

# Michael Louie

## CURRICULUM VITAE

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Michael Louie is one of twelve principals of D+H Group LLP operating through his professional corporation, M.E. Louie Ltd. He has a broad business, tax and assurance advisory practice with an emphasis on:

- private family businesses and their transitional issues
- wealth preservation
- estate planning
- real estate acquisitions, joint ventures and structuring
- discrete advisory services to high net worth families and their members
- tax reorganizations
- joint ventures (including with First Nations) and negotiations thereto
- acquisitions and divestitures of divisions and companies
- corporate finance
- bank negotiations
- litigation support, qualified as an expert in the BC Supreme Court

Michael has experience in advising clients in the real estate, manufacturing and technology industries as well as in the matrimonial, commercial and estate litigation areas.

### ***Representative Experience***

- Strategic succession planning for a multi divisional third generation family business
- Analysis and structuring related to mezzanine financing for a townhouse development in Langley BC
- Analysis and structuring of a commercial real estate acquisition in Coquitlam BC
- Acquisition and refurbishment of Whistler hotel, including bank, joint venture and contractor negotiations and reporting to the quantity surveyor for bank financing purposes
- Financial projections and modeling for a private business for bank financing purposes
- Five year strategic planning financial model for a manufacturing company, including “what if” scenarios
- Operational review for an operating multi-division business and recommendations thereto
- Acted as advisor to a family business in connection with a complex wealth preservation tax reorganization involving the division of significant corporate assets
- Acted for a high net worth individual to create a plan to effectively creditor proof his business and investment assets and accomplish income splitting within the family
- Represented the developer in the development of a Lower Mainland condominium project from land assembly to financing to marketing, including audit of construction costs
- Represented the purchasers in a leveraged buyout of a family business from their siblings
- Acted as advisor (tax and business issues) in the division of matrimonial assets including a private company and real estate holdings
- Acted for a business owner to determine strategies related to the monetization of the company
- Acted for the owner of a BC company in the tax structuring related to the \$ 120 million disposition of an interest in the company
- Acted for a software development company in connection with a venture capital financing
- Acted as advisor in a commercial litigation to quantify damages in a breach of contract matter including the preparation of an expert report and appearance in BC Supreme Court as an expert witness

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- Acted as advisor (tax and business issues) in an estate litigation matter with respect to the ownership and value of certain shareholdings in a private company
- Assisted in the establishment of an alter-ego trust for the owner of a private family business
- Acted as advisor in a matrimonial matter relating to the entitlement to support payments and the related Form 89 application
- Acted for an aboriginal group in Northern B.C. in connection with the negotiation of a joint venture with a major forestry company

### **Community Activities**

- York House School, member Board of Governors 2010 – present
- York House School, member of Finance Committee, 2008 – present
- EMBERS, Business coach, [www.embers.com](http://www.embers.com) (2008 – present)
- Member, Four Seasons Whistler strata council (Chair 2007, 2004-present)
- Member, Sundial Hotel Whistler strata council (2004-present)
- Chair, Broadway Business Group (1992-present)
- Chair, (2006 – 2008) Canadian Association of Family Enterprises Advisory Group (CAG)
- Chair, (2006 – 2007) S. Francis Xavier, Parent Support Group
- Member, (1999 – 2001, 2003-2006) St. Francis Xavier School, Parent Teacher Association
- Member, B.C. Children and Women's Hospital Neighbourhood Advisory Committee

### **Publications**

- Beyond Numbers Magazine, September 2006, Article on the Real Estate Investments of High Net Worth Individuals
- Beyond Numbers Magazine, August 2005, Article on the Product Needs of High Net Worth Individuals
- Beyond Numbers Magazine, September 2004 Article Contributor on High Net Worth Persons and their advisors
- Apartment Investor, BC Apartment and Managers Association, February 2004, article on taxing non-resident property owners
- Vancouver Sun, June 2003 article on the state of the high tech industry in Vancouver
- Communications Magazine January 2003 Article Contributor on "Affluenza"

### **Recent Speeches and Courses Given**

- Canadian Association of Family Businesses (October 2006), Presentation on Shareholder Agreements, Vancouver, BC
- Dundee Securities (October 2006), Presentation on Incorporation and the related tax implications, Vancouver, BC
- BC Apartment Owners' and Managers' Association (November 2005) – Presentation on Estate Planning and Private Wealth Management, Vancouver, BC
- Fasken Martineau (October 2005) – Presentation on the tax implications for incorporated partners, Vancouver, BC
- BC Apartment Owners' and Managers' Association (April 2005) – Presentation on Estate Planning and Wealth Management, Vancouver, BC
- Odlum Brown (October 2004) – Presentation on Estate Planning and Wealth Preservation
- Infonex (May 2004) – Speaker on Financial Remediation for First Nations Organizations
- BC Apartment Owners' and Managers' Association (January 2004) – Presentation on Current Tax Planning Strategies, Vancouver, BC