Fabrizio Dotti

Partner

Milan
+39.02.3030.2972

Fabrizio.Dotti@klgates.com

OVERVIEW

Fabrizio Dotti is a partner in the firm's Finance practice. He specializes in the banking and financial markets sectors and has a focus on acquisition and real estate finance and corporate lending. He also has considerable experience in advising banks in debt restructurings and insolvency matters and in the sale of bank debt.

Fabrizio received his Law Degree in 1992 from the University of Milan and was admitted to the practice of law in Italy in 1995.

PROFESSIONAL BACKGROUND

Before joining the firm, Fabrizio spent 15 years in another international law firm in Milan and London, which he joined after a 9-year stint as legal counsel in one the major Italian banking institutions. He was involved in numerous transactions, including acquisition finance, leveraged financing, real estate finance, syndicated lending, domestic and international funding arrangements, debt restructuring deals and debt portfolios or single names trades.

During 2012 he was on partner secondment with an International bank in Milan, as acting local general counsel.

ACHIEVEMENTS

- Ranked by *Legal 500 EMEA* for Banking And Finance: Lender or Arranger Side (2023, 2022, 2021, 2020)
- Ranked by *Legal 500 EMEA* for Banking And Finance: Borrower Side (2023, 2022, 2021, 2020)
- Ranked by Leaders League for Banking & Finance (2023, 2022, 2021)

SPEAKING ENGAGEMENTS

- Fabrizio Dotti participated as moderator in the event "The New Frontiers of Non-Possessory Pledge: Inventory Financing - Capital Expenditure Financing - Supply Chain Financing," 1 February 2024

- *Non-Possessory Pledge, What Will Really Change for Companies?*, webinar hosted by Bebeez, 29 November 2021
- *Anti-Money Laundering: the new Regulation and the rise of Regtech*; webinar organized together with the Swiss Chamber of Commerce, 21 September 2021
- *Finanziamento d'impresa: nuovi "players" e nuovi strument*i; seminar credited by the Milan Bar, 6 June 2017
- *Le insolvenze transfrontaliere alla luce del Regolamento n. 2015/848 UE e il nuovo approccio europeo alla crisi d'impresa*; seminar credited by the Milan Bar, 20 December 2016
- *Il disequilibrio economico degli enti locali: analisi delle disposizioni normative e descrizione delle procedure*; seminar credited by the Milan Bar, 21 October 201
- *La responsabilità del creditore nell'insolvenza del debitore, profili civili e penali*, seminar credited by the Milan Bar, 24 September 2013
- *Ristrutturazioni: quando le cose si mettono male*, seminar credited by the Milan Bar, 23 October 2012
- *Clausole dei contratti di finanziamento e garanzie nell'era del credit crunch*; seminar credited by the Milan Bar, 20 June 2012
- *Strumenti innovativi della disciplina fallimentare per la risoluzione della crisi d'impresa. Rassegna delle prime esperienze applicative*; seminar credited by the Milan Bar, 15 June 2010

EDUCATION

- Law Degree, University of Milan Law School (Italy), 1992

ADMISSIONS

- Milan Bar

LANGUAGES

- English
- Italian

THOUGHT LEADERSHIP *POWERED BY HUB*

- 15 July 2022, Italian Supreme Court Tough Again on Formalities for Powers of Attorney
- 1 April 2020, COVID-19: COVID-19 and the Cura Italia Decree

OTHER PUBLICATIONS

- *Garanzia “Archimede”: la legge di bilancio introduce un nuovo strumento di garanzia targato SACE*, Il Sole 24 Ore, 9 February 2024
- Crypto-asset regulation in Italy - Thomson Reuters, 25 April 2022
- Le SU sposano la teoria "antindennitaria" dell'azione revocatoria - NT+Diritto - Il Sole 24 Ore, 23 March 2022
- *Decreto Sostegni-bis Garanzia Italia e Fondo Centrale di Garanzia* - an alert on the recent Law Decree so-called "Decreto Sostegni-bis" regarding state guarantees on loans granted by banks and financial institutions to companies affected by the COVID-19 emergency, May 31 2021
- *La sindacabilità da parte del giudice della revocatoria del piano di risanamento attestato ex art. 67 comma 3 lett. d) legge fallimentare*; Diritto bancario.it, 20 December 2016
- *La libera realizzabilità della garanzia finanziaria in costanza di fallimento*; Diritto bancario.it, 10 April 2015
- *La finanza ponte nei concordati uccisa da un emendamento?* Diritto bancario.it, 18 February 2014
- *Sorte dei creditori non aderenti ad un accordo di ristrutturazione omologato in caso di successivo fallimento del debitore*; Diritto bancario.it, 10 February 2014
- *Il “consolido” ipotecario: problematiche fallimentari e riflessi penali*; Diritto bancario.it, 15 July 2013

