



## Elliot A. Greenstone

Partner

### Office

Montréal

### Tel

514.841.6581

### Email

egreenstone@dwpv.com

### Expertise

Corporate  
Mergers and Acquisitions  
Private Equity  
Technology  
Life Sciences

### Bar Admissions

Québec, 2003

Clients turn to Elliot for his keen business sense and his ability to find novel solutions to complex problems.

Elliot represents Canadian and international private equity firms, as well as market-leading companies – both public and private – in their mergers and acquisitions, financings, private equity and venture capital deals, and licensing transactions. A strategic and experienced adviser, Elliot is regularly called upon by clients to act on their business-critical transactions. Elliot's graduate degrees in both business and science give him a unique perspective on corporate matters, including intellectual property and information technology. As a result, he is frequently asked to provide counsel on complex business and legal issues for high tech, life science and retail companies.

Elliot is the coordinator of the Corporate practice in our Montréal office and is also a member of our Technology, Talent Management and Professional Development committees.

## REPRESENTATIVE WORK

### Mannarino Systems & Software Inc.

Acted for the shareholders of Mannarino Systems & Software Inc., a global leader in avionics for electric aircraft and drones and certified systems for the aerospace sector, with the sale of all of their issued and outstanding shares to Scalian SAS.

### eStructure Data Centers

Acted for eStructure Data Centers, Canada's leading data centre platform, in connection with Fengate Asset Management's record-breaking C\$1.8-billion investment transaction. This deal won Digital Infrastructure Acquisition of the Year at the IJInvestor Americas Awards 2024.

### International Food Corporation

Acted for International Food Corporation (dba Bakery de France) and its shareholders in the sale of 50% of the issued and outstanding shares of International Food Corporation to La Lorraine Bakery Group.

### ROBIC, LLP

Acting as counsel to partners of ROBIC, LLP, one of Canada's preeminent intellectual property firms, in connection with ROBIC's business combination with IPH Limited.

### Ecometrica Limited

Acted for the shareholders of Ecometrica Limited, a leading EHS and ESG software provider, in the sale of their 100% interest to EcoOnline UK Limited.

### Numerix LLC

Acted as Canadian counsel to Genstar Capital-backed Numerix LLC, a leader in capital markets risk management technology, in its acquisition of all the issued and outstanding shares of FinancialCAD Corporation.

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### **Smile CDR Inc.**

Acted for Smile CDR Inc. (doing business as Smile Digital Health), a leading FHIR® health data fabric (HDF) and exchange solutions provider, in its approximately \$30-million Series B funding round led by existing investors.

### **Trinity Industries, Inc.**

Acted for Trinity Industries, Inc., in its acquisition of Holden America, a manufacturer of market-leading multilevel vehicle securement and protection systems, gravity-outlet gates and gate accessories for freight rail in North America, for an initial purchase price of US\$70 million and an additional minimum of US\$5 million per year for the next two years

### **Coriel Capital Inc.**

Acting for Coriel Capital Inc., a women-owned ultra-high-net-worth wealth management firm based in Montreal, in its sale to CI Financial Group.

### **Ingeniarts Technologies Inc.**

Acted for Ingeniarts Technologies Inc., operating as UgoWork, in its C\$22.8-million series B financing from investors such as Fonds de solidarité des travailleurs du Québec (F.T.Q.), Export Development Canada, Capital régional et coopératif Desjardins and Investissement Québec.

### **IDEXX Laboratories, Inc.**

Acted for IDEXX Laboratories, Inc., a leader in the design, development and marketing of diagnostic test instruments to monitor animal health and analyze dairy products and water, in its acquisition of the assets of Pathogen Detection Systems, Inc.

### **KKR**

Acted as Canadian counsel to KKR, a leading global investment firm, in its equity investment in connection with the strategic merger of 123Dentist with Altima Dental and Lapointe Group. The merger creates one of the largest dental support organizations in Canada, with nearly 350 supported dental practices.

