

NORTON ROSE FULBRIGHT

Cross-border mergers and acquisitions

Global legal advice

What we offer



High-quality, strategic transactional advice for entities of all sizes and complexities around the world



Sophisticated due diligence analysis including anti-corruption, IP, environmental, cybersecurity and regulatory



A full service M&A offering including tax, employment, intellectual property and antitrust advice



An international network of corporate finance professionals



Strong relationships with key participants in global M&A



A track record of successfully guiding clients into new markets



Deep knowledge and understanding of local markets around the world



Offices and legal capabilities in all of the world's financial centers



Extensive experience in both private and public M&A

Concluding your acquisitions and divestitures across the globe

Cross-border M&A can be a complex undertaking. Challenges can take the form of opaque local conditions, regulatory concerns, counter-party issues and macro-level risks. We work with our clients to navigate uncertainty and successfully close transactions in markets around the world.

7000+
people worldwide

350+
M&A partners worldwide

700+
M&A lawyers and
legal staff worldwide

50+
offices



Cross-border M&A experience

Barrick Gold Corporation

Advised for Barrick Gold Corporation, the Canada-based largest gold mining company in the world, in the take private of Acacia Mining, for US\$1.2 billion

Agrium Inc.

Advised Agrium (now Nutrien Ltd.) in connection with Agrium's US\$36 billion merger of equals transaction with Potash Corporation of Saskatchewan Inc

China Mengniu Dairy Company

Advised China Mengniu Dairy Company on its US\$1 billion acquisition of organic baby food and formula provider Bellamy's Australia

Barclays PLC

Advised for Barclays Plc on its US\$2.8 billion sell-down of Barclays Africa Group Limited, including two accelerated book builds, the largest to be conducted on the Johannesburg Stock Exchange

Randgold Resources Limited

Advised Randgold Resources Limited in a US\$18.3 billion share-for-share merger with Barrick Gold Corporation

BMW

Advised BMW on a joint venture with Daimler AG to combine their existing global mobility offering in the areas of car sharing, ride-hailing, parking, charging and multi-modal forms of transport and involved 19 jurisdictions

Medidata

Advised Medidata, a market-leading clinical cloud solutions company, during its merger with French software company Dassault Systemes in a deal worth US\$5.8 billion

Sumitomo Chemical Company

Advised Sumitomo Chemical Company Limited on its A\$1.188 billion agreement to purchase Nufarm South American crop protection business in Brazil, Argentina, Colombia and Chile

Brookfield Infrastructure

Advised Brookfield Infrastructure International and its institutional partners on its acquisition of Enbridge Inc's Canadian natural gas gathering and processing business in British Columbia and Alberta for C\$4.31 billion

Canadian Tire

Advised Canadian Tire on its acquisition of Helly Hansen, a leading global brand in sportswear and workwear based in Oslo, Norway for C\$985 million

Energizer Group

Advised Energizer Group with the acquisition of the global battery business of Spectrum Brands Inc. anchored by the Varta® and Rayovac® brands

Cenovus Energy Inc.

Advised the underwriters on Cenovus Energy Inc's C\$17.7 billion asset acquisition from ConocoPhillips

HSBC

Advised HSBC as financial adviser to CK Asset Holdings on its £2.7 billion acquisition of Greene King, the UK's leading integrated pub retailer and brewer

Vodafone Hutchinson Australia

Advising Vodafone Hutchinson Australia on its A\$15 billion merger with TPG Telecom, one of the largest M&A deals ever in the Australian telecommunications industry

Rothschild

Advised Rothschild and other financial advisors to Melrose Industries on its £8.1 billion hostile offer for GKN

Varian Medical Systems Inc.

Advised Varian Medical Systems in relation to its acquisition of all of the issued shares in ASX listed life sciences company, Sirtex Medical Limited for A\$1.58 billion

I Squared Capital

Advised for I Squared Capital in the US\$1.3 billion acquisition of IC Power's Latin American and Caribbean electric power generation and distribution businesses

Bombardier Inc.

