Carlos Cerqueira

Partner

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Mergers & Acquisitions
Corporate Commercial
Private Equity & Venture Capital
Capital Markets
FinTech
Mining
Commercial Transactions
Latin America & the Caribbean

Carlos has practised corporate/commercial law for more than 25 years, with a focus on mergers and acquisitions, joint ventures and other complex transactions. He has extensive international experience, having worked in London for four years and the Middle East for three years, typically advising international clients on transactions in Canada or Canadian clients expanding internationally.

Carlos acts for a number of Canadian and international public companies, as well as large privately-held entities, in various industries. He acts for both strategic purchasers and private equity investors.

Carlos provides strategic advice and regularly leads large teams of transaction lawyers and subject matter experts. He provides practical advice and expert counsel, working closely with in-house counsel, business stakeholders and other outside advisors to effectively and efficiently complete transactions.

Experience

- Acting for Guardian Capital Group Limited in its $1.67 billion go-private transaction with Desjardins Global Asset Management Inc.
- Acting for Invesco Ltd. on the sale of its management agreements relating to Invesco's Canadian fund business to CI Global Asset Management

- Acting for Kongsberg Maritime Inc. in connection with the formation of its Canadian joint venture defence bidding entity
- Acting for Franklin Templeton in the sale of Fiduciary Trust Company of Canada to Edward Jones Canada
- Acting for Asahi Kasei in connection with its $3B EV facility in Ontario
- Acting for Forge First Asset Management in its sale to CI Global Asset Management
- Acting for BNY Trust Company of Canada in connection with its sale to Computershare Limited
- Acting for Guardian Capital Group Limited in connection with the $750 million sale of its insurance managing general agencies, mutual fund dealer and investment dealer businesses.
- Acting for WasteCo in connection with its sale to Republic Services Inc.
- Acting for PSA Singapore in its acquisition of the Ceres Halifax port.
- Acting for RBC Ventures Inc. in connection with its acquisition of various technology businesses, including OJO Canada, MDBilling and Founded.
- Acting for Sewer Tech Inc. in connection with its sale to GFL Environmental.
- Acting for Canaccord Genuity in connection with its joint venture with TMX Group, including the shareholders agreement for the joint venture entity.
- Acting for Concentra Bank in connection with its acquisition by Equitable Bank.
- Acting for Independence Holdings Inc. in its US$1.4-billion purchase of the pet insurance business from Fairfax Financial Holdings.
- Acting for Focus Financial Group in connection with the acquisition of various financial advisors in Canada, including Westcourt Capital, Gavin Wealth, and Cardinal Point.
- Acting for PayBright Inc., one of Canada's leading buy-now-pay-later providers, in connection with its $340 million acquisition by Affirm, Inc., a leading U.S.-based “buy now, pay later" platform.
- Acting for Parrish & Heimbecker, Limited in its acquisition of 10 grain elevators across Western Canada from Louis Dreyfus Company Canada ULC.
- Acting for TUI Travel in connection with its joint venture with Sunwing Travel, including as part of the sale by Sunwing Travel to WestJet.
- Acting for Loblaws in connection with its joint venture with DoorDash, including the shareholders agreement for the joint venture entity.
- Acting for Aware Beverages on the sale of Social Lite to Sleeman Breweries.
- Acting for a major private education provider in connection with its sale to a private equity fund for C$400 million.

Beyond Our Walls

Professional Involvement

- Past President of the Mergers & Acquisitions Commission (AIJA)
- Former Bar Admissions Instructor (Corporate Law)

Awards & Recognition

- Recognized in the 2027 edition (and since 2021) of *The Best Lawyers in Canada* (Mergers and Acquisitions Law)

- Recognized in the 2026 edition (and since 2021) of *The Canadian Legal Lexpert Directory* (Corporate Commercial Law, Corporate Mid-Market, Mergers & Acquisitions, Private Equity)
- Recognized in the 2026 (and since 2025) edition of *Lexpert Special Edition: M&A*
- Recognized in the 2024 (and since 2021) edition of *Lexpert Special Edition: Finance and M&A*

Bar Admission & Education

- Ontario, 1998

- LLB, Osgoode Hall Law School, 1996

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As the largest, truly full-service Canadian law firm, Borden Ladner Gervais LLP (BLG) delivers practical legal advice for domestic and international clients across more practices and industries than any Canadian firm. With over 800 lawyers, intellectual property agents and other professionals, BLG serves the legal needs of businesses and institutions across Canada and beyond – from M&A and capital markets, to disputes, financing, and trademark & patent registration.

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