



Lara Nathans

Partner
Industry Strategy Leader

Toronto

lnathans@mccarthy.ca

t. +1 416-601-8470

Bar Admission

Ontario 2002

Law School

Queen's University

Industries

Retail & Consumer Markets

Retail

Food Beverage & Agribusiness

Consumer Products

Hospitality

Credit Cards, Gift Cards & Loyalty

Programs

Private Equity & Investments

Practices

Mergers & Acquisitions

Capital Markets

Public Companies

Supply Chain

US and International Markets

US Markets

With extensive market insight and industry expertise, Lara delivers results

As the firm's Industry Strategy Leader, Lara is responsible for leading the firm and its people to truly understand and align with the unique needs of our clients and their industries. She empowers our team to nimbly leverage firm expertise in industries where Canada is leading the charge globally to provide unparalleled industry focused advice to our clients.

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. As Leader of our National Retail and Consumer Markets Group, she has built a full-service, cross-practice industry group that seamlessly supports clients with both game changing and day-to-day issues.

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

Lara's vision for clients' businesses, 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.

As a leading lawyer in retail and consumer markets transactions, 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.

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A highly connected and influential lawyer in the field, Lara brings the benefit of her connections 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.

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

- A major department store on all aspects of its entry into Canada;
- Home Depot's US\$265 million acquisition of Compact Power;
- A global jewellery retailer on its expansion into Canada by acquisition of a national jewellery retailer;
- Fairmont Raffles Hotels International's US\$2.6 billion sale to AccorHotels;
- Fyffes' C\$145 million acquisition of Highline Produce Limited;
- Nestlé's US\$7.15 billion strategic alliance with Starbucks;
- Nestlé's US\$2.3 billion acquisition of Atrium Innovations Inc.;
- Unilever's US\$8 billion sale of its spreads business to KKR;
- Corby Spirit and Wine's acquisitions of Domaines Pinnacle Inc. and Foreign Affair Winery; and
- Infrastructure Ontario's C\$514 million project to design, build and finance the 2015 Pan/Parapan American Games Athletes' Village Project.

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, consumer products and hospitality transactions field, speaking regularly on corporate and securities law matters and on business and legal issues affecting consumer-facing businesses. Her appearances include the Retail Industry Leaders Association's Retail Law Conference, the World Department Store Forum, Food and Consumer Products of Canada and our firm's Annual Consumer Products & Retail Summit.

With a long-time commitment to community service, Lara serves on the Supplier Advisory Committee of The Home Depot of Canada Foundation 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

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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

Recent Experience

- **Composites One Acquires Canadian-Based Polynt Composites Distribution Business**
December 02, 2019
- **Nestlé closes perpetual global license deal with Starbucks**
August 28, 2018
- **Nestlé acquires Atrium Innovations for US\$2.3B**
March 08, 2018
- **Corby Spirit and Wine acquires The Foreign Affair Winery**
October 02, 2017

Recent Insights

- **Ontario Proposes Amendments to Gift Card Rules to Clarify Scope**
January 29, 2018
- **Ontario Ban on the Expiry of Rewards Points Now In Effect**
January 15, 2018
- **Key Takeaways – 7th Annual Consumer Products and Retail Summit**
March 30, 2017

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Events

- **10th Annual National Retail and Consumer Markets Summit**
January 28, 2020
- **9th Annual National Retail and Consumer Markets Summit**
December 06, 2018