



Mario Nigro

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Mario Nigro is a partner in the Mergers & Acquisitions and Private Equity & Venture Capital Groups. His practice focuses on business law, including acquisitions, dispositions, and reorganizations. Mario has extensive experience working with private equity and venture capital firms on numerous acquisitions and dispositions. He has worked on numerous Canadian private equity fund transactions for leading private equity firms.

Mario also has extensive experience working with owner operators who are looking at selling their businesses. He has worked with both entrepreneurs who are looking at selling a minority interest to grow their businesses and owners who are looking for a complete exit. Mario has worked with owners in all industries and particularly manufacturing, services, technology, food and consumer product businesses.

Mario has represented some of the leading food, retail and manufacturing businesses in Canada, as well as a leading provider of outsourced office and workplace solutions in Canada. He works with a number of growing technology companies and has helped them with acquisitions, dispositions, financings and growth capital transactions.

Accolades

- *The Canadian Legal Lexpert Directory 2019* as a leading lawyer in Private Equity, and Corporate Mid-Market.
- *Lexpert/ROB Special Edition: Canada's Leading Corporate Lawyers*, May 2019.
- *Lexpert/ROB Special Edition: Canada's Leading Energy Lawyers*, August 2019.

Representative Work

- MiddleGround Capital in its acquisition of Peterson Spring and concurrent financing arrangements with JP Morgan.
- High Park Capital in its C\$40M sale of eCompliance Management Solutions Inc. to an affiliate of Alcumus Group Limited.
- Infuse Capital in connection with its initial fund structuring and its acquisition of Ductmate Canada Limited (value undisclosed).
- Ericsson, as Canadian counsel, in its acquisition of CENX Inc. and its Canadian operating subsidiary, CENX Canada Inc.
- An affiliate of a leading Canadian Private Equity firm in its acquisition of an agrifood business.

- An affiliate of a U.S. private equity firm its first Canadian acquisition acquiring one of North America's leading manufacturers of kayaks and watersports equipment, as well as storage and outdoor furniture products.
- An affiliate of a leading U.S. private equity firm in the purchase of one of Canada's largest producers, distributors and marketers of branded food for the Canadian retail market and sale of that company to a U.S. agrifood giant.
- An affiliate of one of the largest freight railroad networks in North America, in its acquisition of a Canadian logistics business.
- An affiliate of a U.S. private equity firm in its acquisition of Western Canada's leading kitchen equipment company and subsequently a purchase of Eastern Canada's leading kitchen equipment company.
- An affiliate of a U.S. private equity firm in the acquisition and disposition of a wholesale and retail tile distribution business.
- Numerous Canadian and U.S. search funds in their acquisitions of Canadian companies.
- An affiliate of a U.S. private equity investor in its acquisition of one of Western Canada's leading manufacturers of specialty bakery products.
- An affiliate of a U.S. public company specializing in the production and distribution of commercial plastic products in their first Canadian acquisition.
- An affiliate of an automotive franchise company, a portfolio company of a private equity firm, in its acquisition of a well-known automotive body repair and paint specialist chain with franchise locations across Canada.
- An affiliate of a multinational corporation in its acquisition of various Canadian executive office centre businesses.
- An affiliate of a U.S. private equity firm in its first Canadian acquisition acquiring one of Canada's leading private screening and investigation services businesses.
- A leading Canadian real estate private equity firm in various joint ventures, including with some of Canada's leading property developers.
- An affiliate of a leading U.S. middle market private equity firm in its first Canadian acquisition, a take-private acquisition of a Canadian manufacturer and distributor in the residential and commercial building products industry.
- An affiliate of a U.S. private equity firm in connection with the Canadian aspects of the acquisition of a consumer and laundry brands manufacturer and distributor.
- An affiliate of a U.S. private equity firm in its first Canadian acquisition of a leading Canadian distributor of scientific instrumentation products.
- A leading Italian private equity firm in its Canadian acquisition of an environmental remediation products business.
- A leading Canadian venture capital firm on numerous of its global investments.
- A European family office in its first Canadian acquisition of an auto parts manufacturing business.

- A leading U.S. private equity firm in its acquisition of one of Canada's leading wholesale and retail coffee companies.
- Numerous other private equity firms investing in Canada.

Publications

- "CETA – A Catalyst for Cross-Border M&A", *Report on Business Magazine*, Lexpert, 2017 (co-author).

Legal Posts

The following posts are available on Stikeman.com:

- [CETA: A Catalyst for Canada-Europe Cross-Border M&A](#)

Speaking Engagements

- "How to Build the Best Exit Team (& What it will Cost)", Business Transitions Forum, Toronto, May 2017, (panellist).
- "The CETA accord and the new opportunities for trade between Canada and Italy", Milan, Italy, May 2017, (speaker).
- "Private Equity Mid-Market M&A Trends and Opportunities," ACG Toronto, Toronto, February 2017 and May 2016, (moderator).
- "Papering the Deal: Anticipating and Addressing Valuation Issues in Legal Agreements," The Canadian Institute of Chartered Business Valuators, National Business Valuation Conference, June 2016, (speaker).
- "Evolution of Search Funds in Canada: Successes, Challenges, Emerging Trends", October 2015, (moderator).
- "Demystifying Private Equity Deal Opportunities in Canada", April 2015, (panellist).
- "Doing Business Globally: Compliance Issues You May Have Not Thought About When Doing Business in Canada", The Corporate Counsel Section of the State Bar of Texas and the University of Texas School Law, April 2014, (presenter).

Professional Activities

Mario is a member of the Association for Corporate Growth and a member of the Toronto chapter of the Association for Corporate Growth. Mario is also a member of the Ontario Bar Association and Canadian Bar Association.

Background

Prior to joining Stikeman Elliott, Mario was a partner at another major Canadian law firm where he was a member of the Corporate & Commercial, Mergers & Acquisitions and Energy Groups. Mario speaks Italian and works with a variety of Italian clients seeking to do business in Canada. He is a volunteer board member of the Italian Chamber of Commerce of Ontario. He also assists not-for-profit organizations in organizing and governing their affairs, and is a board member of a Canadian based international not-for-profit Roots of Empathy. Mario is a recipient of the Ontario Volunteer Service Award (2005) for his years of service at St. Jude's Community Homes which provides housing and support for individuals living with mental illness.

Education

McGill University (LL.B./B.C.L. 2000)
University of Western Ontario (M.A. 1996)
University of Western Ontario (B.Ed. 1995)
University of Toronto (B.A. 1993)

Bar Admission

Ontario, 2002