



Giulia Ghezzi

Senior Associate, MLaw, Attorney-at-law
(CH & I), LL.M.

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Languages

English, French, Italian

Expertise

Giulia specializes in finance transactions with a particular focus on financing transactions advising in domestic and cross-border transactions, including bilateral and syndicated financings and refinancings, loans and credit facilities, as well as in large and complex transactions mainly of project finance, structured finance and acquisition finance. She matured experience working with banks, financial institutions, companies and governments in structuring and implementing financial transactions particularly in the energy and infrastructures sectors. Her practice includes experience also in corporate finance and in reinsurance transactions. She also advises on capital markets (mainly on the debt side) and corporate/M&A transactions.

Before joining Niederer Kraft Frey, Giulia worked for a major Italian law firm in Milan and had a secondment in the legal department of the European Investment Bank in Luxembourg. She is admitted to the Italian Bar and the Swiss Bar.

Banking, Finance & Regulatory

Corporate / M&A

Career

- 2019 Senior Associate, Niederer Kraft Frey
- 2014 Associate, Niederer Kraft Frey
- 2012 Legal Counsel at Swiss Re, Zürich
- 2012 Secondment Legal Counsel at the European Investment Bank, Luxembourg
- 2010 Associate at Gianni, Origoni, Grippo, Cappelli & Partners, Milan
- 2007 Junior Associate at Gianni, Origoni, Grippo, Cappelli & Partners, Milan

Education

- 2022 King's College, London, LL.M.
- 2018 Admitted to the Swiss Bar (Rechtsanwältin)
- 2010 Admitted to the Italian Bar Association
- 2007 Bocconi University Law School (Master of Law)
- 2007 Freie Universität & ESADE (Joint Degree Certificate – LL.M. in “International and Business Law”)

Experience

Matters in which Giulia acted as counsel include the representation of:

- Nordic Capital, a private equity fund, on the acquisition of a majority stake in the Swiss software company BOARD International SA (2019)
- The arrangers on various Swiss Re debt capital market transactions and its EMTN-programme
- Palamon Capital Partners, a private equity fund, on the financing transaction in connection with the acquisition of the Italian Infomobility.it and Swiss FairConnect SA (2018)
- Columna Capital on various financing transactions including in connection with the acquisition of Datamars SA (2018)
- European Investment Bank, European Investment Bank, Bpifrance, Euler Hermes, SACE as export credit agencies and various commercial banks in the 3.6 billion project financing for Trans Adriatic Pipeline AG (a Swiss project company) for the TAP project which will transport natural gas through a 878 km long pipeline from the giant Shah Deniz II field in Azerbaijan to Europe (2019)
- Atos/Worldline, the European leader in the payments and transactional services industry and SIX, in the entering into a strategic partnership where Worldline acquired SIX Payment Services, the payment services division of SIX, for a consideration of EUR 2,303 million (CHF 2,750 million) (2018)
- Paragon Partners on the acquisition of Conducta AG, the industrial service division of Arbonia Group (2017)
- Landis+Gyr Group and its shareholders Toshiba and INCJ in connection to the CHF 2.3 billion IPO of Landis+Gyr Group on SIX Swiss Exchange, the largest Swiss IPO of the past 10 years and third largest IPO in Europe in 2017 (2017)
- The arrangers in connection with the (bridge) CHF 1.6 billion term loan credit financing of Dufry AG, a Swiss corporation listed on the SIX Swiss Exchange, for its acquisition of The Nuance Group AG, another global travel retailer based in Switzerland, for a consideration of approx. CHF 1.3 billion as well as the refinancing of a term loan of USD 1,010 million, a term loan of EUR 500 million and a revolving credit facility of CHF 900 million (2015)
- BSI in connection with various investigations conducted by the U.S. Department of Justice (DOJ) including to reach a Non-Prosecution Agreement with the DOJ under the DOJ's "Program for Non-Prosecution Agreements or Non-Target Letters for Swiss Banks" which enables participating banks to resolve their liability with the DOJ arising from their legacy U.S. private banking cross-border business. BSI participated in this Program as "category 2 bank" and was the first bank to reach a resolution under the Program (2014-2016)

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The following is an illustrative selection of matters in which Giulia acted as counsel prior to joining Niederer Kraft Frey:

