

Étienne Brassard

Partner

Étienne Brassard is a partner and member of the Business Law group. His practice primarily focuses on private financing, mergers and acquisitions as well as corporate law. He regularly advises local and international businesses in relation to all forms of private financings, from traditional or convertible debt to equity investments.

Étienne has developed considerable expertise in securing traditional bank or equipment financing by way of leasing, the whole in view of operating or transactional purposes. As such, he often counsels major financial institutions or lending groups with respect to their financings in Canada, the United States and Europe. In addition, he advises businesses that offer mezzanine loans and venture capital financing. He has also participated in many complex financings or investments in various economic spheres and regularly assists leading actors in real estate development and management more specifically in the aeronautics and technology sectors.

His services are regularly solicited by foreign entrepreneurs or investors, primarily European, who wish to expand into Canada. Mr. Brassard has acquired specific experience in this area and can identify the challenges facing businesses interested in entering the Québec market, regardless of their preferred route (acquisition, joint venture, creating a subsidiary, distribution agreement, etc.). He can call on the help of his vast business network (bankers, financial advisors, tax specialists and accountants) that he has built as a result of his previous mandates.

Étienne represents entrepreneurs during every aspect of their growth and partnerships and provides advice on corporate structure, governance and the resulting strategic issues. Mr. Brassard is also responsible for the Lavery GO inc. program and, as such, supports start-ups by advising them on corporate structure, financing and strategic issues relevant to their industry.



Partner, Lawyer Montréal

Telephone [514.877-2904](tel:514.877.2904)

Fax 514 871-8977

ebrassard@lavery.ca

Languages

English

French

Practice areas

Debt Financing and Banking

Representative mandates

Bank financings

- Represented Héroux-Devtek Inc. in financing the acquisition of UK-based APPH Limited and US-based APPH Wichita, Inc., subsidiaries of BBA Aviation Plc, for approximately \$128 million
- Acted as special adviser in Québec for a major wind turbine manufacturer in relation to the establishment of a €215 million credit facility with an international lending syndicate led by the Nordea Bank Danmark A/S as agent and lead arranger
- Acted as special advisor in Québec for a major manufacturer of automatic and semi-automatic stretch-wrapping machines in relation to the establishment of a €233 million credit facility with an international lending syndicate led by the Alpha Bank A.E. as agent

Real estate financings

- Represented *Réseau Sélection* during a syndicated construction financing in relation to the Sélection Panorama project in Ste-Dorothée, the highest residential tower for seniors in Canada
- Represented Broccolini during a long-term syndicated construction financing in relation to the new Maison de Radio-Canada project
- Represented a Canadian bank in relation to financing granted to expand a sports complex and operating expenses, totalling in excess of \$42 million
- Represented a borrower during the establishment of a credit facility in relation to the construction of a 25MW hydroelectric project on the Côte-Nord with a total estimated construction cost of \$75 million
- Represented a Canadian financial institution during the securitization of a series of real estate loans

Complex corporate structures and partnerships

- Represented the Caisse de dépôt et placement du Québec during the creation of the US\$2 billion Einn Volant Aircraft Leasing (EVAL) global aircraft financing platform in collaboration with GE Capital Aviation Services (GECAS)
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Commercial

Mergers and Acquisitions

Aviation and Aerospace

SME

Business Succession

Real Estate Law

Represented *Réseau Sélection* in relation to a partnership agreement with Revera Inc. to combine their retirement home portfolio in Québec, resulting in a portfolio valued in excess of \$1.5 billion with *Réseau Sélection* now managing over 10,000 units in 35 homes

Aviation financings

Administrator with the International Registry, governed by the Cape Town Convention, for some of our institutional clients

Represented an international leasing and financing corporation during the acquisition and lease of four Airbus 330 to Air Transat

Represented the Business Development Bank of Canada and *Investissement Québec* to finance the Pascan Aviation aircraft fleet

Represented a private client during the acquisition and financing of a Challenger 300

Represented an international leasing and financing corporation during the financing of business jets such as:

- Bombardier Challenger 605 (CGI)

- Dassault Falcon 2000 (Magna International)

- Gulfstream G100 (Tim Hortons)

- Bombardier Global 5000 (private entity)

Start-up financings

Represented Netlift during its \$1.3 million round of financing with Sustainable Development Technology Canada, Cycle Capital, BDC Capital and other venture capital funds and angel investors

Represented *Poches & Fils* during its round of financing with an angel investor

Represented *Les Cliniques Curaprimé* during the creation of its corporate structure

Represented LaunchLeap during its round of financing with an angel investor

Represented 5th Wall Agency during the creation of its corporate structure

Seminars

- Le financement des projets de construction*, Lavery Symposium on Construction Law, June 2017

- La vérification diligente en matière de financement*, 2017 Annual Convention of the Canadian Association of ParaLegals, June 2017

- Aspects juridiques du financement à l'exportation et gestion du risque*, Colloque Export 2017 of the

CCITR

- *La négociation et rédaction des conventions de crédit et des conventions entre créanciers pour rencontrer vos objectifs d'affaires*, Advanced Conference on Commercial Loan Finance and Security, The Canadian Institute, January 2014
- *Le financement des projets immobiliers au Québec*, Advanced Conference on Real Estate and Urban Development in Québec, The Canadian Institute, February 27, 2013
- *Sûretés sur les aéronefs*, Advanced Conference on Commercial Loan Finance and Security, The Canadian Institute, January 2012

Publications

- "Aviation Finance in Canada: Overview", Practical Law's Global Guide to Aviation Finance, 2016
- "Early-Growth Financing and Capital Structure: Guiding Your Company to the Next Level" Corporate Counsel Directory and Yearbook, 15th Edition, 2016
- "Dispositions applicables à toutes les hypothèques", in JurisClasseur Québec, coll. "Droit civil", *Sûretés*, LexisNexis Canada – annual update

Professional and community activities

- Canadian Finance and Leasing Association
- Volunteer coach and business advisor for start-up entrepreneurs with Info Entrepreneurs (Canada Business Network) since 2009
- Volunteer coach and business advisor for the *Parcours entrepreneurial Rémi-Marcoux - HEC Montréal* since 2014

Distinctions

- Lexpert' 2018 Rising Stars Award
- Canadian Legal Lexpert in the field of Corporate Commercial Law since 2019



Education

Financial Accounting Program, London School of Economics and Political Science, 2010

Member of the *Barreau du Québec* since 2007

LL.M. (recipient of the Aubrey-Vincent-Senez Scholarship), *Université de Montréal*//China University of Political Science
and Law, 2007

LL.B., *Université de Montréal*, 2006