

Andrew Hennigar

Partner

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Mergers & Acquisitions
Corporate Finance
Corporate Commercial
Private Equity
Private Company
Private Equity & Venture Capital
Technology

Andrew's practice is focused primarily on merger and acquisition transactions for private companies, with a particular emphasis on the technology, professional services, manufacturing and industrial sectors. This includes whole company acquisitions and divestitures, distressed/bankrupcy M&A, venture capital and private equity transactions, and strategic alliances and partnerships.

His expertise extends to Canada-U.S. cross-border transactions. Andrew began his career in New York and spent several years working at a leading law firm there before relocating to Vancouver.

Experience

- **Technology**
  - Spectrum Mobile Health ULC (Firstline) in its sale to Fairlong Capital.
  - Mercury Technologies Inc., a fintech company, in its acquisition of Teal Platforms Inc.
  - STN Video Inc., the North American industry leader in digital sports content distribution, in its sale to global sports media company Minute Media.
  - Netflix, Inc. on the Canadian aspects of its global acquisition of animation studio Animal Logic Studios.
  - Exo Imaging Inc. on its acquisition of MedoAI.
  - Netflix, Inc. on the Canadian aspects of its global acquisition of Scanline VFX, Inc.
  - Shearwater Research Inc. in its sale to U.S. private equity fund BRS & Co.

- Global Physical Asset Management Inc., a technology provider for digitial field service in spections, in its sale to Metso Outotec.
- Ericsson on the Canadian aspects of the sale of its IoT business to Aeris Communications Inc.
- TIFIN Group, a fintech platform using AI for wealth and asset management, in its acquisition of Amicus.io.
- InvestX Capital Ltd., a leading private market secondaries platform and financial technology company, in its investment from strategic investors Jefferies Financial Group Inc., Virtu Financial and Canaccord Genuity Group Inc.
- Aimia Loyalty Solutions in its merger with Kognitiv Corporation to form a technology-forward loyalty solutions provider.
- IFS AB in its acquisition of software developer Clevest Solutions Inc., and as Canadian counsel in its acquisition of Axios Systems.
- STN Video Inc. in its acquisition of Vedia Technologies Inc. (dba Raw Shorts).
- Frontier Growth in its investment in Jane Software Inc.
- A Fortune 100 technology company in multiple acquisitions of intellectual property assets.

- **Manufacturing and Distribution**
  - Vance Street Capital in its acquisition of Pro-Vision Solutions Holdings, LLC
  - Vance Street Capital in its acquisition of Damotech.
  - Sinclair Dental Co. Ltd. in its sale to Medline Corporation.
  - FT Synthetics Inc. in its sale to an affiliate of Standard Industries Inc.
  - Bellpark Horticulture, a supplier of automation systems for the agriculture industry, in its sale to AdeptAg.
  - Bastide le Confort Medical in its acquisition of Medpro Respiratory Care.
- **Professional Services**
  - Triumph Higher Education Group LLC in its acquisition of the Pacific Institute of Culinary Arts Inc.
  - Fisgard Asset Management Corporation in its sale to Neighbourhood Holdings Ltd.
  - TriMech Group in its acquisition of CIMSoft Corp.
  - TriMech Group in its acquisition of MAKO Design and Invent.
  - Tamwood International College in its sale to International Language Academy of Canada (ILAC).
  - ACI Argyle Communications Inc., one of Canada's leading independent public relations and communications firms, in the creation of believeco:partners, a national public relations, brand management, and indigenous relations platform.
  - Ausenco Engineering Canada Inc. in its acquisition of Hemmera Envirochem Inc.
- **Retail and Hospitality**
  - Infinity RRGB Ventures Inc., the sole Canadian franchisee and operator of Red Robin restaurants, in its sale to Salt Creek Capital.
  - Alterra Mountain Company in its acquisition of Mike Wiegele Heli-Skiing.
  - FW Fitness BC Ltd. in its acquisition of the assets of SNFW Fitness BC Ltd (Steve Nash Fitness World) pursuant to a receivership sale.
  - JD Sports Fashion plc in its acquisition of Onepointfive Ventures Inc. (dba Livestock).
- **Industrial**
  - Knappett Group in its sale to Matcon Construction.
  - Endless LLP on the Canadian aspects of its acquisition of ASCO Group Ltd.
  - Evergen Infrastructure Corp. in its aquisiton of Sea to Sky Soils, Net Zero Waste Abbotsford, Fraser Valley Biogas, and GrowTEC.
  - HHS Drilling and Blasting in its sale to an affiliate of Cassiar Partners.
  - Canwest Tanks & Ecological Systems Inc. in its sale to a confidential buyer.
  - Finning International Inc. in its acquisition of the 4Refuel group of companies.

- Carbon Resource Recoveries GmbH in the Canadian aspects of its sale to Klean Industries Inc.

Presentations & Publications

- Author, ""Time is of the essence" in contracts: What the SCC may decide in Cold Ocean Salmon", BLG Article, October 2026
- Author, "Technology M&A trends: Reflecting on 2023 and predictions for 2024", BLG Article, January 2024
- Author, "Planning a business exit: 8 ways to set your business up for success", BLG Article, May 2023
- Author, "Technology M&A trends: What to expect in 2023", BLG Article, January 2023
- Author, "BLG clients Aimia Inc. and Kognitiv Corporation have a significant win", BLG Article, June 2020
- Author, "Growth by acquisition: Strategies for improving transaction success", BLG Article, February 2020

Beyond Our Walls

Professional Involvement

- TechExit.io Conference Steering Committee (2024)
- Association for Corporate Growth (BC Chapter), Board Member
- Peter A. Allard School of Law, University of British Columbia, Adjunct Professor (2018-present)

Awards & Recognition

- Recognized in the 2027 edition (and since 2024) of *The Best Lawyers in Canada* (Leveraged Buyouts and Private Equity Law) and since 2021 (Corporate Law) and since 2022 (Mergers and Acquisitions Law)
- Recognized in the 2027 edition (and since 2024) of *Chambers Canada* (Corporate/Commercial (British Columbia))
- Recognized in the 2026 edition of *The Canadian Legal Lexpert Directory* (Mergers & Acquisitions), since 2022 edition (Private Equity) and since 2023 (Corporate Commercial Law)
- Recognized in the 2026 edition of *Lexpert Special Edition: Finance*
- Recognized in the 2025 edition of *IFLR1000* (Mergers and Acquisitions)
- Recognized in the 2026 edition (and since 2022) of *Lexpert Special Edition: Technology*
- Recognized in the 2026 edition (and since 2022) of *Lexpert Special Edition: Health Sciences*

Bar Admission & Education

- British Columbia, 2012
- New York, 2007

- JD, University of Toronto, 2006
- BCom, McGill University, 2003

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