



Ben Schultz

Associate

Private Company Mergers & Acquisitions

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Profile

With experience across transportation, technology, mining, fishing, medical, and cannabis sectors, Ben guides private companies through share and asset purchases, cross-border financings, and corporate reorganizations. He focuses on mid-market transactions, combining legal precision with an understanding of the commercial realities that drive his clients' decisions.

Ben has acted on transactions ranging from under \$1 million to more than \$400 million USD, serving as counsel on mid-sized deals and as part of multi-disciplinary teams on larger, multi-jurisdictional matters. His work includes advising on shareholder agreements, governance structures, and industry-specific regulatory considerations, with a focus on aligning transaction structures with client objectives.

Ben works closely with business owners, executives, and investors to understand their objectives and structure transactions that meet their strategic goals. He is committed to clear communication, efficient deal management, and providing practical solutions that protect his clients' interests while facilitating successful outcomes.

He holds a J.D. from the Peter A. Allard School of Law at UBC, studied commerce at the University of Victoria, and received the Hugh Ladner Memorial Prize in Labour Relations and the James Beatty Ramsay Scholarship.

Services

- > Private Company Mergers & Acquisitions
- > Corporate Reorganizations
- > Corporate Structuring
- > Business advisory
- > Private Company Transactions
- > Due Diligence
- > Shareholder Agreements
- > Loan Agreements
- > Partnership Agreements
- > Business Succession

Work Highlights

Acted as purchaser's counsel in a \$40 million acquisition of a BC trucking and cold storage business, including related corporate restructuring

Advised a private tech company in a \$20 million financing round with a US investor, involving complex preferred share structures and investor protection agreements

Served as Canadian counsel on a major syndicated loan valued at \$400 million USD for an international trucking and cold storage business

Additional work highlights below

Credentials

Awards & Distinctions

- > Peter A. Allard School of Law, Hugh Ladner Memorial Prize in Labour Relations, 2021
- > Peter A. Allard School of Law, James Beatty Ramsay Scholarship, 2019
- > University of Victoria, President's Scholarship, 2017

Education

- > Call to Bar: 2023 (British Columbia)
- > J.D., Peter A. Allard School of Law, University of British Columbia, 2019-2022

Additional Work Highlights

Represented a private tech company in the sale of 100% of its shares to a US-based buyer in a multi-million-dollar transaction

Negotiated agreements related to the sale of a semi-professional hockey team for \$15 million

Advises on shareholder agreements, corporate reorganizations, and governance structures for private companies across multiple industries