### **Logiciels Metrio Inc.**

Acted for Logiciels Metrio Inc., a Montréal-based ESG reporting and analytics firm, in its sale to Nasdaq, Inc., a global technology company.

### **Claridge Inc.**

Acted for Claridge Food Group in its C\$40-million investment in WeCook Meals, the leading ready-to-eat food processor in Québec and Ontario.

### **Resolute Forest Products**

Acted for affiliates of Resolute Forest Products Inc. in their sale of the international bridge linking Fort Frances, Ontario and International Falls, Minnesota to Aazhogan Limited Partnership, a joint venture between Rainy River First Nations and the BMI Group.

### **Explorance Inc.**

Acted for Explorance Inc. in connection with the investment by Investissement Québec.

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### **Bentley Systems, Incorporated**

Acted for Bentley Systems, Incorporated in its acquisition of Canadian software company Minalytix Inc., the developer of the MX Deposit mining software.

### **Smile CDR Inc.**

Acted for Smile CDR Inc. in a Series A financing round, raising US\$20 million to further develop Smile CDR's health data storage and integration platform.

### **Bentley Systems, Incorporated**

Acted for Bentley Systems, Incorporated, in its acquisition of Seequent Holdings Limited, a global leader in 3D modelling software for the geosciences, for US\$1.05 billion.

### **New Look Vision Group Inc.**

Acted for New Look Vision Group Inc. in its \$800-million sale to NL1 AcquireCo Inc., an entity created by funds managed by FFL Partners, LLC, a San Francisco-based private equity firm, Caisse de dépôt et placement du Québec and the Dr. H. Doug Barnes Family.

### **Fody Food Co. Inc.**

Acted for Fody Food Co. Inc., a Montreal-based company specializing in the production of food products that promote digestive health, in an equity investment round led by District Ventures Capital, Export Development Canada and New Acres Capital.

### **New Look Vision Group Inc.**

Acting for New Look Vision Group Inc. and New Look (Delaware) Corporation in the acquisition of Luxury Optical Holdings, one of the largest retailers of ultra-luxury glass frames, sunglasses and other eyewear throughout the United States.

### **Foundation Building Materials, Inc. and Lone Star Funds**

Acted for Foundation Building Materials, Inc. (FBM) and Lone Star Funds (LSF) in the US\$1.37-billion acquisition of all outstanding FBM shares by an affiliate of American Securities LLC.

### **Equinox Virtual Clinic Corp.**

Acted for Equinox Virtual Clinic Corp., a leading Canadian virtual care provider, in the sale of all of its issued and outstanding shares to Right-Health Inc., a subsidiary of TELUS Corporation and the owner and operator of the Akira virtual care platform.

### **Esarbee Investments Canada Ltd.**

Acted for Esarbee Investments Canada Ltd. in a private placement transaction involving Califia Farms, LLC.

### **iNovia Capital Inc.**

Acted for iNovia Capital Inc., WestCap, BDC Capital Inc., Investissement Québec and CDP Investissements Inc. in connection with Hopper Inc.'s Series E-1 financing round of an aggregate value of US\$65 million with iNovia Growth Fund, L.P. and iNovia Growth Fund-A, L.P., WestCap Hopper, LLC, BDC Capital Inc., Investissement Québec, CDP Investissements Inc., OMERS Ventures III, LP and Accomplice Fund II, L.P.

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### **PSP Investments**

Acted for PSP Investments in its strategic investment in SitusAMC, the leading provider of services and technology supporting the real estate finance industry.

### **Knight Therapeutics Inc.**

Acted for Knight Therapeutics Inc. in the negotiation of a supply and marketing agreement with Debiopharm Research & Manufacturing SA for the relaunch and commercialization of Trelstar in Canada.

### **Knight Therapeutics Inc.**

Acted for Knight Therapeutics Inc. (licensor) in establishing with Onconova Therapeutics, Inc. a distribution, licensing and supply agreement for the exclusive rights to commercialize rigosertib in Canada.

