



Cassandra Florio

Senior Associate

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[Corporate Commercial](#)
[Mergers & Acquisitions](#)
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Cassandra has a robust corporate commercial law practice that regularly deals in cross-border matters. She advises both domestic and international clients in a wide range of industries on business matters that include:

- cross-border and Canadian mergers and acquisitions
- divestitures
- equity/debt financing
- private placements
- corporate reorganizations
- commercial contract negotiations
- marketing and sponsorships
- public-private partnership transactions
- ongoing corporate governance

She works with clients in various industries, including natural resources, manufacturing, education, health, financial services, technology and consumer goods and services (including cosmetics and apparel).

Prior to joining BLG, Cassandra practised corporate and financing law at a leading firm in New York.

Experience

- Advised and assisted The New York Times Company in its USD\$550M acquisition of The Athletic.
- Advised and assisted Epiroc in its acquisition of the assets of FVT Research Inc.
- Advises and assists a broad range of private companies in the acquisition and sale of various businesses, and in a variety of commercial arrangements.
- Advised and assisted B.C. Hydro in its commercial PowerSmart program offerings and other procurement and project-specific matters.
- Completed a 9-month in-house secondment at B.C. Hydro in support of the Site C Project.
- Advised and assisted with the closing of the City of Edmonton Valley Line LRT, valued at C\$1.8B, in 2016.
- Advised and assisted PI Financial Corp. in its \$100M acquisition by NG Holdings Canada Ltd.
- Advised and assisted Finning International Inc. in its C\$230M acquisition of the assets of Kramer Ltd.
- Assisted a U.S.-based health products company in the acquisition of the assets of a Canadian natural health products business.
- Completed a 7.5-month in-house secondment at Pacific NorthWest LNG in support of Petronas' proposed multi-billion-dollar LNG project on the west coast of B.C.
- Assisted a major private investment fund in acquisition financing transactions, including a \$1.05B credit facility, consisting of a term loan and revolving credit facility, used to finance the \$2.4 billion acquisition of a major global digital learning company; and an \$800M credit facility, consisting of first lien term loans, second lien term loans and an asset-based revolving loan facility, used to finance the acquisition of a farm supply distribution business.
- Assisted a NYSE-listed cosmetics, skincare, fragrance and personal care company refinancing an \$800M term loan facility and a \$140M asset-based revolving loan facility, and qualified some of its foreign subsidiaries as local borrowers under the new facilities.
- Assisted an NYSE-listed multinational financial services corporation in its \$1.7B sale of a portfolio of private equity investments.
- Assisted a NYSE Amex-listed Canadian company conducting a rights offering.
- Assisted a not-for-profit organization seeking 501(c)(3) status on formation and tax exemption application matters.

Insights & Events

- Benefit companies arrive in B.C.
- B.C. Approves New Legislation That Will Impact Private Companies: What You Need To Know
- Co-Presenter, "Incorporation: What You Need to Know to Start and Organize a business," BLG's Startup Seminar Series, April 5, 2017.
- Co-Presenter, BLG's Start Up Seminar Series, 2017 "Talking the Talk: Negotiation Techniques for Start Ups"
- Presenter, "Confidentiality Agreements, Standstills and Letters of Intent," BLG U Continuing Legal Education Program, September 22, 2016
- Presenter, "Business – Corporate Practice," professional legal training course, Law Society of British Columbia, 2016-present.

Beyond our Walls

Professional Involvement

- NYSBA Empire State Counsel Honoree for Pro Bono Work (2011)

Community Involvement

- Volunteer, Pro Bono Students Canada – UBC Homeless ID Clinic, 2017-present
- Director, Vancouver Cherry Blossom Festival Society, 2015-2020
- Volunteer, BLG Reads to Kids, 2013-17

Awards & Recognitions

- Recognized in the 2022 edition of *Best Lawyers: Ones to Watch in Canada* (Corporate Law)

Bar Admission & Education

- New York, 2011
- British Columbia, 2014

- JD, University of Toronto, 2010
- BA (first class honours), McGill University, 2006

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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 725 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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