazakhstan to JSC KazMunaiGas</p> <p>Counsel to Seller</p>
 <p>US\$500 million bond offering</p> <p>Canadian Counsel to China Gold</p>	 <p>\$8.3 billion sale to Sinopec International Petroleum Exploration and Production Corporation</p> <p>Counsel to Target's Board of Directors</p>	 <p>purchase of 5% of the equity of Penn West Energy Trust and with its agreement with Penn West to form a partnership to develop certain bitumen assets located in Alberta, representing a total investment of \$1.25 billion</p> <p>Counsel to China Investment Corporation</p>	 <p>acquisition of Penn Terminals and Halterm Container Terminal</p> <p>Counsel to Acquirer</p>
 <p>US\$500 million investment in a secured Convertible Debenture issued by SouthGobi Energy Resources Limited and the subsequent partial conversion of the Convertible Debenture</p> <p>Counsel to China Investment Corporation</p>	 <p>and certain leading Asian financial institutions, in its \$1.1 billion purchase of a 15% interest in ArcelorMittal's Canadian iron ore business</p> <p>Counsel to Consortium of Buyers</p>	 <p>acquisition of Grande Cache Coal Corporation</p> <p>Counsel to Buyers</p>	 <p>agreement to sell a 9% interest in Syncrude for \$4.65 billion to subsidiaries of Sinopec International Petroleum Exploration and Production Company</p> <p>Counsel to Seller</p>
 <p>sale to CNOOC</p> <p>Counsel to Target's Financial Advisors (Goldman Sachs and RBC)</p>	 <p>\$1.5 billion sale of British Columbia gas assets to PETRONAS</p> <p>Counsel to Seller</p>	 <p>partnership with TransCanada Corporation and its affiliates to construct, own and operate the Grand Rapids Pipeline System and its commitment to ship on the system</p> <p>Counsel to PetroChina</p>	 <p>proposed US\$43 billion acquisition of Swiss-based Syngenta</p> <p>Canadian Counsel to Buyer</p>

Doing Business in Canada

Osler produces a number of guides and other publications that will be of interest to enterprises considering an investment or other transaction in Canada. These publications are provided without charge to our clients.



Osler's Doing Business in Canada Guide provides practical information about what you need to know when considering an investment in or expanding your business to Canada, with links to useful resources. Clients can download the full guide, or create their own customized guide by completing a short questionnaire or by browsing and adding topics of interest to their library.



Osler also provides comprehensive guides and information on areas that are of specific interest to international clients, including on the Investment Canada Act and Canada's Transfer Pricing Regime which also list some of the landmark transactions and cases that Osler has advised on.

For information on a range of other guides or to sign up to receive regular updates, please visit the resources section of osler.com.

Other Resources available to International Clients



Complimentary, available on osler.com

Interaction tool to quickly determine whether a transaction may be subject to the mandatory pre-closing notification regime of the *Competition Act*.



Canadian Public Company Mergers & Acquisitions is a practical guide to the issues surrounding acquisitions of public companies in Canada, covering key steps, requirements and regulations such as:

- Shareholder approval
- Legislations and governing principles
- Time and delivery requirements



Turn to Canada's Leading Tax Team provides clients with an overview of major tax issues including:

- Transfer pricing
- Goods and services tax
- Treaty interpretation

March 2023

Frequently asked questions concerning the *Investment Canada Act (ICA)*

Authors: Shal Roddi, Michelle Lilly and Karleigh Kumar

The following are some frequently asked questions (FAQs) concerning the application, administration and enforcement of the ICA. These FAQs and responses are of a general nature, and cannot be regarded as legal advice.

1. When do the net benefit provisions of the ICA apply?
2. What are the thresholds for net benefit review?
 - (a) Financial Threshold
 - (b) Acquisition of Control Threshold
3. What are the implications of the enterprise value threshold for investment review?
4. Are there any exceptions from filing under the Investment Canada Act?
5. If an acquisition of control does not meet thresholds for review, is the investor required to obtain any kind of clearance, or take any action?
6. Do specific considerations apply to investments involving a cultural business?
7. What is considered a "cultural business"?
8. Are there any other sensitive sectors besides culture?
9. Can investors implement a proposed investment pending net benefit approval?
10. When will the investor receive approval of a reviewable investment?
11. What does "net benefit" mean?
12. What happens once the Minister approves an investment?

FAQs **Frequently asked questions concerning the Investment Canada Act (ICA)**

Questions concerning the application, administration and enforcement of the ICA.