### **Honeywell Venture Capital LLC**

Acted for Honeywell Venture Capital LLC, one of the lead investors in a \$25-million series B funding round by Attabotics, a robotics supply chain company based in Calgary.

### **Resolute FP Canada Inc.**

Acted for Resolute FP Canada Inc., a subsidiary of Resolute Forest Products Inc., in the sale of its non-operational pulp and paper mill in Fort Frances, Ontario, to 2670568 Ontario Limited, a subsidiary of Riversedge Developments Inc.

### **Iris, Le Groupe Visuel (1990) Inc.**

Acted for Iris, Le Groupe Visuel (1990) Inc., the optometric division of New Look Vision Group Inc., in its acquisition of substantially all of the assets of the Darryl Sher group, which operates six retail optical clinics in Southern Ontario: Toronto, Owen Sound, Midland, Alliston, Angus and Bracebridge.

### **Knight Therapeutics Inc.**

Acted for Knight Therapeutics Inc. in its US\$5-million secured bridge loan to Triumvira Immunologics Inc. (Triumvira) to accelerate product development and the negotiation of an exclusive licence to commercialize Triumvira's future approved products for Canada, Israel, Mexico and Colombia.

### **New Look Vision Group**

Acting for New Look Vision Group in its acquisition of substantially all of the assets of Miami-based Coco Lunette Holding, LLC, which carries on business principally under the Edward Beiner banner, a retailer known for its unique and original designer eyewear, with a strong presence in key premium markets across 12 locations in Florida.

### **Claridge Inc.**

Acted for Claridge Inc. in its strategic partnership with Champlain Financial Corporation to support the acquisition of Captain Dan's Seafood by The Champlain Seafood platform.

### **Claridge Inc.**

Acted for Claridge Inc. in its strategic partnership with 49th Parallel Roasters Inc., a British Columbia based specialty grade coffee company.

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### **Bentley Systems, Incorporated**

Acted for Bentley Systems, Incorporated, a leading global provider of comprehensive infrastructure software solutions, in its acquisition of Alworx Inc., a Québec City based provider of machine learning and Internet of Things technologies and services.

### **Resolute Forest Products**

Acted for Fibrek Recycling US Inc., a subsidiary of Resolute Forest Products Inc., in the sale of its recycled bleached kraft pulp mill in Fairmont, West Virginia to ND Fairmont LLC, a subsidiary of Nine Dragons Paper (Holdings) Limited.

### **Altus Formulation Inc.**

Acted for Altus Formulation Inc., in various matters, including pertaining to the exclusive licensing and commercialization of the Flexitab Product Portfolio by Searchlight Pharma Inc.

### **Foundation Building Materials, LLC**

Acted as Canadian counsel for Foundation Building Materials, LLC (FBM) in the sale of its mechanical insulation segment to Dunes Point Capital.

### **PelicanCorp Pty Ltd.**

Acted as counsel to Australia-based PelicanCorp in its acquisition of TelDig Inc., a Québec-based provider of damage-prevention software solutions doing business across Canada and the United States.

### **Explorance Inc.**

Acted for Explorance in its acquisition, as well as the financing of the acquisition, from Gartner, Inc., of Metrics That Matter, a leading provider of learning and development data and analytics solutions for the corporate market.

### **CHAMP Private Equity Pty. Limited**

Acted as Canadian counsel for CHAMP Private Equity Pty. Limited in its acquisition of Cell Care and its subsidiary Inception Biosciences Inc., a consumer health company with operations across Australia and Canada that collects, processes and stores umbilical cord stem cells.

### **Knight Therapeutics Inc.**

Acted for Knight Therapeutics Inc. (Knight) in a Distribution, License and Supply Agreement with Jaguar Health, Inc.

### **GAEA Grand Holdings Limited**

Acted for GAEA Grand Holdings Limited, a leading global interactive entertainment company, in its investment in Behaviour Interactive Inc.

### **eStruxture Holdings Inc.**

Acted for eStruxture Data Centers in its acquisition of Backbone Datavault, a Vancouver-based colocation provider, by way of an asset purchase.

