



**Dani Fialkov, Partner**

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Dani is dedicated to providing sound advice and guidance to his clients and maintains a successful practice with a focus on mergers and acquisitions, commercial financing, commercial real estate, securities, and corporate reorganizations.

While working on mergers and acquisitions, Dani does everything in his power to make sure a deal closes and will guide his clients through the process, step by step, to get the deal done. Dani is organized and responds quickly to changes in the market and by focusing on the end goal ensures the deal is closed in a cost-efficient and tax-effective manner.

Dani's commercial real estate practice includes acquisitions and dispositions of real estate, leasing and development of commercial, residential and condominium projects.

Dani represents institutional and private lenders and borrowers in financings and secured transactions across many industries, involving various types of financings and arrangements.

Dani takes an interest in current market trends and conditions, regulatory changes and professional development opportunities in order to provide a sophisticated service to his clients, no matter what their size or industry.

**Education:**

- Canadian Securities Course, Canadian Securities Institute
- LL.B., University of Alberta
- B.Comm., University of Alberta (*with Distinction*)

## **Professional Associations, Affiliations and Community Activities:**

- Member, Canadian Bar Association
- Business Law Section
- Securities Law Section
- Real Estate Section

## **MERGERS & ACQUISITIONS**

- Represented a large oilfield services company in a \$200 million cross-border sale to a U.S. company.
- Advised in the cross-border sale of an engineering company, totaling \$12 million.
- Represented a large distributor of oilfield products in the purchase of a company in the same industry for \$6 million.
- Advised on the \$40 million sale of an oilfield supply company, involving a publicly traded company.
- Represented a safety training company as they were sold to an American company for \$6 million.
- Represented the Canadian interests in the sale of U.S. company with a Canadian subsidiary to another U.S. company for \$80 million.
- Acted in the purchase of a fitness chain which included the acquisition of shares and assets and the negotiation of commercial leases totaling \$30 million.
- Advised in the \$10 million sale of a private mining company based in Alberta with sites in Peru.

## **CORPORATE COMMERCIAL SECURITIES**

- Represented numerous private companies providing advice and direction at all stages from incorporation, to putting in place shareholders agreements, and securitization of shareholder loans.
- Represented numerous limited partnerships operating in various industries.
- Worked on numerous private placements, from formation of companies to later stage equity and debt financing.
- Assisted several First Nations clients with multiple corporate and commercial needs.

## **COMMERCIAL REAL ESTATE**

- Represented numerous landlords in office, industrial and shopping centre areas.
- Assisted developers in all stages of development of office, residential and commercial properties.
- Assisted in purchase and sale of numerous multi-million dollar commercial real estate properties.

- Assisted with numerous joint ventures and partnerships
- Assisted with various agreements with municipalities and involved stakeholders.