Leading Practices in the Areas Relevant to Asian-based Enterprises

- **M&A** – As Canada's top M&A firm, our team has advised on many of Canada's largest and most innovative M&A transactions. We are effective at advising on and staffing all types and sizes of M&A transactions, and routinely advise domestic, cross-border and multi-national companies in connection with such matters. We have designed and implemented innovative legal structures that have revolutionized the M&A landscape.
- **Foreign Investment Review** – Our market-leading cross-border M&A deal flow and our lawyers' deep foreign investment review experience make us a leader in this area. We have extensive experience with, and expertise in, advising on foreign investment issues across a broad range of industry sectors, including energy/natural resources, technology, cultural/media industries, mining, manufacturing, financial services and infrastructure. These transactions often raise unique challenges under the *Investment Canada Act* that require in-depth expertise and experienced-based judgment, which few firms can offer. Collectively our team has almost 100 years of experience in advising on foreign investment issues.

INDUSTRY RECOGNITION

- **Chambers Canada:** Recognized in Corporate/M&A (Band 1); Corporate/Commercial: The Elite: Ontario (Band 1), Alberta and Québec
- **Chambers Global:** Recognized in Corporate/M&A (Band 1)
- **The Canadian Legal Expert Directory:** Recognized in Mergers & Acquisitions (Calgary, Alberta; Montreal, Quebec; Ottawa, Ontario; Toronto, Ontario)
- **Chambers Canada:** Recognized in Competition/Antitrust
- **Chambers Global:** Recognized in Competition/Antitrust
- **The Canadian Legal Expert Directory:** Recognized in Competition Law (Toronto, Ontario)

Leading Practices in the Areas Relevant to Asian-based Enterprises

- **Anti-trust** – Our regulatory and anti-trust/competition team have extensive experience in supporting our market-leading mergers and acquisitions practice in effectively identifying and navigating anti-trust and other regulatory issues, coordinating with counsel across various jurisdictions to ensure a consistent approach and positive deal outcomes and in negotiating effective and appropriate protections in transaction agreements. This team is highly ranked in international surveys for its leading anti-trust expertise.
- **Taxation** – The Osler Tax Group is consistently recognized as a leading provider of tax law services in Canada. Our tax lawyers operate as an integrated unit with our other practice groups and in partnership with our clients to develop sophisticated solutions to our clients' most complex and important taxation issues. With close to 60 tax professionals, we are able to offer our clients expert advice on a broad range of taxation matters of importance to their business interests.

INDUSTRY RECOGNITION

- ***The Canadian Legal Expert Directory***: Recognized in Competition Law (Toronto, Ontario)
- ***Legal 500***: Recognized in Competition and Antitrust
- ***Global Competition Review***: Recognized in Competition Law
- ***Chambers Canada: Canada's Leading Lawyers for Business***: Recognized in Tax (Band 1) Who's Who Legal: Osler lawyers recognized in Corporate Tax
- ***Best Lawyers Canada***: Recognized as "Law Firm of the Year" in the area of Tax Law (Canada), 2022

Strong Relationships with Government and Regulatory Authorities

Osler's international clients often seek strategic advice in addition to the legal advice provided by our firm's legal professionals. To address this need, Osler has secured the services of two of Canada's most recognized politicians and civil servants: **Brad Wall**, the former Premier of Saskatchewan and **Stephen Poloz**, former Governor of the Bank of Canada, as strategic advisors to the firm and its clients. Brad and Stephen are available to draw upon their deep experience in the public sector to advise clients in achieving positive outcomes in Canada.

Brad Wall



**Special Advisor,
International Trade and Investment**

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Brad Wall is a Special Advisor in the Osler Calgary office. Prior to joining Osler, he was in politics for 18 years where he demonstrated a consistent ability to bring political and business leaders together as he implemented creative ways to bolster the Province's economic well-being. In 2007, Brad was elected as Premier of Saskatchewan and helped lead the province to a period of strong population and economic growth, export expansion, record infrastructure investment and tax reductions while helping to earn the provinces first ever AAA credit rating. Brad offers Osler clients his strategic insight and guidance, particularly in relation to the energy and agri-food industries. In addition, clients will benefit from Brad's extensive understanding of the interconnection between business, politics, and trade, on a global scale.

