

# Corporate Profile



**BACCHUS** CORPORATE AND SECURITIES LAW

## Bacchus Corporate & Securities Law

### Securing a brighter future

Bacchus, the Vancouver-based corporate and securities law boutique, is thriving in spite of the recession. Having expanded its team from 6 to 14 in the last 18 months, the firm, which previously focused on US corporate and securities laws, has also attracted a skilled legal team from across Canada – and the Canadian practice now represents over half of the company’s business. The firm has also recently been retained to do six IPO’s (Initial Public Offerings) on the Canadian National Stock Exchange (CNSX).

Lawyer and firm owner Penny Green, who set up the business 12 years ago, says Bacchus’s unique selling point (USP) is that it can offer emerging, high-growth companies both sides of the border “rapid growth due to the level of service our firm provides and the cost to our clients.”

“We are young, aggressive and geared to client service,” Green says. “Our networking activities and excellent reputation for delivering good quality cost-effective legal services have allowed us to develop a robust and interesting client base. We work closely with [them]... offering help with funding and providing insight into other aspects of building a high potential emerging company. When you work with Bacchus you’re not dealing with a large organization where you’re just a number and a means to create revenue.”

Another exciting development at Bacchus has been the growth of its clean technology/sustainability practice. “More than a third of our clients are involved somehow in the green

technology business, and the billions of dollars being allocated by governments [globally] is making it a lot easier for these companies to [grow],” adds Green. “BC is poised to be the Silicon Valley of clean technology and we have positioned ourselves to be leaders in the BC marketplace.”

In the current economic climate, Bacchus has had to go the extra yard to assist companies looking for capital and private investment – with investors looking for immediate liquidity and trying to avoid getting tied into long-term investments with no immediate exit strategy. Green says companies have to be more creative and find a competitive edge to skirt this issue, sometimes by going public.

“There’s still plenty of money available to companies but it’s more competitive. Any edge a company has can help it access capital – and we always consider the most efficient way to complete a transaction or raise capital to help our clients

*“BC is poised to be the Silicon Valley of clean technology.”*

maintain or develop a competitive edge. In the current economic climate, companies in Canada should consider raising money by merging with a CPC (Capital Pool Company) on the TSX-V, doing a direct offering on the CNSX or by raising money through an Offering Memorandum without a stock exchange listing.”

In the future, Green says Bacchus is looking forward to the growing success of its clients, as well as the continued development of its client base. “We really enjoy expanding our network of contacts and always welcome the opportunity to meet with companies and individuals involved in equity markets. We encourage companies to meet with us to discuss their capital raising options.”

For more information, visit:  
<http://www.bacchuscorplaw.com/>

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Pictured above is Penny Green.  
Next Page Top (L-R) Lindsay Hamelin and Kate Brkich. Middle (L-R) Jenna Virk, Konrad Malik and Robert Galletti. Bottom (L-R) Peter Tom, Christopher Little, and Galyna Tkachenko.