

LAZARUS

EST. 1967

[WWW.LAZARUSLEGAL.COM](http://WWW.LAZARUSLEGAL.COM)

**A law firm that grows with you.  
Grounded in tradition and always  
moving forward.**





# ABOUT US

At Lazarus, we serve a diverse clientele, from Fortune 500 giants to dynamic start-ups, across key sectors such as gaming, technology, finance, construction, transportation and hospitality. Our approach is unified and distinctive, focusing on strategic deal structuring, comprehensive due diligence, and expert negotiation, ensuring tailored solutions for every client's unique needs.

We have worked closely with clients in emerging industries for over five decades, to support their business growth and protect their interests. These objectives were set early on by our founding partner, Morden "Cookie" Lazarus, who mentored our legal team for over 50 years. Pursuant to a well-established career as an attorney and leader in the gaming industry, Cookie retired in 2023, passing the lead to Edwin Monzon, who now acts as managing partner and director of Lazarus. Following Cookie's footsteps, Edwin dedicates his time and efforts to ensure that our clients receive efficient and effective services and to expand nationally and internationally.

To meet the legal needs of our clients, our team strives to stay ahead of the continuously changing standards and regulations in their specific industries.

In a world where communication is key, our multilingual team speaks English, French, Italian, Spanish, Greek and Chinese (Mandarin), bridging cultural and linguistic gaps to facilitate international transactions and global partnerships. This linguistic proficiency, combined with our legal expertise, positions Lazarus as an international firm ready to meet the requirements of our diverse clientele worldwide.



# CORE VALUES



**Kindness  
& Respect**



**Trust**



**Teamwork**



**Success**



**Growth &  
Innovation**



**Courage &  
Optimism**

# M&A PRACTICE

At Lazarus, we provide legal assistance to companies of all sizes, from small start-ups to well-established public companies. We specialize in dealing with various legal issues, such as corporate financings, corporate services and mergers & acquisitions, including horizontal, vertical, and cross-border mergers.

Our ability to navigate the intricacies of international markets, supported by our access to a global network of experts in tax, finance, and estate planning, reinforces our commitment to providing comprehensive legal services.



# CORPORATE SERVICES

**At Lazarus, our primary focus is assisting our clients in navigating complex laws and regulations and ensuring they remain compliant with business standards. We offer a wide range of corporate services customized to meet our clients' specific needs.**

## **Annual Maintenance**

We assist with annual maintenance requirements, including filing statutory yearly returns with the proper governmental authorities and drafting annual resolutions.

## **Agent Representation**

We provide agent representation in various jurisdictions for extra-provincial corporations.

## **MSB and FMSB Licenses**

We help companies apply for the appropriate Money Services Business Licenses with Revenu Québec and FINTRAC.

In addition to addressing all regulatory and legal implications, Lazarus takes a strategic approach to corporate governance and risk management to minimize business risks for our clients.



# CORPORATE SERVICES

## Incorporation

We help with the formation of provincial or federal corporations and assist organizations with the following:

- Preparing and submitting documents to the proper governmental authorities
- Preparing the articles of incorporation with the accompanying schedules
- Organizing the minute book
- Outline steps for business dissolution: acquire and submit necessary forms, handle legal challenges that may emerge.

## Tax Services

At Lazarus, our team focuses on transactional, bankruptcy, banking, and tax law. We not only advise lending institutions, banks, and borrowers on financing arrangements, but we also help entities obtain proper loans and assist in all stages of the sale and purchase of a business, with a strong emphasis on the tax consequences.





# MEET OUR M&A TEAM



**Edwin Monzon**  
Managing Partner



**John Giammarella**  
Attorney



**Emmanuel Kouzelis**  
Attorney



**Xinyuan (Wally) Ye**  
Attorney



**Linda Hamel**  
Paralegal



**Dea Rama**  
Paralegal





### Contact

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# EDWIN MONZON

## Managing Partner

Edwin Monzon is an experienced professional in the corporate and gaming sectors. He has successfully led negotiations, acquisitions, sales, and mergers of some of the most sought-after assets in the gaming industry. Edwin has established a diverse client base that includes gaming operators, regulators, game aggregators, developers, platform providers, affiliates, payment service providers, and other industry participants. Over the years, his practice has expanded to include various technology companies, such as AI companies, cryptocurrency, venture assets, e-sports companies, financial institutions, and family offices.

