

George Tai

Partner



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Calgary

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Overview

George's practice centers on **Mergers and Acquisitions**, Securities, Corporate Finance and Corporate/commercial transactions, primarily in the energy and technology sectors. George also has extensive experience advising technology companies having successfully negotiated complex licensing contracts, service agreements and software development agreements domestically and internationally with numerous multinational original equipment manufacturers, telecommunications companies and software companies.

George has experience in structuring and negotiating international commercial transactions, advising a number of Canadian-based clients on transactions in Asia, and with Asian-based clients pursuing investments and business opportunities in Canada. George is the co-lead of Dentons' Canada's China Services Desk.

George has served as a director and a corporate secretary on a number of TSX and TSXV listed oil and gas companies and technology companies. George is currently a member of Dentons Canada's Regional Board.

Prior to joining Dentons as a partner, George was the financial managing partner of a Calgary-based mid-sized law firm. George held several leadership roles including Chief Operating Officer of a NASDAQ software company where he was responsible for operations of seven offices worldwide (four of which were in Asia) and subsequently appointed as Chairman of the Board. He was also the Co-Founder and Vice-President of a TSX listed venture capital mutual fund, advising the board of directors on investments in biotech companies, healthcare companies and software companies.

Experience

- **Confidential client:** Acted for Alberta-based software company in US\$70+ million sale to US Private Equity Firm.
- **Confidential client:** Acted for Calgary-based technology company in CA\$30+ million sale to US based technology firm.
- **Confidential client:** Acted for Canadian CleanTech company in US\$50 million cross border equity financing agreement and concurrent Cooperation and Exclusivity Agreement for use and application of proprietary technologies.

- **Technology companies (public and private):** Structuring licensing portfolio, advising on the commercialization and sale of hi tech products and negotiating their licensing arrangements, service and maintenance agreements.
- **Technology companies (public and private):** Advising technology companies on initial public offerings, subsequent best efforts and bought deal financings, and mergers and acquisitions.
- **Biotechnology companies (public and private):** Advising biotechnology companies on initial public offerings, subsequent best efforts and bought deal financings and mergers and acquisitions.
- **Biotechnology companies (public and private):** Advising biotech companies on FDA approval process both for products and medical devices.
- **A Software company (NASDAQ):** Advising and negotiating software licensing and software development deals with large multinational OEMs, telecommunications companies and software companies.
- **A Software company (NASDAQ):** Advising the corporation in defending against hostile take-over bid and negotiating resulting friendly sale to a multibillion dollar technology company based in the US.
- **A publicly listed venture capital mutual fund:** Advising the board of directors on investments in biotech, healthcare and software companies as the registered advisor within the Alberta Securities Commission.
- **Oil and Gas Companies and Service Companies (private):** Advising on commercial agreements, asset and share purchase agreements, financings and initial public offering strategies.
- **Oil and Gas E&P and Service Companies (TSX and TSXV):** Advising on numerous take-over bids and plans of arrangement, asset and share purchase agreements, private placements and rights offerings.
- **Merchant Heavy Oil Upgrader:** Vice President and General Counsel for Heavy Oil Upgrader start-up project in Fort Saskatchewan. Responsible for IP licensing and strategies for commercializing proprietary upgrading technology.
- **Start-ups and emerging technology companies:** Advising entrepreneurs on initial corporate structuring, seed round and subsequent financings, and commercialization of ideas, concepts and products.

Recognition

- Recognized in *Acritas* as an Acritas Star TM(2020)

In the Media

- Featured in "Calgary companies boast international presence", *Calgary Herald*, July 31, 2018
- Spotlight Series, "Federation of Asian Canadian Lawyers", September 2017
- Mentioned in "For the Record", *Business in Vancouver*, October 2017
- Mention in "New Calgary partners for Dentons", *The Lawyer's Daily*, September 2017

Insights

- Doing Business in China – IP, Licensing and Partnerships, Alberta, October 2017

Activities and Affiliations

- Senior Advisor, Canada-China Commercial Association

- Director (Calgary Sector), Hong Kong-Canada Business Association
- Former director, Alberta Mentor Foundation for Youth
- Adviser, Federation of Asian Canadian Lawyers
- Former Coach, Northwest Calgary Midget Girls basketball
- Director of Bow River Chapter, Trout Unlimited Canada
- Volunteer, Calgary Chinese Community Service Association Legal Clinic

Presentations

- Presenter, "Start-Up Equity Structures", 2019 Western Canada Innovation & Entrepreneurship Roadshow
- Presenter, "Clean Tech in the Energy Industry – The Carbon Engineering Story", The 6th Calgary Energy Forum, June 14, 2019
- Panelist, "Common Challenges and Solutions for Chinese Enterprises Investing in Canada", Changing China and North America: Seminar on Cross-Border Investment Trends, Shanghai, November 2017
- Moderator, "Moving Oil and Gas Products to China: Has Canada Missed the Boat", 13th Canada-China Energy and Environment Forum, Beijing, November 2017
- Presenter, "IP Licensing and Partnerships in China", China Peer-to-Peer Mentoring Program for Clean Tech Companies", Vancouver, Canada, October 2018
- Presenter, "Mergers and Acquisitions – Covering the Basics", Canada China Commercial Association, Calgary, Canada, November 2018
- Guest Speaker, "Sustainable Oil Sands Mining Practices – Those Dam Tailings", China – ASEAN Mining Cooperation Forum & Exhibition, Nanning, China, November 2018
- Presenter, "IP Licensing in China – Tips", Alberta Innovates, Calgary, Canada, December 2018

Areas of focus

Practices

- Securities and Corporate Finance
- Mergers and Acquisitions
- Intellectual Property and Technology
- Venture Technology and Emerging Growth Companies
- IPOs and Public Offerings

Industry sectors

- Energy
- Life Sciences
- Private Equity
- Technology

Region

- Global presence

Education

- Western University, 1991, JD
- University of Toronto, 1988, BSc, Biochemistry

Admissions and qualifications

- Canadian Bar Association, 1992
- Law Society of Alberta, 1992

Languages

- English
- Mandarin