



## Pratibha Sharma

Partner

General Business Law  
Business Succession  
Private Company Mergers & Acquisitions  
Employment & Labour  
Technology Transactions and Emerging Company Services

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### Profile

Businesses contribute greatly to our economy by creating jobs, providing our goods and services and building a strong foundation for our community. They require timely, creative and practical solutions for the comprehensive range of issues they face to make strategic decisions necessary for their formation, survival, expansion and transition.

Pratibha's priority is providing excellent client service by combining business acumen, legal expertise and an emphasis on building relationships. Her focus is on work ethic, perseverance and drive to provide advice that clients can put into action for their business.

### Work Highlights

#### **Corporate counsel for world's leading online retailer**

- > General advice and assistance with various corporate and commercial matters

#### **Square One Insurance Services**

- > Assisted with incorporating the business and subsequent expansion

- > Developing various contracts including subscription agreements, shareholder agreements and other agreements to support capital raise efforts
- > Reviewing various business agreements, highlighting potential issues and recommending solutions
- > Advice on day-to-day legal matters involving contracts, real estate, human resources and other corporate and commercial matters

#### **De Beers Diamond Jewellers (Canada) Ltd.**

- > Assisted with incorporating the business and subsequent expansion
- > Drafting, reviewing and advising on various business agreements
- > Advice on day-to-day legal matters involving contracts, real estate, human resources and other corporate and commercial matters

*Additional work highlights below*

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Pratibha's client base and experience spans a wide range of industries, including technology, film production, health, retail, insurance, real estate, luxury goods, financial services, professional services, pharmaceutical, food processing, manufacturing and trucking and transportation to name a few.

#### **Services**

- > Mergers and acquisitions
- > Shareholder agreements
- > Purchase and disposition transactions
- > Corporate structuring, Reorganizations, Restructuring and Amalgamations
- > Share and asset purchases and sales
- > Confidentiality and non-disclosure, non-competition/solicitation agreements
- > Letters of intent
- > Corporate governance advice
- > Incorporations, formation and financing of business ventures
- > Labour and employment issues arising from the purchase and sale of businesses
- > Subscription agreements
- > Terminations/offers of employment during the course of a business acquisition/disposition
- > Facilitating and documenting tax-driven transactions
- > Post-employment duties of confidentiality, non-competition, non-solicitation and fiduciary obligations
- > Cross-border transactions
- > Consulting (independent contractor) agreements and employment agreements (for executives or management level employees and non-executive/non-management employees)
- > Non-disclosure agreements
- > Employment-based immigration options and assisting non-Canadians entering the Canadian market

Pratibha provides advice to entrepreneurs, family-owned and operated businesses, medium-sized companies as well as larger national and international companies. Her practice is focused on three general areas:

- > Start-up phase
- > Growth and expansion phase
- > Exit, succession and transition phase

Pratibha understands commercial considerations and addresses issues with a view to contribute to our clients' overall business. Pratibha actively volunteers with business- and entrepreneur-based organizations. She has acted as a mentor for various entrepreneurs who need guidance on pitching ideas, navigating the market and learning how business and law converge.

Pratibha understands that when people are selling their business, they are transitioning a lifetime of work and want to ensure it is done in the right way and to the right people. She also understands that when people are buying a business, they are purchasing a tangible ambition and want to ensure that there is strength and longevity. She marries these needs in ways that benefit both parties, such that sellers have their legacy carried on and buyers have a strong business to take over with the people needed for success.

## Credentials

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### Industry Involvement

- > Canadian Bar Association, member
- > Canadian Bar Association of British Columbia, member
- > Law Society of British Columbia, member
- > Law Society of British Columbia, Professional Legal Training Course instructor for the "Buying and Selling a Business" module

### Community Commitments

- > TiE Vancouver, volunteer
- > TIE Vancouver, Young Entrepreneur Programs mentor to the winning teams for two consecutive years

### Education & Call to Bar

- > Call to the Bar of British Columbia, 2008
- > University of British Columbia, Bachelor of Laws, 2007
- > Simon Fraser University, Bachelor of Arts (Criminology and Business Administration)

## Additional Work Highlights

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### Vancouver Coastal Health

- > Advised and assisted on various contractual matters

### Sale transactions - acted for and advised:

- > owners of a wholesale food business in the sale of their business
- > owners of software company to a US strategic buyer
- > owners of various insurance agencies and services companies in the sale of their interest and business

- > as part of the transaction team for a leading international supplier of shelter systems for key military, commercial, government and medical applications in the sale of a majority interest of the company

**Purchase transactions - acted for and advised:**

- > purchaser of an insurance agency business
- > long term client in the transportation industry in the acquisition of various businesses
- > long term client in the health and food industry in various transactions
- > purchaser in the acquisition of various businesses in the pharmaceutical industry
  
- > purchaser of a vineyard in the interior of British Columbia