NEWS & EVENTS

- 29 November 2021, Non-Possessory Pledge, What Will Really Change for Companies?, hosted by Bebeez

AREAS OF FOCUS

- Corporate and Acquisition Finance
- Real Estate Finance
- Restructuring and Insolvency
- Securitization and Structured Finance

REPRESENTATIVE EXPERIENCE

- Assistance to a leading independent alternative asset management platform in Italy in connection with the financing of a complex development project involving the construction of, among other things, a social-health facility intended for the care and welfare of the elderly and social housing-both located in the Marche region, in Pesaro.

- Advised the bank and fund creditors in a debt restructuring agreement entered into with an Italian listed company engaged in the electrical components and equipment industry, aimed at reorganizing all the existing financial indebtedness and providing new term loan facilities backed by SACE.
- Advised a leading international bank, as mandated lead arranger and lender, in relation to an amendment agreement to the €25 million multi-tranche mortgage facility granted to a real estate investment fund for the purchase of a portfolio of assets located in Italy.
- Advised a leading American bank in its granting a €20 million multicurrency credit facility to an Italian holding company and in the relevant security package.
- Advised a UK global loan agency and bond trustee services corporation as agent and security agent, with respect to the Italian law aspects of the security package provided in relation to a US$600 million facility granted by international lenders to UK-headquartered multinational group.
- Assistance to an Italian leading fund manager in relation to a €15 million facility to a real estate investment fund granted by an Italian bank for the construction of a social-health and seniors' facilities in Central Italy.
- Advised an Italian investment manager in the renegotiation of a €10 million facility granted by a bank to a real estate fund for the development of an office and logistics building in Milan.
- Advised an Italian company operating in the field of textile home-furnishings and bed linens, and its UK-based parent company, in connection with the Italian law aspects of the security package provided in relation to a £110 million facility granted by a syndicate of international lenders to the mentioned group.
- Advised a leading international company in the oil sector in a US$50 million supply chain finance transaction with Angola's largest private energy company.
- Advised a leading international logistics group, in connection with the Italian law security package for a NZ$120 million facility granted by international lenders to the group.
- Assistance to a primary Indian investor, leading a group active in the hospitality, insurance and healthcare sector, in relation to the negotiation and execution of a complex transaction of rescheduling of an existing financing with leading Italian banks, in the framework of the entry of new foreign investors into the corporate structure, for the development of a 5-star luxury hotel in Florence.
- Advised a UK Real Estate investor in a €22 million facility granted by a primary international bank for the development of two student housing projects in Padua and Milan.
- Advised a leading Italian banking group, as mandated lead arranger and lender, in connection to a term loan facility granted to an Italian leading company operating since 1953 in the restaurant and catering market, supporting an acquisition in the same sector.
- Advised a leading US producer of devices and materials for diagnostics, in relation to the aspects of the intragroup and subordination agreements entered into by the Italian subsidiary, pursuant to the amended and restated US$1 billion facilities extended to the group by the current lenders.