- Assistance in providing funds to a leading Italian insurance company through a combined reinsurance and retrocession structure
- Assistance in a revolving credit facility agreement of GBP 550 million made available by a pool of banks and financial institutions to a company belonging to a leading Swiss reinsurance company
- Assistance in a large L&H portfolio coinsurance cover made available by a leading Swiss reinsurance company in relation to a large book of health insurance policies issued by the Japanese branch of a reputable insurance company based in the US
- Assistance in the issue of the first Italian Project Bond through a financing made available by an international financial institution in relation to one of the biggest Italian photovoltaic plant located in the Lazio Region, Italy with an overall power capacity of 52 MWp for a value of approx. EUR 250 million
- Assistance in the financing by an international financial institution of the MOSE, aimed at realising the engineering works for adjusting the tidal inlets in the Venice lagoon, Italy with a value of approx. EUR 800 million to be repaid with annual contributions made available by the Italian Government
- Assistance in the financing by an international financial institution of a leading Italian Automotive company for approx. EUR 466 million for investments and further developments aimed at reducing CO2 emissions in the automotive industry, guaranteed by a first demand corporate guarantee
- Assistance in the financing by an international financial institution of the Lombardia Region for approx. EUR 330 million for certain activities aimed at the development of the Lombardia Region, Italy
- Assistance in the financing by an international financial institution of the Italian National Electricity Transmission Network company through the Italian national development bank for approx. EUR 500 million for reinforcing the network for the transmission of electricity through the Italian territory
- Assistance in the financing by an international financial institution of a leading Italian Aeronautical company for approx. EUR 500 million to finance certain projects in the Italian aeronautic sector
- Assistance in the financing by an international financial institution of the Turkish Telecommunication company for approx. EUR 250 million for certain investments in the Turkish broadband network in the Republic of Turkey
- Assistance in the financing by an international financial institution for approx. EUR 60 million of the rehabilitation of 52 road sections equal to 675 km of Croatian national road network
- Assistance in the financing by an international financial institution for approx. EUR 63 million for reinforcing the Slovenian electricity transmission network improving the interconnection to Italy
- Assistance in the financing by an international financial institution of a Swiss telecommunication company for approx. EUR 350 million for the rolling-out of a high speed broadband telecommunication network with a value of EUR 725 million throughout Italy by an Italian subsidiary owned at 82.1% by the Swiss telecommunication company, directly controlled by the Swiss Confederation
- Assistance to an Italian investment fund in the merger and refinancing for an amount of approx. EUR 56 million of a portfolio of photovoltaic plants located in the Apulia Region, Italy with an overall capacity of 9 MWp developed by three SPVs, merged for incorporation, owned by the investment fund
- Assistance to a pool of major Italian and foreign investment banks in the approx. EUR 120 million financing of a portfolio of four photovoltaic plants with an overall capacity of 29 MWp developed by a Spanish company located in the Apulia Region, Italy and subsequent refinancing of the transaction and related termination of the facilities documents and release of the relevant securities

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- Assistance to a pool of major Italian and foreign investment banks in the approx. EUR 276 million financing of post construction and operation of the largest solar photovoltaic plants in Europe developed by a company globally leader in energy solutions and photovoltaic sector acquired by a US private equity investment fund with a power capacity of 70 MWp located in the Veneto Region, Italy; project awarded with "European Solar Deal of the Year" - "Project Finance Deals of the Year Awards 2010"
- Assistance to a pool of major Italian and foreign investment banks in relation to the financing on a no-recourse basis of a solar farm with a power capacity of 24 MW in the Lazio Region, Italy developed by a US leading company in the solar sector; project awarded with "European Solar Deal of the Year" within the "Project Finance Deals of the Year Awards 2009"
- Assistance to a pool of major Italian and foreign investment banks in the EUR 117 million facility for the refinancing of certain acquisitions made by a global investment and advisory firm based in Australia in relation to companies developing harbours on the Italian territory and for the subsequent financing of investments and on-going working capital of those companies
- Assistance to a pool of major Italian investment banks for the approx. EUR 85 million financing of the construction and operation of the Ferrara New Hospital, Italy
- Assistance to a pool of major Italian and foreign investment banks for the EUR 180 million financing for the requalification and operation of the Niguarda Hospital, Milan, Italy
- Assistance to a pool of major Italian investment banks for the EUR 110 million financing for the construction and operation related to the revamping of the technological fixtures installed inside certain tunnels of the roads network under the authority of the ANAS Department responsible for the road network in the Lombardia Region, Italy and management of such fixtures

Market Perception

"Giulia is very detail-oriented and has an accurate working style. She also has the ability to work under pressure and is able to handle heavy workloads in a short period of time." (Chambers 2022)

"Giulia is very professional, precise and hardworking." (Chambers Insight Report 2023 - Capital Markets)