Advised Bombardier in connection with an acquisition by CDPQ of US\$1.5 billion of convertible shares of Bombardier Transportation (Investment) UK Ltd (BT Holdco)

Market recognition

"Needless to say, their technical abilities, innovation and global reach are second to none."

Chambers Global 2019 - Corporate M&A

One of the top five US corporate firms in providing international legal services

Americas Top Corporate Law Firms, Forbes 2019

"A strong practice, with the global nature of the firm giving it good links across the world."

Legal 500 UK 2020 - Corporate/M&A

"Bench strength, international reach, responsiveness, and commitment to clients."

Chambers Canada 2020 - Corporate/M&A

"Well known for its expertise in complex cross-border transactions, including deals in Europe, the Americas and Africa."

Chambers UK 2020 - Corporate/M&A

"They have local presence in a number of jurisdictions so they can speak in one voice to us. That is certainly a huge value-add."

Chambers UK 2020 - Corporate/M&A

"They're both efficient and collaborative. They listen to and understand client needs, are responsive and deliver on time."

Chambers Asia-Pacific 2020 - Corporate/M&A

Top 5 global elite brand leader

Acritas Sharplegal, Global Elite Brand Index 2015-2018

M&A team of the year

2017 Legal Week Africa Awards

Over the past three years Norton Rose Fulbright advised on over 500 M&A deals globally with a total value of over US\$235 billion.

Mergermarket 2020



Contacts

For further information on our global capabilities, please contact:



Raj Karia
Head of Corporate, M&A and Securities
Europe, Middle East and Asia
Tel +44 20 7444 3374
raj.karia@nortonrosefulbright.com



Scarlet McNellie
Head of Corporate, M&A and Securities
United States
Tel +1 214 855 8282
scarlet.mcnellie@nortonrosefulbright.com



Stephen Kelly
Partner
Canada
Tel +1 514 847 4570
stephen.kelly@nortonrosefulbright.com



Richard Lewis
Head of M&A
Australia
Tel +61 2 9330 8092
r.lewis@nortonrosefulbright.com



Stephen Kennedy-Good
Head of Corporate, M&A and Securities
South Africa
Tel +27 11 685 8866
stephen.kennedy-good@nortonrosefulbright.com

Norton Rose Fulbright

Norton Rose Fulbright is a global law firm. We provide the world's preeminent corporations and financial institutions with a full business law service. We have more than 4000 lawyers and other legal staff based in Europe, the United States, Canada, Latin America, Asia, Australia, Africa and the Middle East. Recognized for our industry focus, we are strong across all the key industry sectors: financial institutions; energy; infrastructure, mining and commodities; transport; technology and innovation; and life sciences and healthcare. Through our global risk advisory group we leverage our industry experience with our knowledge of legal, regulatory, compliance and governance issues to provide our clients with practical solutions to the legal and regulatory risks facing their businesses. Wherever we are, we operate in accordance with our global business principles of quality, unity and integrity. We aim to provide the highest possible standard of legal service in each of our offices and to maintain that level of quality at every point of contact. Norton Rose Fulbright Verein, a Swiss verein, helps coordinate the activities of Norton Rose Fulbright members but does not itself provide legal services to clients. Norton Rose Fulbright has offices in more than 50 cities worldwide, including London, Houston, New York, Toronto, Mexico City, Hong Kong, Sydney and Johannesburg. For more information, see nortonrosefulbright.com/legal-notices.

The purpose of this communication is to provide information as to developments in the law. It does not contain a full analysis of the law nor does it constitute an opinion of any Norton Rose Fulbright entity on the points of law discussed. You must take specific legal advice on any particular matter which concerns you. If you require any advice or further information, please speak to your usual contact at Norton Rose Fulbright.

© Norton Rose Fulbright LLP, 3 More London Riverside, London, SE1 2AQ, UK.
Tel +44 20 7283 6000.

EMEA_2014 01/20 Extracts may be copied provided their source is acknowledged.