

Financial institutions
Energy
Infrastructure, mining and commodities
Transport
Technology and innovation
Life sciences and healthcare



Our healthcare corporate finance experience

Clients rely on us to help them manage a wide range of corporate finance, mergers and acquisitions, licensing and securities transactions. Issuers come to us for customized, time-sensitive advice on their regulatory and product development matters. Members of our team advise boards of directors and issuers on best corporate governance practices, and provide corporate governance audits, workshops and implementation. Dealers and advisors come to us for our corporate finance expertise, including equity and debt offerings, mergers and acquisitions, fairness opinion and market intelligence.

Clients value our commercial and pragmatic approach and continue to come to us for several reasons, including:

- Particular strength in biotechnology, medical devices, diagnostics and digital health: mergers and acquisitions; fundraising and investments, including private equity and venture capital; collaboration and license agreements; and international joint ventures.
- Expert advice in a variety of transactions: equity offerings, IPOs and follow-on offerings, private placements, secondary offerings, rights issues, Rule 144A offerings, convertible and exchangeable bonds, covered bond programs, medium term notes, t-bills, commercial paper, and credit default swap programmes.
- International capabilities: Our global team has an on the ground presence in six continents and can provide Canadian clients with a seamless service on a wide range of cross border and foreign market transactions.
- Leading regulatory and best practices advice: international regulatory compliance and data exclusivity, reimbursement, product life cycle management, international privacy compliance.

Representative matters

- An international pharmaceutical company in its C\$1.3 billion asset sale with respect to certain manufacturing and distribution arrangements
- Valeant Pharmaceuticals International Inc. in connection with its private placement in the United States and Canada of US\$1.25 billion aggregate principal amount of secured notes and the sale of its Obagi Medical Products business
- A global healthcare venture fund in its international investments in the United States, Switzerland, and Canada
- MedReleaf Corp. in its initial public offering and secondary offering of common shares for aggregate gross proceeds of C\$100 million
- Bayer AG in the sale of its global diabetes care business to Panasonic Healthcare Holdings. Our Washington, DC office oversaw the global deal which involved 16 Norton Rose Fulbright Offices, including lawyers in our Toronto office
- International pharmaceutical companies on their Canadian arrangements, including patient support programs, supply and distribution agreements, product listing agreements, sponsorship agreements and regulatory affairs, including internal standard operating procedures
- A Canadian medical devices company on its international distribution arrangements in Europe and Asia
- A Canadian cardiology medical device company on its European logistics and distribution arrangements
- A Canadian biotechnology company in its acquisition by a US biopharmaceutical company for US\$510 million
- Domtar Corporation on its €180 million acquisition of Attends Healthcare. This complex cross-border transaction utilized resources from our offices in UK, Canada, Germany, Belgium and the Netherlands
- Telesta Therapeutics Inc., a late stage biopharmaceutical company listed on the TSX, on its acquisition by Prometic Life Sciences Inc. by way of plan of arrangement and in a US\$28.6 million private placement financing led by several prominent US healthcare investors
- Antibe Therapeutics on a series of agreements to transition it from a development-focused biotechnology company to a diversified healthcare company, including the acquisition of 85% of Citagenix
- Montréal Heart Institute (MHI) on its collaboration with DalCor Pharmaceuticals Canada Inc. to conduct an international clinical trial in cardiovascular personalized medicine
- Golub Capital LLC on a C\$91 million senior secured revolving and term credit facilities in favour of Orthotic Holdings, Inc.

Key contacts

Randy Sutton

Partner, Toronto
+1 416 216 4046
randy.sutton@nortonrosefulbright.com

Janet Grove

Managing Partner, Vancouver
+1 604 641 4824
janet.grove@nortonrosefulbright.com

Vanessa Grant

Partner, Toronto
+1 416 216 4056
vanessa.grant@nortonrosefulbright.com

Frank Vellucci

Partner, New York
+1 212 408 1127
frank.vellucci@nortonrosefulbright.com

Norton Rose Fulbright

Norton Rose Fulbright is a global law firm. We provide the world's preeminent corporations and financial institutions with a full business law service. We have more than 4000 lawyers and other legal staff based in more than 50 cities across Europe, the United States, Canada, Latin America, Asia, Australia, the Middle East and Africa.

Recognized for our industry focus, we are strong across all the key industry sectors: financial institutions; energy; infrastructure, mining and commodities; transport; technology and innovation; and life sciences and healthcare. Through our global risk advisory group, we leverage our industry experience with our knowledge of legal, regulatory, compliance and governance issues to provide our clients with practical solutions to the legal and regulatory risks facing their businesses.

Wherever we are, we operate in accordance with our global business principles of quality, unity and integrity. We aim to provide the highest possible standard of legal service in each of our offices and to maintain that level of quality at every point of contact.

Norton Rose Fulbright Verein, a Swiss verein, helps coordinate the activities of Norton Rose Fulbright members but does not itself provide legal services to clients. Norton Rose Fulbright has offices in more than 50 cities worldwide, including London, Houston, New York, Toronto, Mexico City, Hong Kong, Sydney and Johannesburg. For more information, see nortonrosefulbright.com/legal-notices.

The purpose of this communication is to provide information as to developments in the law. It does not contain a full analysis of the law nor does it constitute an opinion of any Norton Rose Fulbright entity on the points of law discussed. You must take specific legal advice on any particular matter which concerns you. If you require any advice or further information, please speak to your usual contact at Norton Rose Fulbright.