

Peter J. Mogan

Founder & Counsel, Mogan Daniels Slager LLP
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Year of Call: Ontario 1978 | BC 1990

EDUCATION & ACCREDITATION

Osgoode Hall Law School (LL.B, 1976)
Regent College (Diploma, 1990)
University of Toronto (B.A. Program, 1973)
Completion of the ICD-Rotman Directors
Education Program

AREAS OF EXPERTISE

M&A and Private Equity
Strategic advisory services to businesses
Debt and equity financing
Employee share options and ownership plans
Mediation and Facilitation (including leadership
development and strategic planning)

PROFILE

Peter Mogan has been active as a lawyer, businessman and mediator in B.C. and Ontario since 1978. He has worked closely with his business clients as a strategic advisor bringing a practical, entrepreneurial approach, combined with a very relational style.

Peter is known as a leading mid-market M&A legal advisor in British Columbia. He has also advised dozens of companies on employee ownership. He is a frequent speaker, moderator and writer on M&A, private equity and employee ownership topics. Peter currently serves on the boards of several B.C. and international companies and not-for-profits, including chair for a MacKay CEO Forum Group, and Vice-Chair of Food for the Hungry, a global relief and development NGO with a vision to see the end of systemic poverty.

EXPERIENCE

- Acting for the sellers of Fluxwerx Illumination Inc. on a \$85,000,000 share sale to Lumenpulse Inc., a TSX company (March 2016);
- Advising the owners of a major supplier to the construction industry in a divestiture to a strategic US buyer (over \$100 million) (September 2014);
- Advising management on the \$175 million divestiture of Garden Protein International Inc. to a public company (Pinnacle Foods) (November 2014);
- Advising management of a major financial services firm on a sale to a US-based strategic buyer with enterprise value of about \$50 million (July, 2015);
- Advising the majority owner and other members of the management group on the sale of Vega to WhiteWave, an NYSE listed company for US\$550 million (August 2015);
- Advising the principal shareholder and management shareholders on the sale of a national supplier of fuel management services to a US private equity firm (over \$225 million) (September 2013);
- Advising the owners of a key Western Canadian constructions services company to a US strategic buyer (over \$50 million) (September 2014);
- Advising the owners of a major Canadian provider of insurance services to a major North American brokerage firm (2014 Dealmaker of the Year) (March 2014);
- Advising a well-known consumer goods company on a major investment by a private equity consortium (2012 Dealmaker of the Year) (August 2012);
- Advising the seller of a manufacturing company on an asset sale to a strategic buyer (September 2010)

BOARD & DIRECTORSHIPS

- Board of Advisors – Nicola Wealth Management
- Chair, Board of Directors – Nexii Building Solutions Inc., designing and supplying an innovative whole building solution that is sustainable, safe and economical
- Vice-Chair Board of Directors – Food for the Hungry International, a global relief and development charity
- Board of Directors – Faulu Microcredit Bank Limited, a Kenyan bank providing financial services to lower and middle income
- Board of Directors – Centra Construction Group Ltd., B.C.'s largest window and siding manufacturer and installer
- Board of Directors – Mission Group, a Kelowna-based developer of residential and commercial real estate
- Board of Advisors – Regimen Equity Partners Limited Partnership, a private equity fund
- Board of Directors – Amicus Relief Solutions Inc., a developer and provider of online services in the charitable sector for the management of donor advised funds
- Board of Strategic Advisors – Promerita Capital Partners
- Board of Directors - Teldon Group of printing, marketing and publishing companies in North America
- Corporate Secretary – Hodder Tugboat Co. Ltd., a B.C. tugboat operator
- Board of Advisors – Vanderpol Enterprises Inc., a family investment company

TESTIMONIALS

Peter Mogan is the finest business lawyer I've ever worked with. He is unique because 1) he has the ability to turn complex = simple, 2) he is incredibly responsive and efficient and 3) he goes beyond just the law and really 'gets it' from a high level business perspective. I know I can always count on Peter to give me the straight goods in a timely and cost effective manner. I consider Peter a key member of our team and would highly recommend him.

Charles Chang | President & Founder, Lyra Growth Partners Inc., EY Entrepreneur of the Year (2014)

I have worked with Peter on several transactions. He was instrumental in helping us getting the deals across the line. Peter is a very seasoned legal counsel with practical and common sense solutions. Peter is a thorough professional and would add value to any M&A transaction no matter how complex.

David Lam | Partner & National Corporate Finance Leader, Deloitte

I have worked with Peter for about 15 years, and with each of the partners and the extended team at MDS over the last few years, on a variety of legal matters including employment issues, mergers and acquisitions and private equity investments. They approach each transaction in a professional yet personal manner. With an outstanding ability to manage complex transactions and propose practical, creative solutions MDS has become an invaluable partner in my business dealings. In particular, they have helped me navigate some very challenging negotiations with their in-depth knowledge of M&A transactions and their thorough and timely advice and guidance. I highly recommend MDS.

Brett Hodson | CEO & Founder of Sunshine Pier Capital Inc., former CEO, Corix Group of Companies, EY Entrepreneur of the Year (2010)

For the past 22 years, Peter has been legal counsel, Board member, strategic advisor and a trusted confidante to Teldon Media Group and, since 2004, to Alive Publishing Group. Peter really gets our businesses and has always provided timely (sometimes incredibly timely), practical and high value advice. The MDS team always delivers great service and great results. Several of my colleagues have worked with Peter, always with rave reviews. He is always my top business lawyer recommendation.

Ryan Benn | President, Teldon Media Group & Alive Publishing Group

I was introduced to Peter Mogan and MDS at my last company where I joined as CFO. Peter was (and still is) a trusted advisor to the entrepreneur CEO on all strategic issues, including ultimately the sale of a significant portion of the business. Peter's thoughtfulness, strategic thinking, and common sense approach were incredibly valuable to the CEO and myself. In addition, Peter's level of responsiveness and generosity exceeds expectations. When I transitioned to a new company, I engaged Peter and MDS immediately and have enjoyed working with Peter and the rest of the MDS team ever since across a number of projects.

Sarah MacKinnon | CFO, Delta-Q Technologies