Stephen Poloz



**Special Advisor,
International Trade and Investment**

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Stephen is a widely recognized economist with nearly 40 years of experience in financial markets, forecasting, and economic policy, including 35 years in the public sector. Prior to joining Osler, Stephen was the 9th Governor of the Bank of Canada, Canada's central bank. Prior to joining the Bank of Canada, Stephen spent 14 years at Export Development Canada, as Chief Economist, Head of Lending and finally as President and CEO. He has been a visiting scholar at the International Monetary Fund in Washington, D.C., and at the Economic Planning Agency in Tokyo, Japan At Osler, Stephen provides clients with his significant expertise and strategic guidance regarding the financial system, trade, and economic policy both domestically and on a global scale.

Canada's Leading Advisor to the Technology Sector

- We are the Canadian law firm of choice for Technology companies, acting for clients at all stages of their development (from technology start-ups to some of the world's most established technology companies).
- We act for emerging and mid-sized enterprises as they look to develop and enhance their market position, as well as Fortune 500 companies as they expand product and service offerings or grow their business through strategic acquisitions.
- Osler has had the privilege of advising some of the world's largest Technology companies in a variety of areas important to their Canadian operations including M&A, Capital Markets, Tax, IP, Labour & Employment and Disputes.
 - We have represented Microsoft in connection with more than 25 acquisitions and dispositions in Canada since 2019.
- While at the same time, having Canada's largest practice focused on early stage ventures and representing more than 1,500 start-ups.

















Leading Advisor to Global Technology Companies



Our long history of advising some of the world's leading technology companies, many of whom are serial acquirors of early stage companies, provides us with unique insight into how our EHG clients can best position themselves for a strategic partnership, venture investment or a successful exit.

Notable M&A Deals in the Technology Sector

Osler has advised numerous prominent technology companies on transformative M&A transactions.

 <p>acquisition of Metrio Counsel to Buyer</p>	 <p>acquisition of Two Hat Counsel to Buyer</p>	 <p>and CalendarHero in the acquisition of CalendarHero Counsel to Buyer and Seller</p>	 <p>acquisitions of Lawyaw and CalendarRules Counsel to Buyer</p>
 <p>\$60 million acquisition of Heyday, and its acquisition of Sparkcentral Counsel to Buyer</p>	 <p>acquisition by Keysight Technologies Counsel to Seller</p>	 <p>acquisition of Credence Counsel to Buyer</p>	 <p>\$104 million acquisition by Quadient Counsel to Seller</p>
 <p>acquisition of Expertus Counsel to Buyer</p>	 <p>acquisition of Refresh Financial Counsel to Buyer</p>	 <p>US\$2.75 billion acquisition by Nasdaq Counsel to Buyer</p>	 <p>\$45 million acquisition of Trihedral Engineering Limited Counsel to Buyer</p>
 <p>acquisition by Salesforce Counsel to Seller</p>	 <p>acquisition by Paycor Counsel to Seller</p>	 <p>acquisition of TaxCycle Counsel to Buyer</p>	 <p>acquisition by Snowflake Counsel to Seller</p>

Emerging and High Growth Companies

- Osler launched its Emerging and High Growth Companies group in 2010 – many, many years before any of our competitors entered the space.
- We have 58 legal professionals practicing exclusively in the EHG space across all of our offices.
- Osler advises more than 1,500 EHG clients and we are a prominent member of the Canadian start-up ecosystem.
- Our team has established relationships with key venture and growth equity investors in North America, including leading venture capital funds, private equity funds, pension funds, and other institutions.
- Last year we advised on more than 301 financing transactions in respect of which Canadian EHG companies raised more than \$5.48 billion.
 - This represented more than half of all funds raised by Canadian EHG companies in 2022.
- Osler is the only law firm ranked as Band 1 by *Chambers Canada: Startups & Emerging Companies*.

Representative EHG Expertise

We represent a broad spectrum of both emerging and high growth companies and investors nationwide on the unique issues involved in venture capital deals, including the following:



Wealthsimple



canadadrives.

