



## Ian Mak

### Associé

Toronto

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t. +1 416-601-7528

### Admission au barreau

Ontario 2008

### Faculté de droit

Osgoode Hall Law School

### Domaines de pratique

Marchés des capitaux  
Prêts garantis et financement de  
projets  
Fusions et acquisitions

### Secteurs d'activité

Droit bancaire et services financiers  
Capital-investissement et  
investissements  
Technologie  
Infrastructure

### Marchés américains et internationaux

Marchés américains

*Disponible en anglais seulement*

**Ian is a highly regarded solutions-oriented lawyer with strong business acumen coupled with deep expertise in the financial services sector.**

Ian is a partner in our Financial Services Group in Toronto. He has a corporate practice specializing in all aspects of banking and secured lending, including leveraged buyouts and recapitalization transactions, syndicated financings, subordinate and mezzanine lending, subscription credit facilities, asset-based lending, cross-border and multi-jurisdictional financings, and general credit matters.

Ian is a key advisor to Canadian banks and other major international institutional lenders and alternative capital providers in the negotiation and structuring of corporate and commercial credit facilities. In addition, he regularly represents industry leading private equity funds, alternative asset managers, pension funds and other financial sponsors in the negotiation and structuring of debt arrangements in connection with high profile leveraged buyouts and other acquisition targets across diversified sectors including technology, infrastructure and real estate. He also regularly advises financial sponsors and other public and private companies in connection with ongoing compliance with their credit arrangements and financing structures.

A commercially minded lawyer, one of Ian's strengths is his ability to recognize the critical economic drivers of a client's business and industry when considering the legal issues in the context of a commercial transaction.

Ian has a deep understanding of the Canadian and U.S. credit markets and has been a key lead advisor on numerous, complex cross-border transactions. Clients value his depth of industry knowledge and rely on Ian to formulate strategic legal solutions as well as advise on developing market trends. Equally at home with institutional and emerging company clients, Ian is adept at navigating complex deal structures, and approaches each transaction accordingly. In particular, Ian is highly knowledgeable about the technology sector and venture backed companies.

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Ian is a frequent speaker and panelist at financial services seminars for various financial institution clients, often presenting on credit concepts and developing trends in the debt markets.

Within the Firm, Ian is a member of the Professional Resources Committee. In this role he is responsible for the development, support and management of the Firm's Business Law associates. He also focuses on sharing his experiences with associates regarding the development of their legal careers.

Ian received his BBA (Business Administration - Management & Organizational Studies) from Simon Fraser University in 2004 and his JD from Osgoode Hall Law School in 2007.

Ian was called to the Ontario bar in 2008. He is a member of the Law Society of Ontario, the Canadian Bar Association and the Ontario Bar Association.

## Prix et distinctions

### The Canadian Legal Lexpert Directory

Leading Lawyer: Asset Equipment Finance/Leasing; Banking & Financial Institutions

### Lexpert Special Edition: Technology and Health Sciences

Leading Lawyer

### Lexpert Special Edition: Finance and M&A

Leading Lawyer

### Lexpert Special Edition: Infrastructure

Leading Lawyer

### The Legal 500 Canada

Next Generation Lawyer: Banking and Finance

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## Mandats récents

- **Silver Lake, une société mondiale de capital-investissement dans le secteur des technologies, réalise un investissement de 6,4 G\$ US dans le capital-actions de Vantage Data Centers**  
6 mars 2024
- **SCF Partners Inc. acquiert les activités de pipeline et de matériaux industriels d'Entegris**  
1 mars 2024
- **Skyservice Aviation d'affaires annonce une entente d'acquisition de participation dans des terminaux de services aéronautiques de Fontainebleau Aviation**  
17 octobre 2023
- **DIF Capital Partners acquiert une participation majoritaire dans Diverso Energy**  
4 mai 2023

## Publications récentes

- **Perspectives 2024 pour le secteur de la technologie**  
4 mars 2024
- **Perspectives du capital d'investissement privé pour 2023 : dix points essentiels à retenir**  
24 février 2023
- **Sur la cible : Perspectives du capital d'investissement privé pour 2023**  
10 janvier 2023

## Événements

- **Webinaire sur les perspectives pour le capital d'investissement privé**  
14 février 2023