



Mark Longo*

Vancouver Managing Partner

Co-Chair: Emerging and High Growth
Companies

.....
Vancouver

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Bar Admission: British Columbia, 2009 | Ontario, 1994

*law corporation

Areas of Expertise

Telecom

Hydrogen and Alternative Fuels

Agtech

Cleantech

Fintech

Private Equity

Technology

Pharmaceuticals and Life Sciences

Venture Capital

Artificial Intelligence

Capital Markets

Mergers and Acquisitions

Emerging and High Growth

Companies

Mark is Co-Chair of Osler’s Emerging and High Growth Companies Group and Managing Partner of Osler’s Vancouver office. Mark has over 25 years of experience in corporate finance, M&A and technology law, and has held general counsel, corporate secretary and senior executive positions for a number of private and publicly traded technology companies, including Intrinsyc Software International Inc., Star Data Systems Inc., and Datawire Communication Networks Inc.

In the three years immediately prior to joining Osler, Mark was a partner in the Vancouver office of a boutique law firm focused on the technology industry. Previous to that, Mark was a partner in the technology and corporate finance groups of a Vancouver-based law firm for over three years.

Mark is recognized by numerous industry publications including *Chambers Canada* (Startups & Emerging Companies) as one of the only Band 1 lawyers, *The Canadian Legal Lexpert Directory* (Corporate Mid-Market; Mergers & Acquisitions; Technology Transactions), and *IFLR 1000* (Capital Markets).

Awards and Recognition

- **The Canadian Legal Lexpert Directory:** Recognized in Corporate Mid-Market (2018-2025); Technology Transactions (2021-2025)
- **Chambers Canada: Canada’s Leading Lawyers for Business:** Recognized in Startups & Emerging Companies (Band 1)
 - One client enthused “He has strong business acumen which allows him to be an

extension of our management team. His perspective is invaluable, and he goes above and beyond for his clients.”

- Another stated that “He knows what to do and is incredibly experienced. The quality of his work is great, and people love to work with him.”

- **Best Lawyers in Canada:** Recognized in Mergers and Acquisitions Law
 - **Lexpert Special Edition:** Recognized in Technology
 - **IFLR 1000:** *The Guide to the World’s Leading Financial Law Firms:* Recognized in Capital Markets (Highly Regarded)
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Community Involvement

- BC Cleantech Awards – 2021, Judge
 - TechExit Steering Committee – 2019, Member
 - Science World Equity Giving Committee, Past Member
 - Hollyburn Minor Hockey Association, Coach and Manager
 - BCO U15 Club Volleyball, Past Coach
 - Athletics4Kids, Corporate Secretary
 - The Next Big Thing, Mentor
 - University of Victoria Law School, 1L negotiation competition judge
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Credentials

Education

- McGill University, B.A. (with Distinction)
 - Queen’s University, LL.B.
 - University of Western Ontario, MBA
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Languages

- English
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Professional Affiliations

- Law Society of Ontario
- Law Society of British Columbia

- Ontario Bar Association
- Canada Bar Association
- British Columbia Technology Industry Association (BCTIA), Former BCTIA Technology Industry Award Judge
- Victoria Advanced Technology Council (VIATEC), Board of Directors and Chair of Governance Committee
- Foresight Cleantech Accelerator Centre, Board of Directors