Riipen



I::N::MR

neo



ELEMENT AI



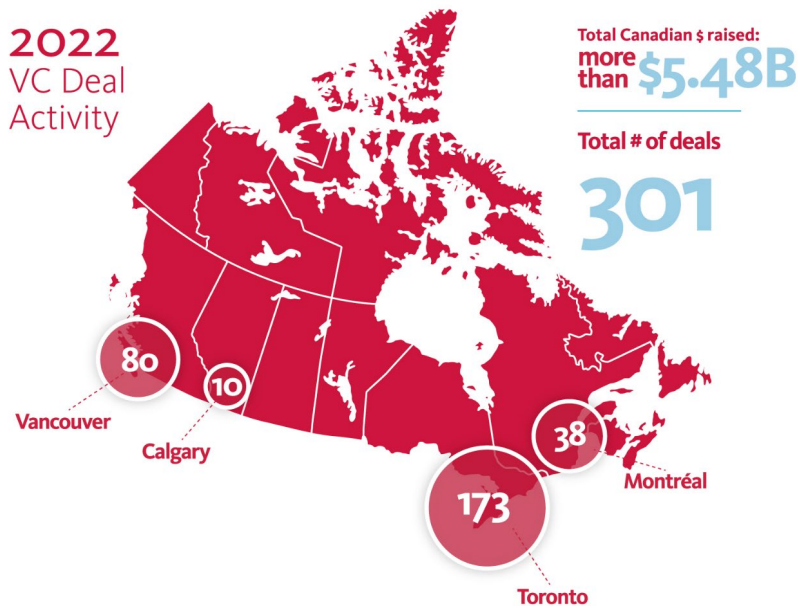
Industry Recognition

- *Chambers Canada: The World's Leading Business Lawyers: **Band 1***, Startups & Emerging Companies
- *The Legal 500*: Osler ranked in **Tier 1**, recognized in the area of Technology
- *The Best Lawyers in Canada*: Osler lawyers recognized in the area of Information Technology
- Osler is proud to be recognized as Refinitiv's **#1 Canadian Law firm** in the Global Venture Capital League Tables, being the only Canadian firm ranked among the top five firms globally as advisor to both companies and investors. It's the **fourth straight year** that Osler has been ranked as the top Canadian firm.



Emerging and High Growth Companies (EHG)

Osler acts for more than 1,500 early, growth and late-stage ventures and venture investors across Canada, the United States, and around the world. In the last five years, we have acted on more than 940 angel, venture and private equity financings. In 2022, despite the continued effects of COVID-19 on the fundraising landscape, Osler advised on 301 deals with more than \$5.48 billion raised by EHG companies.



DEAL POINTS REPORT: VENTURE CAPITAL FINANCINGS

Osler's Emerging and High Growth Companies Group has released its second comprehensive study of 353 anonymized venture capital and growth equity financings from 2020 – 2022, valued at US\$6.13 billion, providing data and insights for founders, entrepreneurs, investors, and advisors contemplating transactions this year and beyond.

[Read the Deal Points Report:
Venture Capital Financings](#)

Emerging and High Growth Companies (EHG) (cont.)

The Emerging and High Growth Companies Group at Osler is composed of individuals who are passionate about entrepreneurship and fostering the growth of early and growth stage ventures. Ranked **Band 1** in *Chambers Canada* and located in offices across the country, including Vancouver, Toronto, Montréal, Ottawa and Calgary, our team members are eager to share their experience and insight with emerging companies to help maximize their development and ensure long-term success.

We have represented entrepreneurs and emerging and growth stage companies nationwide from a broad spectrum of knowledge-based industries, supporting them from incubation through their growth trajectory, as well as the venture capital funds, growth equity and private equity funds that finance them. We provide legal advice on the wide range of issues and legal requirements that emerging and high growth ventures face, from corporate and tax structuring and fundraising and shareholder agreements to intellectual property strategies and employment and compensation-related matters – all of which require a deep understanding of the market and expert counsel.

Our firm helps entrepreneurs and emerging and growth stage companies tackle issues by providing access to our collective experience, expertise and national network, as well as sources of capital, service providers, potential board members, executives, customers and suppliers. We aim to build a long-term relationship with each client's management team and provide value at every step of our clients' growth cycle.



Energy Transition Projects

As the *Chambers Canada* “**Projects & Energy Law Firm of the Year**” for 2018 and 2020, Osler’s Renewable Energy team has led mandates relating to structuring, development, project financing, operations, acquisitions, and dispositions of many of the most significant and complex energy projects across Canada.

We have acted for renewable and traditional energy companies, developers, and utilities in respect of energy transition projects, including **BluEarth Renewables, Greengate Power, ATCO, Longbow Capital, Kinetico, NaturEner, Pattern Energy, Potentia Renewables, Ontario's Independent Electricity System Operator, Hydro One, Northland Power**, a number of First Nations, as well as lenders and underwriters, public and private investors (including pension funds and private equity funds), and energy marketing and trading companies.

Our expertise extends to a wide variety of sustainable energy-associated assets including solar, wind (both on-shore and off-shore), hydropower, nuclear, hydrogen, helium, biomass, biogas, energy storage, transmission lines, and waste heat recovery projects. Our clients benefit from the hands-on experience that our team has in emissions trading and renewable energy credit trading markets, such as the European Emissions Trading System (ETS). We advise and represent numerous industries in the areas of regulatory compliance and emissions credit transactions.