### **Plusgrade L.P.**

Acting regularly for Plusgrade L.P., an innovative travel technology company providing ancillary revenue opportunities to the travel industry, in connection with its SaaS and other agreements with the travel industry, including with multiple

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airlines.

### Pharmaceutical Company

Acting for a pharmaceutical company in responding to cybersecurity incidents, including an incident caused by a third-party supplier.

### New Look Vision Group Inc.

Acted for New Look Vision Group Inc. in its \$120-million acquisition, by way of plan of arrangement, of Iris, le groupe visuel (1990) Inc., which has a network of 147 retail locations across Québec, British Columbia, Alberta, Ontario and New Brunswick. The purchase was financed through various arrangements, including an increase of New Look's senior secured term facility with its bank syndicate, a new junior unsecured debt facility and an equity private placement.

### Claridge Inc.

Acted for Claridge Inc. in connection with its sale to C.H. Guenther & Son, Inc. of Les Plats du Chef, a Canada-based frozen meal and snack business.

## RECOGNITIONS

*Chambers Canada: Canada's Leading Lawyers for Business—*  
Corporate/Commercial: Québec; Life Sciences: Corporate/Commercial

*The Legal 500 Canada—*Corporate and M&A (Leading Partner)

*Lexpert Special Edition: Finance and M&A*

*Lexpert Special Edition: Technology and Health Sciences*

*The Canadian Legal Lexpert Directory—*Corporate Commercial Law; Mergers and Acquisitions; Private Equity; Technology Transactions

*The Best Lawyers in Canada—*Corporate Law; FinTech Practice; Information Technology; Leveraged Buyouts and Private Equity Law; Mergers and Acquisitions; Technology Law; Venture Capital Law (Lawyer of the Year 2022 and 2024, Montréal)

## INSIGHTS

Chair, American Bar Association, Business Law Fall Meeting 2024, "Secondaries: Here they are again. Topics to consider in a cross-border setting"; San Diego, CA  
Sept. 13, 2024

2024 ClimateTech Innovation Forum, "State of the VC and M&A Market"; Montréal  
Apr. 11, 2024

Co-Chair, American Bar Association, Business Law Spring Meeting 2024, "Fiduciary Duties of Directors and Board Observers of Private Equity Portfolio Companies: Best Practices and Common Pitfalls"; Orlando, FL  
Apr. 05, 2024

*Technology M&A 2024*, Canada chapter, co-author  
Oct. 31, 2023

American Bar Association, Business Law Fall Meeting, "Private Equity and ESG –

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Practical Considerations for Cross-Border Transactions”; September 7-9, 2023; Chicago, IL

Sept. 08, 2023

Moderator, American Bar Association, 2023 ABA Business Law Section Hybrid Spring Meeting, “ESG Considerations for PE Investments”; Seattle, WA

Apr. 27, 2023

*Technology M&A 2023*, Canada chapter, co-author

Feb. 21, 2023

American Bar Association, Business Law Hybrid Spring Meeting, “The Changing Landscape of the Controls Being Sought by PE and VC Investors”; March 31-April 2, 2022; Atlanta, GA

Mar. 31, 2022

Chair, American Bar Association, Business Law Virtual Spring Meeting, “2021 State of the Trends in the Private Equity and Venture Capital Market: How Things Changed in 2020 and an Outlook”; April 19-23, 2021; Webinar

Apr. 21, 2021

2021 Global Venture Capital Guide – Canada Chapter, co-author

Jan. 21, 2021

## EDUCATION

Université de Montréal, LLB (Excellence in Intellectual Property Award), 2002

John Molson School of Business, Concordia University, MBA, 2002

McGill University, MSc (Physiology), 1999

McGill University, BSc (Physiology) (with Distinction), 1997

## PROFESSIONAL AFFILIATIONS

American Bar Association

## COMMUNITY INVOLVEMENT

American Bar Association, International Private Equity and Venture Capital Committee of the Business Law Section, co-chair

American Bar Association, Private Equity M&A Subcommittee