



## Buying a company and secure residency in Canada

Many people are looking to immigrate to Canada, but the process can be daunting and not all candidates are successful. However, one way to significantly increase the chance of success with the immigration process is to consider buying a company in Canada. **Pace Global Advantage** and **Succession Dynamics**, a mergers & acquisitions (M&A) firm in the Toronto area, can help you navigate the process of immigrating to Canada through investment in a business. Succession Dynamics has helped hundreds of individuals buy and sell companies in various industries both within Canada and internationally.

### Here is one such story:

Andreja from Slovenia was a long term employee of an automotive parts company in his home country and was looking to immigrate to Canada. While his company was not ready to expand internationally (and therefore could not offer Andreja a job in Canada within the business), he retained the services of Pace Global Advantage to begin the immigration process and Succession Dynamics to identify Canadian target companies that he could acquire within auto parts manufacturing, an industry in which he was comfortable and successful. Once arriving in Canada on a work visa, after 3-6 months Andreja qualified to acquire a business. It was preferable for him consider a target company with a strong management team in place so they could assist with operations and help navigate the cultural differences of running an organization in a new country. After operating the business for 12 months, he could then apply for residency in Canada and join the thousands of immigrants who have made Canada their permanent home.

The M&A process which Andreja went through to buy a business took over 9 months. During the process, Succession Dynamics reviewed Andreja's financial position and advised him on the size of the company that was appropriate to purchase, and identified industries related to automotive parts production where the client had previous experience and interest. Succession Dynamics then ran an outreach process to find and qualify targets, built financial models, and put in offers for two businesses – one of which was successful. Succession Dynamics then performed due diligence to ensure the target business was viable. Finally, Succession Dynamics worked with the lawyers to paper the deal and assist the client through closing.

Meanwhile, PGA and Pace Immigration was handling the immigration-related paperwork, making sure Andreja and his family were not losing time in the process. The combined commitment of PGA, Succession Dynamics and Pace Immigration provided not only peace of mind for Andreja, but the most efficient solutions for his new life in Canada by significantly shortening the administrative process while also reducing the costs.