Clients choose Osler for our ability to provide end-to-end coverage on the legal issues facing their sustainable energy projects including:

- Power purchase agreements (PPAs) and other sustainable energy project agreements
- Corporate structuring, tax planning, and optimization
- Equity and debt financing
- Regulatory permitting and compliance
- Engineering, Procurement, Construction (EPC), balance of plant, long-term maintenance, and Operations & Maintenance (O&M) agreements
- Renewable energy credit purchase agreements
- Transmission, regulatory compliance, and commercial aspects
- Indigenous rights, consultation, and commercial arrangements
- M&A and joint venture agreements
- Dispute resolution and litigation

INDUSTRY RECOGNITION

- **Chambers Canada Awards 2020:** Projects & Energy Law Firm of the Year
- **Chambers Canada:** *Canada’s Leading Lawyers for Business:* Recognized in Energy: Power; Provincial Regulatory – Alberta and Ontario
- **The Canadian Legal Expert Directory:** Recognized in Energy: Electricity
- **The Legal 500:** Recognized in Energy (Tier 1)

Notable Energy Transition Experience

 <p>BluEarth in connection with PPA matters for the 130 MW Hand Hills Wind Project near Drumheller, Alberta; refinancing of the Bow Lake Alberta Wind Project, including PPA matters; project financing by National Bank of Canada of a 15 MW run-of-river hydro project in BC; and development, permitting, and/or PPAs of several other renewable projects.</p>	 <p>Potentia Renewables in its five unique, long term, non-recourse project financings for each of its Stirling, Wheatland, Jenner 1, Jenner 2 and Jenner 3 Wind Energy Facilities currently under construction in Alberta.</p>	 <p>Sustainable Development Technology Canada (SDTC) in the development financing that SDTC has provided for Enerkem Energy Biofuels in respect of a commercial scale biorefinery located in Alberta.</p>	 <p>Greengate Power Corporation on the development, construction, contracting, equity and debt financing and/or disposition of several wind and solar projects in Western Canada and negotiation of long-term PPAs in respect of Greengate's 300 MW Blackspring Ridge Wind Project.</p>
 <p>Bayern LB as lenders on the project financing of a 46 MW wind farm project located in Pincher Creek, Alberta.</p>	<p>Golden South Wind Limited Partnership in securing financing to build a 200 MW wind farm near Assiniboia, Saskatchewan. Potentia's Golden South Wind Energy Facility will consist of up to 60 turbines, when operational the carbon reduction is equivalent to eliminating the pollution from half the vehicles in Regina or Saskatoon.</p>	 <p>Pattern Energy in its \$1.2 billion refinancing of the 300 MW Henvey Inlet wind generation and in the proposed sale of its interest in the K2 Wind Project to a consortium of investors led by Axiom Infrastructure the proposed sale of its interest in the K2 Wind Project to a consortium of investors led by Axiom Infrastructure and facility.</p>	 <p>Henvey Inlet Wind LP in the \$1 billion financing and construction of the Henvey Inlet Wind Farm.</p>
<p>The lenders in connection with the P3 financing of a compost facility developed by Chinook Resources Management Group, an affiliate of Bird Construction Inc., in Calgary, Alberta.</p>	 <p>Kineticor Resource Corp. in the development and financing of the \$1.5 billion Cascade Power Project.</p>	 <p>Verasen in its \$1.18 billion sale of its Canadian power general business including its Renewables portfolio.</p>	 <p>Longbow Capital and BDC in Clir Renewables' \$27 million Series B financing.</p>

Agribusiness & Agriculture

Osler is deeply familiar with the Canadian agriculture industry, and many of our senior team members hold specific expertise in the sector.

We have advised Agriculture clients on the full spectrum of legal matters, from private equity, technology, corporate, commercial and tax through to labour and employment, litigation, and IP matters.

As AgriBusiness continues to be shaped by the growth in population worldwide, ongoing technological developments and ever-shifting consumer wants and needs, Osler can provide timely advice and strategic insight for succeeding in this dynamic Canadian and international set of industries. We offer guidance through every stage of the business cycle for clients engaged in agricultural-related activities, whether cross-border or local.

