



Ian Mak

Partner

Toronto

imak@mccarthy.ca

t. +1 416-601-7528

Bar Admission

Ontario 2008

Law School

Osgoode Hall Law School

Practices

Capital Markets
Secured Lending & Project Finance
Mergers & Acquisitions

Industries

Banking & Financial Services
Private Equity & Investments
Technology
Infrastructure

US and International Markets

United States

Ian is a highly regarded solutions-oriented lawyer with strong business acumen coupled with deep expertise in the financial services sector.

Ian is a partner in our Financial Services Group in Toronto. He has a corporate practice specializing in all aspects of banking and secured lending, including leveraged buyouts and recapitalization transactions, syndicated financings, subordinate and mezzanine lending, subscription credit facilities, asset-based lending, cross-border and multi-jurisdictional financings, and general credit matters.

Ian is a key advisor to Canadian banks and other major international institutional lenders and alternative capital providers in the negotiation and structuring of corporate and commercial credit facilities. In addition, he regularly represents industry leading private equity funds, alternative asset managers, pension funds and other financial sponsors in the negotiation and structuring of debt arrangements in connection with high profile leveraged buyouts and other acquisition targets across diversified sectors including technology, infrastructure and real estate. He also regularly advises financial sponsors and other public and private companies in connection with ongoing compliance with their credit arrangements and financing structures.

A commercially minded lawyer, one of Ian's strengths is his ability to recognize the critical economic drivers of a client's business and industry when considering the legal issues in the context of a commercial transaction.

Ian has a deep understanding of the Canadian and U.S. credit markets and has been a key lead advisor on numerous, complex cross-border transactions. Clients value his depth of industry knowledge and rely on Ian to formulate strategic legal solutions as well as advise on developing market trends. Equally at home with institutional and emerging company clients, Ian is adept at navigating complex deal structures, and approaches each transaction accordingly. In particular, Ian is highly knowledgeable about the technology sector and venture backed companies.

Ian is a frequent speaker and panelist at financial services seminars for various financial institution clients, often presenting on credit concepts and developing trends in the debt markets.

Within the Firm, Ian is a member of the Professional Resources Committee. In this role he is responsible for the development, support and management of the Firm's Business Law associates. He also focuses on sharing his experiences with associates regarding the development of their legal careers.

Ian received his BBA (Business Administration - Management & Organizational Studies) from Simon Fraser University in 2004 and his JD from Osgoode Hall Law School in 2007.

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Ian was called to the Ontario bar in 2008. He is a member of the Law Society of Ontario, the Canadian Bar Association and the Ontario Bar Association.

Awards & Rankings

The Canadian Legal Lexpert Directory

Leading Lawyer: Asset Equipment Finance/Leasing; Asset-Based Lending; Banking & Financial Institutions

Lexpert Special Edition: Technology

Leading Lawyer

Lexpert Special Edition: Finance and M&A

Leading Lawyer

Lexpert Special Edition: Infrastructure

Leading Lawyer

The Legal 500 Canada

Next Generation Lawyer: Banking and Finance

Recent Experience

- **DIF Capital Partners acquires majority stake in Diverso Energy**
May 04, 2023
- **PRT Growing Services acquires International Forest Company**
April 05, 2023
- **Infrastructure Ontario and Niagara Health award contract for C\$3.6B South Niagara Hospital Project to EllisDon**
February 21, 2023
- **SNDL Inc. acquires The Valens Company**
January 17, 2023

Recent Insights

- **Private Equity Outlook 2023 - Top Ten Takeaways**
February 24, 2023
- **On Target: 2023 Private Equity Outlook**
January 10, 2023
- **Webinar - Looking Ahead to 2021: How COVID-19 Will Continue to Reshape Your Business in 2021 (December 14, 2020)**
January 12, 2021

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Events

- Private Equity Outlook Webinar
February 14, 2023