- Advising a leading Italian insurance company, as creditor, in its taking security rights of over €60 million in securities to secure the payment of premium reserves owed by two French insurance companies pursuant to several reinsurance agreements.
- Advising a leading Italian bank, as mandated lead arranger and lender, in the granting of a €10.5 million term loan facility for the management-leveraged buyout of an Italian company specializing in children's fashion and in the subsequent amendments.
- Advising an international group, with subsidiaries in Italy and worldwide, manufacturing prosthetics and implant devices, in the Italian law security package of a US$90 million facility borrowed by the group abroad.
- Advised an Italian leading asset and investment manager in connection with a €98 million term loan facility granted by an Italian securitization SPV (set up in accordance with law 130/1999) and aimed at supporting the acquisition of a large office property in Rome by a specialized real estate investment fund managed by the client.
- Advised two leading Italian banks, as mandated lead arrangers and syndicated lenders, in connection with a €48 million term loan facility granted to a large Italian steel manufacturer, supporting a corporate acquisition and an extraordinary group reorganization.
- Advised a UK industrial and commercial group with subsidiaries in Italy and worldwide, in the Italian law aspects of a £95 million loan facility and in the subsequent add-ons granted by a syndicate of funds and banking lenders.
- Advised two leading Italian banks, as mandated lead arrangers and syndicated lenders, in connection with a €14 million refinancing granted to an Italian manufacturing company. We have also advised one of the two lenders in its granting of a line of credit supported by a state-backed guarantee issued by SACE (the Italian state-owned credit insurance agency) pursuant to Law Decree no. 23/2020, aimed at providing liquidity to companies affected by the COVID-19 pandemic emergency.
- Advised an Italian leading asset and investment manager in connection with a €17.1 million acquisition, capex, and VAT financing granted by a syndicate of banks to a real estate fund managed by the client and aimed at supporting the acquisition and revamping of a large office property in the center of Milan, formerly headquartering an insurance company.
- Advising a leading bank based in Qatar in the Italian law aspects of a €140 million Islamic finance facility granted to an Italian leading general contractor, with a security package governed by Italian law.
- Advising an international group, with subsidiaries in Italy and worldwide, active in the fashion industry, in the Italian law security package of a US$375 million facility borrowed by the group abroad.
- Advised a leading Italian bank in connection with the granting of new lines of credit to an Italian company owning some renowned luxury hotels in Southern Italy, and in the relevant amendments of an existing €98.5 million term loan facility.
- Advising a leading international real estate investment manager in the financial aspects of the sale of a large logistic center in Italy and in the repayment of the mortgage debt and security release.

- Advising a large Italian bank in the sale of secured and unsecured debt vis-à-vis an Italian construction group to a securitization vehicle managed by an Italian leading investment manager specializing in non-performing loans.
- Advising two industrial companies operating in the metal industry, as borrowers, in relation to several term loan facilities supported by state-backed guarantees issued by SACE (the Italian state-owned credit insurance agency) and by Fondo Centrale pursuant to Law Decree no. 23/2020, aimed at providing liquidity to companies affected by the COVID-19 pandemic emergency.
- Advised a leading international company, as servicer and agent, in relation to the amendments and extension of an original equal to approximately €400 million term loan acquisition and capex facilities granted to a real estate investment fund for the purchase of a formerly state-owned real estate portfolio in Italy, and in the release of security following sale of the properties and repayments.
- Advised the financial creditors, including banks and investment funds, in the €50 million debt restructuring of an Italian industrial group active in the manufacturing of high-tech frames and air sanitization devices.
- Advised the financial creditors (banks and investment funds) of a German leading producer and distributor of frozen foods, with subsidiaries in Italy, Switzerland, the Netherlands, and Belgium, in the Italian law aspects of a debt and overall capital restructuring.
- Advised a leading Italian asset management company, as investment and asset manager of an Italian private debt fund, in the granting of a direct loan to an Italian innovative SME, owned by leading winter sports equipment manufacturers and specializing in apps, guides, and tools for climbing.
- Advised a leading Italian asset management company, as investment and asset manager of an Italian private debt fund, in the granting of a term loan facility to an Italian company specializing in components and equipment for agricultural and gardening machines.
- Advising the Italian subsidiary of one of world's largest multi-asset investors in the purchase—by the investor's ReoCo set up pursuant to article 7.1 of the Italian securitization law—of a real estate property in Trieste from a company undertaking a reorganization plan and assisting in the €50 million restructuring of debts owed by the seller to the investor as a consequence of the purchase of debt carried out by the investor.
- Advised a leading Italian asset management company, as investment and asset manager of an Italian private debt fund, in the granting of a term loan facility to an innovative Italian company active in the sector of carbonation, cooling, and microfiltration of water.
- Advised an international financial institution in connection with its granting a syndicated €10 million term loan to a Croatian wood products manufacturer, convertible into shares of the Italian holding company.
- Advised an international financial institution in connection to a guarantee agreement with a leading Italian bank (as guarantor), to guarantee a loan facility granted by the institution to the Serbian subsidiary of the Italian bank.

- Advised an international financial institution in connection to a guarantee agreement with a leading Italian bank (as guarantor), to guarantee a loan facility granted by the institution to the Albanian subsidiary of the Italian bank.