



## Aaron Singer

Partner

General Business Law  
Private Company Mergers & Acquisitions  
Business Succession  
Commercial Real Estate  
Infrastructure, Construction & Procurement

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### Profile

For every obstacle and problem there are alternative courses of action. This is a key principle of Aaron's practice. Clients rely on him to achieve successful outcomes and minimize risk despite challenges. Responsiveness, strategy, creativity and practicality form his approach in resolving issues, addressing risk and achieving successful results for clients.

### Work Highlights

#### Convent Capital

- > Legal counsel for Convent Capital, an independent, sustainability-focused, Dutch investment firm based in Amsterdam, in connection with the +\$100 million acquisition of organic waste company Renewi Canada and two additional organic waste businesses (one based in British Columbia and the other in the Netherlands)
- > Continue to act as advisor to the Circular Waste Group as it grows

#### Badinotti Net Services Canada Ltd.

- > Purchase of the shares of Wavemaster Net Services Ltd. from Akva

- > Purchaser of the assets of Card's Aquaculture Products (B.C.) Ltd.

## **A&W of Canada Inc.**

- > Reorganization and sale of minority interest to Torquest

*Additional work highlights below*

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Aaron works with entrepreneurs, family businesses, medium-sized companies as well as larger national and international companies.

### **Services**

- > Business purchase and sale transactions
- > Non-disclosure agreements and letters of intent
- > Due diligence
- > Business succession
- > Corporate reorganizations
- > Loan agreements
- > Shareholder agreements
- > Partnership agreements and joint ventures
- > Assisting non-Canadians entering the Canadian market
- > Commercial real estate, with an emphasis on purchase and sale transactions and the sale of equity co-operatives with redevelopment potential

Aaron's experience spans a wide range of industries, including, among others:

- > Aviation
- > Manufacturing
- > Technology
- > Professional services (engineering, architecture, environmental)
- > Civil construction
- > Road construction
- > Road maintenance
- > Financial services
- > Food processing
- > Retail
- > Trucking and transportation
- > Fish farming
- > Gaming
- > Health services

This broad exposure has provided Aaron with valuable insights into the common and unique legal challenges faced by business owners in a variety of industries.

Whether it is a purchase or sale transaction, negotiating and drafting a shareholders' agreement or working with accountants to complete a corporate reorganization, Aaron's focus is to deliver successful results on-schedule and on-budget. This is achieved through a project management approach by setting outcomes, timelines and legal fee budgets. The

objective is to be accessible, effective and to deliver value beyond just getting the job done.

Working with local, national and international businesses over many years has helped Aaron refine his ability to identify and assess legal risks. This positively impacts our clients' bottom line because he focuses on the issues that matter most and, consequently, those that have the greatest and most positive impact.

Whether big or small, Aaron understands that the stakes are significant for our clients. The passion that drives our clients also drives Aaron to look out for their interests in the same way that he would his own-with a strong, results-oriented approach.

## Credentials

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### Awards & Distinctions

- > Best Lawyers in Canada, Corporate Law, 2020
- > Best Lawyers in Canada, Corporate Law, 2019
- > Best Lawyers in Canada, Corporate Law, 2018

### Industry Involvement

- > Canadian Bar Association
- > International Lawyers Network
- > Japan Exchange and Teaching Programme Alumni Association

### Community Commitments

- > Director of King David High School
- > Director of Camp Hatikvah Foundation

### Education & Call to Bar

- > Call to Bar: British Columbia, 1998
- > Bachelor of Laws, University of British Columbia, 1997

## Additional Work Highlights

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### STAT Search Analytics Inc.

- > Sale of the shares of STAT Search Analytics Inc. to Seattle-based SEOmoz Inc.

### ERM Consultants Canada Ltd.

- > Purchase of the shares of Rescan Environmental
- > Purchase of the shares of RePlan

### Ascent Helicopters Ltd.

- > Assist with formation and licensing with Canadian Transportation Agency
- > Acquire helicopters located in North America, South America and Europe
- > Legal counsel to Ascent

### **Badinotti Net Services Canada Ltd.**

- > Purchase of the shares of Wavemaster Net Services Ltd. from Akva
- > Purchaser of the assets of Card's Aquaculture Products (B.C.) Ltd.

### **Vancouver Coastal Health and Northern Health**

- > Transfer of hospital operations from the United Church of Canada

### **BA Blacktop Ltd.**

- > Acted for shareholder vendors when the company was sold to Eurovia
- > Purchase of bridge construction company
- > Continue to act as legal counsel to BA Blacktop Ltd. in British Columbia

### **Vedder Transport Ltd.**

- > Purchase of Keld Transport Ltd.
- > Corporate legal counsel to Vedder in British Columbia

### **Cushman & Wakefield Ltd.**

- > Drafted purchase and sale agreement for equity co-operative to obtain principal residence tax exemption and advised on corporate approval process to authorize sale of property and leasehold interests

### **Aviation Company**

- > Purchase of aviation division from a large US based public company

### **Japanese headquartered video gaming company**

- > Obtained approval under the Investment Canada Act in connection with investment in Canadian cultural business

### **Associated Veterinary Purchasing Co. Ltd.**

- > Advice to board of directors regarding unsolicited purchase offer from private equity firm
- > Obtain exemption order from the BC Securities Commission in respect of prospectus requirements
- > Amend articles in connection with new bylaws issued by the College of Veterinarians of British Columbia

### **Regional domestic airline**

- > Purchase of aircraft assets of a competitor

### **International Group of Companies**

- > Sale and leaseback of a \$50,000,000 real estate portfolio

### **CRS Group of Companies**

- > Purchase of vineyard, orchard and golf course properties in the interior of British Columbia

### **Private family business in BC**

- > Sale of the shares of a \$62,000,000 resort property and adjacent development lands

**International architectural firm**

- > Establishing of Canadian operations and obtaining requisite licenses

**Maple Bear Global Schools Ltd. and Laces-Canadian Education Services Latin America Ltd.**

- > US\$50M sale of assets to Group SEB of Brazil