### Key points

- Substantial experience and knowledge dealing with M&A transactions.
- Ability to cater to the gaming industry and understand the languages behind it.
- Critical thinking approach regarding how he tackles the transactions.

### Languages

- English
- French
- Spanish



# JOHN GIAMMARELLA

## Attorney

John has worked in various areas of law, including financing, estate planning and real estate. He has represented lending institutions, banks, real estate developers and landlords in matters related to buying and selling properties, financing arrangements and investments. Recently, John joined the firm's gaming law practice, focusing on online gaming, social gaming, fantasy sports, and other gaming-related regulatory and compliance requirements.

### Key Points

- Extensive gaming law-related knowledge.
- Substantial experience in financing, estate planning, real estate and digital assets.
- His acquaintance with a broad range of legal industries allows him to expand on various perspectives on legal matters.

### Languages

- English
- French
- Italian

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# EMMANUEL KOUZELIS

## Attorney

Emmanuel Kouzelis is an established corporate attorney called to the Quebec Bar in 2007. His core practice involves negotiating and instrumenting a variety of corporate and commercial transactions such as Mergers and Acquisitions (M&A), corporate reorganizations, shareholders' agreements, acquisition of commercial assets, commercial leases, franchising, as well as assisting clients with legal representation for financing and restructuring.

Emmanuel prides himself on being attentive and detail oriented, which allows him to provide all clients with unique and strategic solutions.

## Key Points

- Knowledge and experience advising clients in various industries, namely within the health and pharmaceutical, transactions of watercrafts and aeronautics, franchising, construction and real estate development, restaurant.
- His extensive experience in diverse industries, ability to effectively communicate in multiple languages and his attentive approach allows him to provide clients with unique and strategic solutions.

## Languages

- English
- French
- Greek





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# XINYUAN (WALLY) YE

## Attorney

Wally is a member of the Quebec Bar with extensive international legal experience. Before joining Lazarus, he practiced corporate law at a leading law firm in China after completing his articling at another Canadian national law firm. In his previous roles, Wally advised clients on complex transactions including cross-border mergers and acquisitions. His work experience has provided him with a strong international network, enabling him to offer valuable insights to clients looking to expand their businesses in Canada and abroad.

## Key Points

- Substantial experience in cross-border M&A, financing, and real estate transactions.
- Strong network of business leaders, entrepreneurs, and legal professionals in Asia Pacific.
- His international legal experience allows him to provide well-rounded advice on any legal and strategic development matters for clients looking to expand in Canada and internationally.

## Languages

- English
- French
- Chinese (Mandarin)





# LINDA HAMEL

## Paralegal

Linda is a Senior Paralegal in Lazarus Legal's corporate group. She brings to her profession over 40 years of legal experience as a paralegal and 20 years in the corporate services sector.

She participates and assists the lawyers in the preparation and drafting of all documentation (agreements, agendas, resolutions) concerning various corporate transactions involving mergers, acquisitions, incorporations, share and asset purchases and sales, reorganizations, rollovers, dissolutions, estate freezes, corporate maintenance and various other share transactions. She carries out minute book due diligence reviews and manages general corporate matters. Her experience also extends to the gaming industry (i.e. assisting gaming industry participants in obtaining licensing in regulated gaming jurisdictions).

## Languages

- English
- French

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# DEA RAMA

## Paralegal

Dea began her career as a paralegal in Corporate Law and Corporate Services after completing her studies in 2019.

She assists the lawyers with preparing and submitting online gaming licenses in various jurisdictions. Dea collaborates with the preparation of documents relating to various corporate transactions, such as amendments to articles, continuances, dissolutions, mergers and acquisitions, and other share transactions. Dea also conducts incorporations, organizations, extra-provincial registrations, drafting of closing agendas and reviews minute books as part of due diligence audits.

## Languages

- English
- French
- Albanian





Our company has a well-defined goal of broadening  
our offerings nationally and internationally.

**For this reason, we hire and collaborate with  
professionals who possess in-depth knowledge  
of local and international regulations.**

We have established robust ties with significant markets such as Canada,  
United States, LATAM, United Kingdom, Dubai, and Cairo, and we are  
continually striving to extend our global network, enabling us to serve our  
clients better.

# LAZARUS

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