



## Lara Nathans

### Partner

Toronto

[lnathans@mccarthy.ca](mailto:lnathans@mccarthy.ca)

t. +1 416-601-8470

### Bar Admission

Ontario 2002

### Law School

Queen's University

### Industries

Retail & Consumer Markets (RCM)

Retail

Food, Beverage & Agribusiness

Consumer Products

Hospitality

Credit Cards, Gift Cards & Loyalty

Programs

Private Equity & Investments

Luxury Sector

### Practices

Mergers & Acquisitions

Capital Markets

Public Companies

Supply Chain

### US and International Markets

United States

### MT Divisions & Client Solutions

COVID-19 Response Checklist

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## With extensive retail and consumer markets industry expertise, Lara helps clients cut through the complexities of negotiations to get deals done

Lara Nathans is a partner in the firm's Business Law Group and Retail and Consumer Markets Group in our Toronto office. As the founder of our National Retail and Consumer Markets Group, Lara is a trusted advisor to consumer-facing companies looking to establish or grow in the Canadian market. She advises global companies entering the Canadian market (whether through M&A, e-commerce, bricks and mortar or a combination) on their market entry strategies and related legal issues.

A highly connected and influential lawyer in the field, Lara brings market intelligence, her global network of trusted relationships and knowledge of the industry to bear for clients, introducing them to not only what, but who they need to know to achieve their goals. She excels at negotiating mergers and acquisitions as well as corporate reorganizations and commercial matters. Practical in her approach, Lara provides well-informed guidance on entry strategies and legal issues, including securities law requirements, such as continuous disclosure and governance provisions.

In addition to her M&A and commercial experience, Lara advises merchants and other consumer-facing businesses on their credit card and loyalty programs, including complex co-branding and linked loyalty arrangements.

**Lara is the consummate professional: always responsive, flexible, detail-oriented, understanding of our business needs and able to communicate with business leaders in a clear, concise way.**

— CHAMBERS CANADA

## Establishing and growing your place in the competitive Canadian market

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Lara's vision for clients' businesses is based on a thorough understanding of their industries, challenges and opportunities. It is the hallmark of her practice, with the end-goal of helping them achieve success and remain competitive.

Lara's work in establishing the Retail and Consumer Markets Group allows the firm to seamlessly support clients with both game-changing and day-to-day issues. She also developed McCarthy Tétrault's pioneering industry strategy, aligning our firm across practices and regions to serve our clients in Canada's key sectors that are shaping the global economy. This experience gives Lara a unique understanding of our clients' needs and their industries.

Powered by market intelligence, a global network of trusted relationships and industry focus, Lara is relentless in her pursuit of client success at McCarthy Tétrault.

**She's fantastic. She's spearheading the Retail group and she's the one that really sets the tone for the other lawyers who service us. It's about being innovative, business-minded, efficient and cost-sensitive. She is a really great leader within the firm and the main retail expert in the group. She can draw in expertise from others.**

— CHAMBERS CANADA

## Completing Retail and Consumer Markets Transactions

Regarded as a skillful negotiator and steadfast client advocate, Lara has played an integral role in numerous high-profile transactions, including:

- Corby Spirit and Wine Limited on its acquisition of Ace Beverage Group Inc.;
- Smucker Foods of Canada Corp.'s sale of its Bick's® pickles, Habitant® pickled beets, Woodman's® horseradish and McLarens® pickled onions brands to TreeHouse Foods Canada, Ltd. for US\$20 million
- Several cross-border retailers on their credit card and loyalty programs

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- LL Bean on its entry into Canada and agreement with The Jaytex Group;
- A major department store on all aspects of its entry into Canada and its Canadian e-commerce launch;
- Home Depot's US\$265 million acquisition of Compact Power and its acquisition of Askuity;
- A global jewellery retailer on its expansion into Canada by acquisition of a national jewellery retailer;
- Fyffes' C\$145 million acquisition of Highline Produce Limited;
- Nestle's US\$5.75 billion acquisition of the core brands of The Bountiful Company;
- Nestlé's US\$7.15 billion strategic alliance with Starbucks;
- Nestlé's US\$2.3 billion acquisition of Atrium Innovations Inc.;
- Corby Spirit and Wine's acquisitions of Domaines Pinnacle Inc. and Foreign Affair Winery and its agreements with Pernod Ricard S.A..

**Responsive, very practical, very proactive, and good project management.**

— ACRTAS STARS

## **At the forefront of retail trends and a thought leader in the community**

With her deep sectoral knowledge, Lara is a sought-after expert in the retail, food and beverage and consumer products transactions field, speaking regularly on business and legal issues affecting consumer-facing businesses. Her appearances include the World Retail Congress, the Retail Industry Leaders Association's Retail Law Conference, the World Department Store Forum, the Luxury Law Summit, Food and Consumer Products of Canada and our firm's Annual Retail and Consumer Markets Summit.

With a long-time commitment to community service, Lara serves on the United Way of Greater Toronto's Major Giving Cabinet, the Supplier Advisory Committee of The Home Depot of Canada Foundation and the

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Board of Governors of The Sterling Hall School, and has served on the board of directors of local charitable groups Sheena's Place and the Anne Johnston Health Station. Lara is one of the founding members of the Gamechangers group, bringing together female leaders in retail and consumer businesses.

She received her LLB from Queen's University in 2001.

## Awards & Rankings

### Chambers Canada

Band 1: Retail - Nationwide Canada

### IFLR 1000 Guide to the World's Leading Financial Law Firms

Notable Practitioner: M&A, Consumer Goods & Services, Tourism

### Thomson Reuters Stand-out Lawyers

Stand-out Lawyer

### Canadian Legal Lexpert Directory

Leading Lawyer: Corporate Mid-Market

## Recent Experience

- **Corby Spirit and Wine and Ace Beverage Group acquire Nude Beverage Ready to Drink Brand and Assets**  
May 13, 2024
- **TreeHouse Foods acquires pickled food brands from Smucker's for US\$20M**  
January 2, 2024
- **Corby Spirit and Wine acquires Ace Beverage Group for C\$148.5M**  
July 4, 2023

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- **Nestlé sells Gateway infant formula plant to Perrigo Company plc**

October 31, 2022

## Recent Insights

- **Lexology's Getting the Deal Through: Luxury & Fashion 2023 Guide - Canada**

May 10, 2023

- **Key Takeaways from McCarthy Tétrault's 13th Annual National Retail and Consumer Markets Summit (Part 1)**

March 28, 2023

- **Key Takeaways from McCarthy Tétrault's 12th Annual National Retail and Consumer Markets Summit (Part 3)**

June 10, 2022

- **Key Takeaways from McCarthy Tétrault's 12th Annual National Retail and Consumer Markets Summit (Part 2)**

June 2, 2022

## Events

- **13th Annual National Retail and Consumer Markets Summit**

February 23, 2023

- **12th Annual National Retail and Consumer Markets Summit**

February 23, 2022