We have the breadth of knowledge and experience to understand the wide-ranging issues that participants face. We can assist with:

- Establishing new enterprises and assisting with capital-raising for their ongoing growth and development.
- Addressing the full range of supply chain issues, including contractual arrangements and disputes.
- Dealing with matters related to the facilities and plants that are vital to operations in the AgriBusiness sector.

AgTech

SmartAg automation and robotics. Data integration and analytics. Remote monitoring and drone management. The rapid application and integration of these – and other – technological innovations are fueling AgTech's growth and securing its importance in the Canadian economy. Having access to strategic and experienced counsel is crucial to protecting the commercialization of new products and services while navigating this exciting direction in agriculture.

Osler's leading national Emerging and High Growth Companies (EHG) Practice is fully integrated with the EHG ecosystem. Relationships with venture capital funds, angel groups, universities, incubator and accelerator programs across the country that support such businesses (including our support of Creative Destruction Labs across Canada, The Next Big Thing, Uniting the Prairies and many more) help us understand and navigate these developing industries and connect our EHG clients with sources of capital and other key resources.

Notable Agribusiness & Agriculture Clients

Clients we have acted for in the sector include:

The logo for AgraCity, featuring the word "Agra" in blue and "City" in green.The logo for Agrium, featuring a stylized green leaf icon followed by the word "Agrium" in a black serif font.The logo for concentric, featuring a stylized green and grey geometric icon above the word "concentric" in a lowercase sans-serif font.The logo for GENESIS FERTILIZERS, featuring the word "GENESIS" in a large green serif font, "FERTILIZERS" in a smaller green sans-serif font below it, and a green plant sprout icon to the right.The logo for Nutrien, featuring a stylized green leaf icon followed by the word "Nutrien" in a bold, italicized black sans-serif font.The logo for trouw nutrition, featuring a green and yellow circular icon followed by the words "trouw nutrition" in a lowercase sans-serif font, with "a Nutreco company" in a smaller font below.The logo for UFA, featuring the letters "UFA" in a bold, green, outlined sans-serif font.The logo for VITERRA, featuring the word "VITERRA" in a bold, green, italicized sans-serif font.

We have advised these clients on the full spectrum of legal matters, from private equity, technology, corporate, commercial and tax through to labour and employment, litigation, and IP matters.

Key Team Members

Frank Turner



Partner, Corporate

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403.260.7017

Bar Admission: Ontario (1993), Alberta (2002)

Frank is Co-head of Osler's Asia Pacific initiative and is the former National Co-Chair of the firm's Corporate Group. Frank currently practices from the firm's Calgary office in the areas of mergers and acquisitions and corporate finance. He also serves as a leader of Osler's emerging company practice in Alberta. Frank routinely advises companies and other enterprises in the resource, energy, financial services and technology sectors on matters involving acquisitions, dispositions, strategic alliances, governance and corporate finance. Frank has particular expertise advising clients in Asia, the Middle East, Africa and other parts of the world, including sovereign wealth funds, state-owned enterprises and public and private companies, on acquisitions and investments in Canada. Frank serves as a director on the boards of a number of public and private entities. Frank has published numerous articles on investing in Canada and the Canadian Energy sector and often speaks on those topics. His leading expertise has been recognized by numerous publications including *Chambers*, *Lexpert*, *International Financial Law Review (IFLR)*, and *Best Lawyers*.

Shawn Denstedt, KC



Partner, Corporate

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Bar Admission: Alberta (1989), Ontario (1993)

Shawn is Chair Emeritus at Osler. His practice is comprised of energy, mining, environmental, regulatory and indigenous law matters. Shawn advises companies in a variety of industries, primarily the Natural Resource industry. He has been engaged in a number of international assignments, including advising the Federal Republic of Nigeria on the development of its oil sands regulatory system and the Government of Vietnam and PetroVietnam on the development of their offshore regulatory regime. He has advised Canada's largest energy industry associations (CAPP, CEPA and EPIC) in respect of regulatory reform for energy project development. Shawn has appeared in major regulatory proceedings before the: Alberta Energy Regulator (Energy Resources Conservation Board); Alberta Utilities Commission; Canada Energy Regulator (formerly National Energy Board); Federal Environmental Assessment Joint Review Panels; Ontario Energy Board; Alberta Environmental Appeal Board and various other appeal boards. He has successfully represented clients in the development of multi-billion dollar projects including pipeline projects, oil sands projects, shale gas projects, LNG projects, hydro-electric projects, offshore developments, and mining projects. He has also advised clients on their obligations to indigenous groups and negotiated resource development and impact benefit agreements with Indigenous groups on behalf of resource developers.

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