

Robert J. de Guzman

Partner



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Edmonton

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Overview

Robert de Guzman is a lawyer practicing at the Firm's office in Edmonton, Alberta, with a focus on both financing and general corporate/commercial matters. He assists both lenders and borrowers with financing transactions, which allow businesses to obtain funds necessary to meet their goals and objectives. He has a particular interest in companies that service Northern Alberta's rich resource-based industries and build healthy and sustainable local communities, striking a balance between the global and local development of business in Alberta.

Experience

- **Her Majesty the Queen in Right of Alberta, by its agent Alberta Investment Management Corporation:** Advising in respect of subordinated security in connection with private placement of CA\$30 million for Pine Cliff Energy Ltd.
- **Confidential client:** Advising in relation to its procurement of a venture capital investment amounting to US\$6.0 million from a Silicon Valley private equity fund by the issuance of convertible preferred stock.
- **Millar Western Forest Products:** Advising on its CA\$150 million offering of senior secured first lien high yield notes.
- **Banister Pipelines Corp.:** Advising in relation to the sale of its pipeline construction and maintenance business to Banister Pipelines Constructors Corp., a wholly-owned subsidiary of Quanta Services, Inc., a NYSE traded public corporation.
- **HSBC Bank Canada:** Advising as the lender in connection with Fulcrum Capital Partners Inc.'s majority interest acquisition of Nilex Inc.
- **Rexall Health:** Advising on the sale of a large portion of its independent banner and franchise business to McKesson Corporation.
- **Millar Western Forest Products Ltd.:** Acting as co-counsel on its issuance of US\$210 million in senior notes.

- **Matrikon Inc.:** Advising on its US\$139 million acquisition by Honeywell International Inc.
- **Decision Dynamics Technology Ltd.:** Advising on its CA\$7.0 million acquisition by Coreworx Inc., a subsidiary of Acorn Energy Inc. by statutory plan of arrangement.
- **Weatherford International Ltd.:** Advising on its acquisition of Chemserv Products Inc.
- **Rexall Sports Corporation:** Advising in the acquisition of the Edmonton Oilers National Hockey League Franchise.

Recognition

- Recognized in The Canadian Legal Lexpert Directory as one of Canada's leading lawyers in the area of Banking & Financial Institutions (2019)

Activities and Affiliations

- Speaker, "Acquisition Financing and Guarantees", Legal Strategies in Mergers and Acquisitions, Legal Education Society of Alberta, May 19, 2015
- Speaker, "Managing risk while sustaining growth and innovation", 2015 Alberta Private Company Conference: Define your business, spark your success, PwC, November 10, 2015
- Vice Chair, Business Law Section Executive, Canadian Bar Association
- Member, Canadian Bar Association

Community Involvement and Pro Bono

- Director, United Way of the Alberta Capital Region
- Director, YMCA of Northern Alberta
- Director and Legal Advisor, Junior Achievement of Northern Alberta & NWT
- Member, Edmonton Space & Science Foundation
- Independent Director, Bingo Alberta
- Director, St. Thomas More Lawyers' Guild of Northern Alberta

Areas of focus

Practices

- Banking and Finance
- Business Agreements and Commercial Contracts
- Corporate
- Equipment Leasing and Finance
- Finance
- Mergers and Acquisitions
- Real Estate Finance

Industry sectors

- Commercial Banks
- Financial Institutions
- Forest Products and Agribusiness
- Media and Entertainment Finance
- Oilfield Services and Equipment
- Retail

Education

- University of Alberta, 2007, LLB (with Distinction)
- University of British Columbia, 1999, B.Comm. (Hons)

Admissions and qualifications

- Alberta, 2008

Languages

- English