

## SABINE ALTIER

Bar: QC 1981

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At Delegatus since 2019



*My approach exemplifies flexibility, listening and an open, inclusive management style, emphasizing multidisciplinary teamwork that fosters planning, identifying priorities, implementing strategic plans and risk management.*

### Biography

Mtre Sabine Altier has significant in-house counsel experience. She favours an analytical approach structured within a strategic vision, so as to identify the issues and assess the risks. Her experience extends to the deployment of products and services in strategic collaboration with management.

### Areas of practice

- Commercial law
- Bank, private financing and fintech
- Corporate law and corporate secretariat
- Technology, privacy and cybersecurity
- Intellectual property

### In-house experience

In 1987, Sabine joined Montreal Trust (Scotiabank Group) where she specialized in corporate and commercial law, trusts, pension plans, institutional portfolios, asset custody, registrar of securities, real estate, financing and acquisitions. In 2000, she became senior legal counsel and head of legal affairs in Quebec for the Bank of Nova Scotia (Scotiabank), a position she held for 16 years.

Sabine has since focused her practice on commercial law by outsourcing her services to companies, which led her to work on Canada-US international trade matters, M&A, major engineering projects, new technologies, payment services and aeronautical-related mandates, among others.

Sabine provides in-house support. She fulfilled a five-year mandate with the International Air Transport Association (IATA), where she attended to the launch of technological platforms related to aviation safety, CORSIA carbon emissions offsetting, MRO secondary market and other services dedicated to the airline industry, payment services, dashboards and financial services relating to the payments and settlement, with an emphasis on data processing, intellectual property and regulatory aspects. She completed a two-year mandate with Resolute Forest Products where she participated to the successful outcome of a number of tariff disputes as well as major engineering projects.

## Experience in private practice

Before joining Delegatus, Sabine was in private practice working on in-house and traditional mandates in the fields of corporate and commercial, banking securities and leasing, engineering and Canada-US international trade law. Sabine began her legal career at Byers Casgrain (now Dentons).

## Representative work

- Request for proposals for an energy efficiency and decarbonation project for a large manufacturing plant in Quebec | 2023-2024
- Request for proposals, procurement and lease negotiation for an aircraft assembly line | 2022-2023
- Corporate secretariat services for a Canadian Crown Corporation | 2021-2023
- Reviewing and assessing venture capital and private equity contractual documentation | 2023-2024
- Implementing technology service contracts and partnership agreements, contractual and commercial documentation within the framework of platforms and services dedicated to the airline industry, including payment and settlement services, aviation security, clearing of CORSIA carbon offset units, the air postal system, the MRO secondary market, various applications and tools such as early warning and dashboards, cooperation agreements with ICAO and other international organizations | 2019-2023
- Revising the commercial financing and banking security guide for a Canadian bank | 2019
- Revising and rewrite of the array of financing and leasing contracts for a foreign financial company entering the Canadian market | 2019
- Canada–United-States tariffs and antidumping disputes for a large Canadian pulp and paper producer | 2016-2018
- Major engineering projects in Canada and the United-States for a large Canadian company | 2016-2018
- Sales, mergers and acquisitions of companies and assets, integration of operations and due diligence for a large Canadian company | 2016-2018

## Education

- Master of Public Administration (MPA) – International studies, University of Public Administration (ENAP) | 2022
- Common Law program, McGill University | 1993
- Master of Business Administration (MBA), Concordia University (John Molson School of Commerce) | 1986
- Called to the Quebec Bar, License in Law, Université de Montréal | 1980

## Professional affiliations and community involvement

- Member of the Career 4.0 Committee and lead of the Career Thinking 4.0 program, Association of Quebec Women in Finance (AFFQ) | Since 2018

- Canadian Bar Association (CBA) – Chair, Banking and financial institutions Section | 2012-2015
- Chair of the Board of Directors, LRH Foundation (Gingras-Lindsay Rehabilitation Institute) | Since 2009
- Member of the Board of Directors of Constantinople musical ensemble | Since 2008
- Chair of Leadership Campaign for Centraide Scotiabank | 2005-2006
- Co-chair of the Scotiabank Centraide Campaign | 2007
- Les Grands Ballets Canadiens Gala Committee member | 2015
- Minutes of Creation Committee member | 2012-2014
- Les Grands Ballets Canadiens Ambassador's Circle | 2010-2011
- Member of various committees, fundraising campaigns and volunteer: Centre des musiciens du monde, Jewish General Hospital neonatal unit, YWCA, Multiple Sclerosis Society, Selwyn House School Parent Association, National Ballet School (Toronto), The Nutcracker Market, National Centre for Dance Therapy of Les Grands Ballets Canadiens, Lakeshore Soccer Association, National School of Contemporary Ballet (Montreal), Ballet Ouest