



Bay Adelaide Centre – East Tower  
22 Adelaide Street West, Suite 3600  
Toronto, Ontario M5H 4E3  
T 416.865.6600 F 416.865.6636 www.grllp.com



## Arlene O'Neill

Partner

T 416.865.6640

F 416.865.6636

E aoneill@grllp.com

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### Expertise

Mergers and Acquisitions

Business and Corporate Commercial

Private Equity and Venture Capital

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### Education

- Rotman School of Management, ICD.D.
  - University of Western Ontario, LL.B., 1993
  - York University, B.B.A. (Hons.), 1990
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### Bar Admission

- Ontario, 1995

### Executive Summary

Arlene has developed a broad range of expertise in the areas of corporate and commercial law, with a strong focus on merger and acquisition transactions, corporate governance and corporate finance. Arlene works extensively with technology based companies and assets including software, media and green technology. While Arlene maintains a mix of practice areas in commercial law, she has focused her practice on mergers and acquisitions and technology law. Arlene has also been a key advisor to various not-for-profit and charitable boards on corporate governance matters and is recognized as a specialist in corporate governance matters having recently graduated from the Directors Education Program at Rotman School of Management and received an ICD.D. designation from the Institute of Corporate Directors.

Arlene is a seasoned business advisor with 20 years' experience in assisting both international and local clients on their cross border and multinational business affairs both in structuring their affairs or assisting in transactions, investments, expansions, partnerships and contractual matters in Canada and world-wide and working with their multidisciplinary advisors locally and abroad.

Arlene is a frequent speaker and organizer of a broad range of corporate law programs held by Ontario Bar Association Business Law Section, Canadian Bar Association as well as other private equity events. Arlene is very involved in working with technology based and innovative businesses grow their business and provide sound legal advice to assist them to grow smart. From the drafting of letters on intent, through the negotiation of the merger or purchase and sale agreement and the conduct of due diligence investigations, to the closing of the transaction, Arlene applies her energy and experience. At all times, she is able to call upon her familiarity with her tax law and technology law background.

### Representative Work

- Represented the buyers in a merger and acquisition transaction involving the purchase of a large carpet and tile supply and installation partnership with combined annual revenue of approximately \$100 million.
- Represented a water infrastructure business in its acquisition of a water services business to expand its European operations.
- Represented one party in structuring a joint venture arrangement in the mobile payments platform area in connection with a response to an RFP.
- Representing a client in various financing transactions, both short and long-term in the solar power space.

### Articles and Presentations

- Ontario business law council 'a unique beast within government', Law Times – January 6, 2020
- Blockchain: Background, Challenges and Legal Issues From a Corporate Viewpoint – November 14, 2018



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- Changes in the Law To Encourage Diversity In The Workplace – May 17, 2018
- National Business Law Conference Panelist on the topic of: Earn Outs: a Tool to Bridge the Value Gap or a Trap for the Unwary hosted by the CBA – Nov 2017
- Speaker at the 5th Annual Professionalism Issues for Business Lawyers hosted by the OBA – Oct 2017
- Subject Matter Expert for the Business Law Program at Ryerson LPP, 2014-2017
- Chair, Business Law Summit 2015, Shaping the Agenda for Reform, OBA, Oct 2015
- Chair of Various Programs for Ontario Bar Association relating to Business Law Matters
- Speaker, Legal Strategies for Building Corporate Value and Protecting Innovation Canadian Innovation Exchange (CIX), Nov 2014
- Assets Acquisitions in Ontario: Buying Liability in Bulk

#### **Professional Involvement**

- Chair, Canadian Bar Association, Business Law Section
- A past Chair of the Corporate Law Subcommittee – OBA Business Law Section
- A past Chair of the Ontario Bar Association – Business Law Section
- Ontario Bar Association, Business Law
- Canadian Venture Capital Association
- MSI North America Representative

#### **Board Memberships/Advisory Committee**

- Member of Ontario's Business Law Advisory Council – Ministry of Government and Consumer Services, 2016, 2017
- Chair of the Not-for Profit Working Group – Ontario's Business Law Advisory Council
- Former Board member of Canada's National Ballet School Foundation
- Board member of Hot Docs (honourary)
- Canadian Women's Foundation – Toronto Breakfast Committee Deputy Chair, 2000-2015
- CIX Advisory Committee, 2015

#### **Recognition**

- Best Lawyers in Canada for Private Funds Law – 2019-2024
- Best Lawyers in Canada for Venture Capital Law – 2021-2024

#### **Community Involvement**

- Toronto Metropolitan University Practice Program – Business Law – Subject Matter Expert
- Canada's National Ballet School Foundation
- Canadian Women's Foundation