



## Pascale Dionne

### Partner

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Pascale Dionne's special expertise in commercial law includes extensive experience in corporate finance. Having worked with a wide array of clients on a variety of transactions, Pascale has a broad and thorough understanding of business issues. This helps her devise optimal strategies and achieve desired outcomes for the benefit of all parties involved.

Pascale has unique expertise in mezzanine and subordinated financing, as well as with structuring and negotiating intercreditors arrangements. She is also experienced in the taking of security interest over various class types of assets and rights, including aircraft, aircraft engines, mining rights and contracts.

Her clients greatly appreciate the services she provides. Her project management, drafting and negotiation skills ensure these often complex operations are carried out seamlessly.

## Experience

- Fonds de solidarité des travailleurs du Québec (F.T.Q.) and Capital régional et coopératif Desjardins in an acquisition financing with Novacap, Fédération des caisses Desjardins, National Bank and other minority investors, for the acquisition by Bestar, a home and office furniture manufacturer and supplier, of U.S.-based Bush Industries, a leader in home and office furniture manufacturing and supply in the United States.

- **NouvLR** in connection with the procurement and construction of Montréal's Light Rail Train Project (Réseau Express Métropolitain).
- **Caisse de dépôt et placement du Québec** in an equity investment in the Metro Supply Chain Group.
- **NorthStar Earth and Space Inc.** on their C\$52 million financing with the governments of Canada and Québec, as well as from strategic partners Telesystem Space Inc. and the Space Alliance of Europe.
- A private Canadian investment fund in connection with the establishment of credit facilities worth tens of millions of dollars to support its growth strategy.
- **Caisse de dépôt et placement du Québec** in a \$7M venture capital equity investment in TrackTik Software Inc. and in its second round of financing.
- **Caisse de dépôt et placement du Québec** in an investment made through a subordinated loan to the Metro Supply Chain Group.
- **CiToxLAB Group Inc.** in connection with its acquisition of AccellAB Inc.
- A large corporation specialized in telecommunications infrastructures, in connection with the setting-up of a first banking syndicate providing credit facilities of over \$100M.
- Acted for non-residents in implementing leveraged financing for the hostile take-over of a public company and its concurrent closure operation.
- A Québec manufacturer with facilities and activities in North America and Europe in setting up various secured asset-based credit facilities worth several millions of dollars.
- The potential buyer of various sawmills in Québec in a transaction worth over \$200M.
- Acted as principal legal advisor to the buyer in connection with the management buy-out of Cad Railway Industries and with the concurrent financing.
- The buyer in the purchase of several pulp and paper plants and sawmills in Québec and the arrangement of several publicly-sourced financings, each totalling over \$100M, to finance purchasing and converting the plants.
- The operator of a nursing home involved in a construction project financed by way of a public-private partnership.
- Tenderers in calls for tenders for the supply and sale to Hydro-Québec of electricity generated by cogeneration power stations.
- An owner and operator of fibre optics networks in concluding certain agreements for the design-build construction and maintenance of those networks and their co-ownership.
- Corporations owning fibre optics networks in Québec and Ontario in connection with their merger with a competitor and with the investment in the new corporation by a private fund.
- Acted on behalf of the selected bidder for the design, construction and financing of senior homes and alternative homes in the region of Saguenay-Lac St-Jean.
- Acted on behalf of the selected bidder for the design, construction and financing of senior homes and alternative homes in the regions of Laval, Laurentian and Lanaudière.
- Acting on behalf of the successful bidder on the design, construction and financing project for the Brampton courthouse in Ontario and the related detention centre.
- Acting on behalf of a qualified bidder for the design, build and finance projects for a cluster of four high schools.

## Insights & Events

- Author, "Création de Mobilité Infra Québec : d'importants pouvoirs pour cette agence", BLG Article, May 2024
- Author, "Les projets majeurs d'infrastructures publiques au Québec : une réforme importante du cadre législatif", BLG Article, May 2024
- Thought Starters, BLG Perspective, September 2023

- Author, "Taking measured risks as a professional woman with Manjit Minhas", BLG Article, March 2022
- Author, "Bill 12: Increased powers for the Autorité des marchés publics", BLG Article, February 2022
- Trends to watch in 2021 – Infrastructure: tied to economic recovery, BLG Perspective, January 2021
- Author, "Private Equity Rollups: Strategic Considerations", BLG Article, February 2020

## Beyond Our Walls

### Professional Involvement

- Member, Canadian Bar Association

## Awards & Recognitions

- Recognized in the 2024 edition of *The Best Lawyers in Canada* (Corporate Law), since 2020 (Banking and Finance Law; Mergers & Acquisitions Law) and since 2022 edition (Project Finance Law and Public Procurement Law)
- Recognized in the 2024 edition of *The Canadian Legal Lexpert® Directory* (Project Finance), since the 2023 edition (Private Equity), since the 2022 edition (Infrastructure Law and Mergers & Acquisitions), since the 2021 edition (Asset Equipment Finance/Leasing), since the 2020 edition (Corporate Commercial Law; Corporate Mid-Market) and since the 2018 edition (Banking & Financial Institutions).
- Recognized in the 2024 (and since 2021) editions of *Lexpert Special Edition: Finance and M&A*
- Recognized in the 2023 edition of *The Lexpert®/American Lawyer Guide to the Leading 500 Lawyers in Canada* (Corporate Mid-Market)
- Recognized in the 2023 (and since 2021) and 2018 editions of *Lexpert®/Report on Business Special Edition — Canada's Leading Infrastructure Lawyers*
- Designated as an "Incontournable du droit", in 2015 by the magazine *Première en Affaires*
- Recognized as a Rising Star by Lexpert® in 2013

## Bar Admission & Education

- Québec, 1996
- Certificate, Accelerated Leadership Program, Harvard Law School, 2018
- LLB (Honours), Université de Montréal, 1995

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intellectual property agents and other professionals, BLG serves the legal needs of businesses and institutions across Canada and beyond – from M&A and capital markets, to disputes, financing, and trademark & patent registration.

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