

BUSINESS LAW ADVISORY SERVICES

Pichhadze Legal



supporting your steps to growth

Front cover: “Jacob’s Dream” by Jacob Pichhadze, 1992, Pastel.
Courtesy of Jacob Pichhadze and Yazi Gallery www.yazigallery.com

 Yazi Gallery

PICHHADZE LEGAL

Business Law Advisory Services: Practice Overview

Pichhadze Legal

T: +1.905.597.17.70

E: info@pichhadze.com

W: www.pichhadze.com

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OUR STORY

Pichhadze Legal is a young and dynamic law office located in Toronto, Canada. The office was established by **Aviv Pichhadze** in 2005.

We service the needs of entrepreneurs, businesses and their investors, and government bodies in Canada and across the globe, by providing them with first-rate personalized, practical, cost-effective legal services.

Our practice is restricted to the areas of Commercial, Corporate, Corporate Finance, Corporate Governance, Securities, Technology and Venture Capital. Through our network of contacts we are able to offer our clients access to a wide range of professional advice.

About Aviv Pichhadze

Aviv Pichhadze is the founder and principal of Pichhadze Legal. He is a doctoral candidate at Osgoode Hall Law School, York University where his research focuses on the areas of corporate governance, private equity and related transactions, EU law, and securities and corporate law policy. Aviv is a Professor of Small Business Entrepreneurship at The Business School, Humber College (Toronto, Canada).

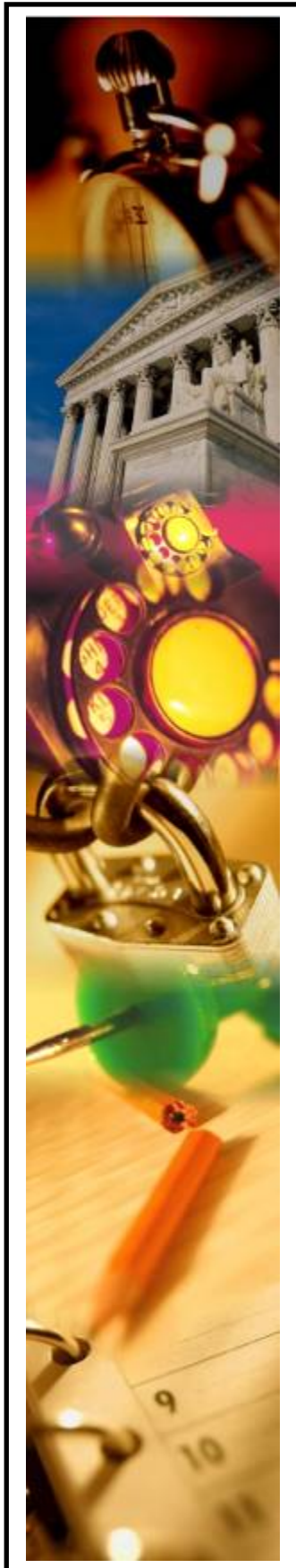
Aviv's work, ideas, and insight have received international recognition.

OUR PHILOSOPHY

In an ever growing complex environment, our clients look for advisors that understand their needs, their business strategy, their environment, and the results they seek to achieve.

Our services are rooted in a balanced portfolio based on deep and diversified knowledge base, skill, experience, foresight, passion for our work, and partnership with our clients.

Our focus is our client. Our solutions are strategic and creative. Our approach is down-to-earth and practical.



PRACTICE AREAS

We offer our clients knowledge, insight, and services that, regardless of size, no business can do without. Our practice is a business law practice, and is restricted to the areas of Commercial, Corporate, Corporate Finance, Corporate Governance, Securities, Technology and Venture Capital. Through our network of contacts we are able to offer our clients access to a wide range of professional advice.

Our approach to business law advisory services allows us to respond to clients' immediate business challenges, ranging from corporate strategy to transaction support, in addition to putting in place long term strategies that will help mitigate risk, improve performance, and create value.

Commercial/Corporate

The Corporate/Commercial practice focuses on corporate law matters and commercial transactions. We provide advice and support to our clients throughout their corporate life cycle from birth to sale, and assist them in meeting current demands and plan for future ones. We ensure that our clients stay competitive in the domestic and global arena by staying conscientious and practical.

Corporate Governance

The Corporate Governance practice provides strategic advice and support on matters relating to the management and governance of businesses. This includes matters such as securities law compliance, directors' and officers' duties and liabilities, fiduciary duties. We provide advice to both domestic and international corporations with respect to the Canadian aspects of corporate governance, and assist them in structuring, adopting, and implementing best practices. By keeping informed on new developments, we are able to assist our clients in adopting best practices and become leaders and models for corporate citizenship. We created development sessions for boards of directors oriented towards educating managements and boards on the development of sustainable corporate governance systems.

