



Lara Nathans

Associée
Leader, Stratégie sectorielle

Toronto

lnathans@mccarthy.ca

t. +1 416-601-8470

Admission au barreau

Ontario 2002

Faculté de droit

Queen's University

Expertise sectorielle

Commerce de détail et biens de consommation
Commerce de détail
Aliments, boissons et agroalimentaire
Biens de consommation
Hôtellerie et restauration
Cartes de crédit, cartes-cadeaux et programmes de fidélisation
Capital d'investissement et investissements

Secteurs de pratique

Fusions et acquisitions
Marchés des capitaux
Sociétés ouvertes
Chaîne d'approvisionnement

Marchés américains et internationaux

Marchés américains

MT?Divisions et solutions client

Aide-mémoire pour gérer la crise de COVID-19

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.

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.

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

— ACRITAS STARS

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;

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- 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.

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

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 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.

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Prix et distinctions

Chambers Canada

Band 1: Retail - Nationwide Canada

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

Notable Practitioner: M&A

Acritas Stars

"Stand-out lawyer"

Mandats récents

- **Composites One acquiert la société canadienne Polynt Composites Distribution**
02 décembre 2019
- **Nestlé clôture l'accord de licence perpétuelle mondiale avec Starbucks**
28 août 2018
- **Nestlé acquiert Atrium Innovations pour 2,3 G\$ U**
08 mars 2018

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Publications récentes

- **Recours au soutien économique - Les 5 meilleurs conseils**
17 juin 2020
- **Plan d'intervention lié au COVID-19 : Votre entreprise est-elle préparée?**
03 mars 2020
- **COVID-19 Update: Lockdown Restrictions in Toronto and Peel and More**
23 novembre 2020
- **COVID-19 Update: Ontario Declares Second Provincial Emergency**
14 janvier 2021

Événements

- **COVID-19 : Perspectives pour 2021 : Feuille de route pour les chefs d'entreprise**
08 décembre 2020
- **10e Sommet annuel sur le commerce de détail et les marchés des biens de consommation**
18 février 2020
- **9e Sommet annuel sur le commerce de détail et les marchés des biens de consommation**
10 décembre 2018