Early Stage:

At this stage the business entity is formed and the relations between the various parties are formalized. R&D is conducted. The business is beginning to build a market for its product(s). Profits at this stage are low. Financing options include self-financing, angel and venture capital financing in addition to traditional methods of financing such as bank loans.

Services Required:

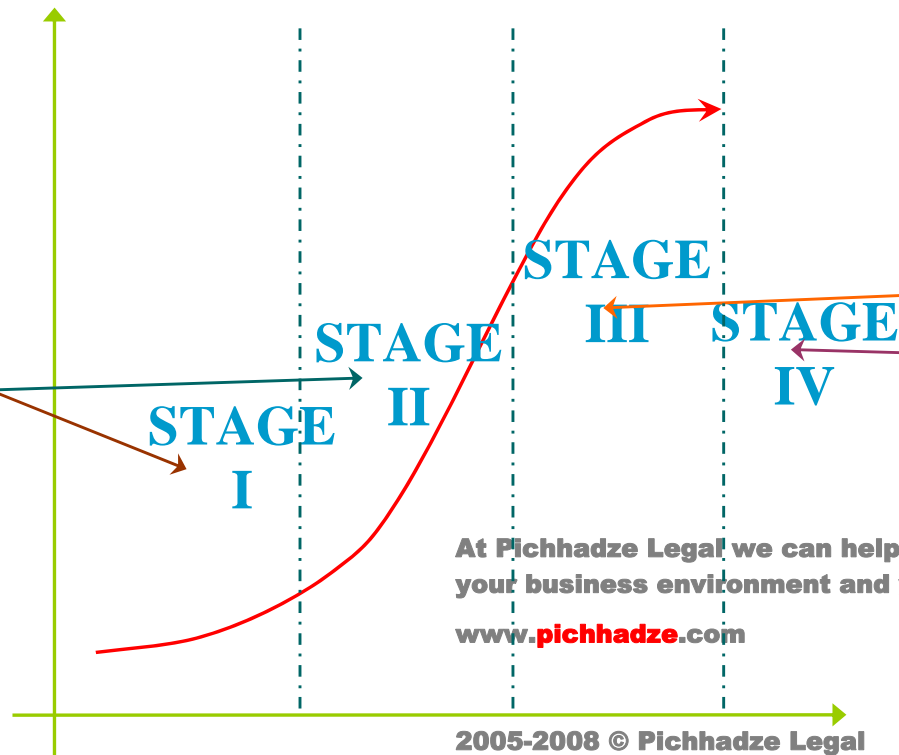
- Formation of business entity
- Shareholder/Partnership Agreement
- Commercial Agreements and Contract Support
- Investment and Financing Agreements
- Intellectual Property Planning
- Strategic Partnerships Formation Support
- Corporate Governance Planning
- Corporate Finance and Capital Raising Planning and Support
- Taxation Planning

Mature Stage:

At this stage the strong growth in sale is reduced, and you see your competition develop similar products, and you find yourself defending your market share while at the same time trying to maximize your profits by introducing lower priced improved products, for example, and introducing incentives to your distributors while increasing your marketing efforts.

Services Required:

- Commercial Agreements/Transactions
- Acquisition/Sale Support
- Taxation Planning
- Corporate Finance and Capital Raising
- Strategic Partnerships
- Marketing and Distribution Agreements



Growth Stage:

The stage is characterised by rapid growth in sales and profits. Business is able to invest in developing existing and new products and markets. Financing options include venture capital, strategic investors, financial investors, capital markets, as well as traditional methods of financing, such as banks.

Services Required:

- Commercial Agreements and Contract Support
- Investment and Financing Agreements
- Intellectual Property Planning
- Strategic Alliances; Joint Ventures; Sale Support
- Corporate Governance Planning
- Corporate Finance and Capital Raising Planning and Support
- Securities Law
- Taxation Planning

Decline Stage:

At this stage you are seeing your profits and your sales decline. You need to overhaul your product line or your company, reduce your prices, or consider the sale of your company or acquire new companies in order to continue to offer new products and improvements.

Services Required:

- M&As
- Corporate Finance
- Commercial Transactions and Agreements

Corporate Finance and Securities

Our corporate finance and securities practice offers practical advice on a range of securities matters on all matters faced by issuers and their investors, and market intermediaries.

Technology

Our Technology practice provides advice and assistance to both the producers of technology and its users. Our founder's knowledge with the needs of the field is based on his time as a Senior Corporate Finance Consultant at KPMG (Israel)'s Technology Group, where he advised technology firms and their investors on matters ranging from private equity and venture capital investments to joint venture and strategic alliance strategy formation and analysis.



Venture Capital

Our venture capital practice advises entrepreneurs, investors and firms on all stages of financing and venture capital matters, from seed financing to listing on the TSX Venture Exchange.

Vision → Strategy → Implementation → Evaluation

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