



## Francesco G. Sanna

### Partner

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### OVERVIEW

Francesco Sanna is a partner in the firm's Milan office. He focuses his practice in real estate investment and development as well as in engineering and construction matters, including the structuring and negotiation of PFI and PPP project contracts with particular focus in the energy and health care sectors.

### PROFESSIONAL BACKGROUND

Prior to joining K&L Gates, Francisco was a partner at another international law firm in Milan.

### ACHIEVEMENTS

- Ranked by *Chambers & Partners Europe* for Real Estate (2021, 2020, 2019)
- Ranked by *Legal 500 EMEA 2020* for Real Estate
- Included by *Best Lawyers* in the 2021 list of the top lawyers in Italy for Real Estate

### SPEAKING ENGAGEMENTS

- 9 June 2021, during the RE ITALY Meeting organised by Monitorimmobiliare, Francesco Sanna participated as moderator of the panel "New areas for real estate investment." [Click here for the video recording of the event.](#)
- 29 October 2020, during the RE ITALY Meeting organised by Monitorimmobiliare, Francesco Sanna participated as moderator of the panel "The numbers of the market" and discussed the trends of the real estate market in 2020. [Click here for the video recording of the event.](#)

### EDUCATION

- Law Degree, Catholic University of the Sacred Heart of Milan, 1996

## ADMISSIONS

- Milan Bar

## LANGUAGES

- English
- Italian

## THOUGHT LEADERSHIP POWERED BY HUB

- 8 August 2017, Update: Italian Parliament approves the new National Merger Filing Thresholds (*Alerts/Updates*)
- 29 March 2017, The Italian Council of State Provides Welcome Clarifications Regarding the Standard of Proof That the Italian Competition Authority Must Discharge (*Alerts/Updates*)
- 22 February 2017, OECD: Italy Should Approve its Proposed Competition Legislation ‘Swiftly’, Including the Reform of the National Merger Filing Thresholds (*Alerts/Updates*)
- 23 January 2017, Italy Implements EU Directive on Damages for Breaches of Competition Law (*Alerts/Updates*)
- 16 November 2016, Italy to Implement EU Directive on Damages for Breaches of Competition Law (*Alerts/Updates*)

## OTHER PUBLICATIONS

- Co-author of the article "Project Finance in Italy after art.37 bis of Merloni ter law – first application appraisal" published in the review "Impiantistica Italiana" - October 2000.
- "Energy efficiency certificates in recent Authority legislation" *Ambiente & Sicurezza* review (Sole 24 Ore), 2003
- "The start-up of energy green certificate market", *Ambiente & Sicurezza* Review (Sole 24 Ore), 2003
- Author of the Italian chapter on PPP and PFI of the *The Projects & Construction Review*.

## NEWS & EVENTS

- 25 March 2021, K&L Gates Recognized in 2021 Chambers Europe Guide (*Rankings & Recognitions*)
- 26 May 2016, K&L Gates, Lawyers Earn Honors in Chambers Global, Regional Guides (*Press Release*)
- 6 May 2015, K&L Gates, Lawyers Recognized as Leaders in Chambers Global Guides (*Press Release*)

## AREAS OF FOCUS

- Real Estate
- Construction and Infrastructure

## REPRESENTATIVE EXPERIENCE

### Energy

- Owner's counsel in relation to a joint venture for the realisation of a 30 Mwh gas fuelled co-generation plant in Central Italy (San Salvo – near Chieti) ancillary to one of the biggest glass-production factories in Europe.

### co-working

- Assisted an insurance company in the negotiation with We Work Inc. for the lease of an entire building located in Via Turati 4, which was previously used by multiple tenants for office uses. The building, which will be fully restructured by WeWork Inc., is located in Turati area and it is destined to host WeWork Inc. co-working spaces.
- Assisted a privately owned global real estate investment, development and management firm and a global real estate investment manager in the negotiation with an American commercial real estate company that provides shared workspaces for technology startups, for the lease and procedure of the renovation of an entire building located in Milan, Via Mazzini, owned by the real estate investment fund named, of the private real estate investment fund we advise is a quota holder.

### Health care

- Sponsors' counsel in the pre-awarding phase in a PFI project for the realization of the new Treviso Hospital. Value of the transaction: about 120 mio euros.

### Hospitality

### Logistics

- Advised a US alternative investment manager, in the definition and negotiation of an important transaction aimed to the requalification of two real estate complex for logistic use near Milan.
- Acting on behalf of an international real estate fund, in connection with the acquisition from an international developer of two real estate complexes for logistic use, respectively located in the municipality of Nogara (Verona) and in the municipality of Lazzate (MB).
- Advised an investment management firm in connection with the acquisition, by a SICAF managed by an an adviser to the fund and entirely participated by the fund, of a real estate complex for logistical use, located in the Municipality of Broni (PV).

### Mixed use

- Advised one of the world's leading asset managers, acting on behalf of a real estate investment fund managed by a German investment fund regulated under the German Investment Act, of a real estate asset located in Milan, Via Vittor Pisani n.19.

- Acquisition and development of an area destined to mixed use named “Città del Sole” in Rome for one of the most important US developers.
- Assistance to an Italian real estate investor in connection with the refurbishment and commercialization of the building of new acquisition located in Milan, Via San Raffaele 1 on the corner of Piazza Duomo, with mixed retail and office use.

## Office

- Acquisition of an Italian financial services holding company Milan HQ located in Corso di Porta Vigentina. We have assisted a global investment management firm in the structuring of the acquisition transaction and financing arrangements. This is another pivotal transaction in the value added real estate Milan sector providing refurbished new spaces to be put in the market in the growing Milan office sector.
- Acting on behalf of a real estate fund managed by a fund of funds, in connection with the acquisition from a vehicle belonging to a Milan aristocratic family of a real estate complex located in Milan, Via Ceresio 7-9.
- Assistance to a Real Estate Fund Management Company in connection with the acquisition, by a fund managed by it, of a real estate complex composed of 6 buildings for office use destination, located in Rome, at Via Laurentina 449.
- Assistance to a primary Italian asset manager in connection with the acquisition by one of the real estate fund managed by it of an area located in the municipality of San Donato Milanese, destined to be developed through the realisation of a real estate complex for office use that will become the new headquarter of a global player in the oil and gas sector.
- Acting on behalf of an Italian real estate investment fund, in connection with the sale to an English real estate fund, managed by a fund of funds, of a real estate complex for office use located in Milan, Via Gattamelata no. 34.
- Assistance to an Australian multinational group operating in the infrastructure sector a in the project for the redevelopment of the entire south-east Milanese area, named Santa Giulia. The client will complete the construction of two buildings and the annexed parking lots will be leased to an Italian multinational oilfield services company.
- Assisted a US global real estate investment company, as investor of an Italian real estate fund managed by a British management company operating in Italy in the negotiation for the lease of an iconic skyscraper in Milan to primary international operators as tenant.
- Acting on behalf of an international real estate investment fund, in the purchase of an entire real estate complex located in Via Morimondo no.13/15/17, Milan, subject to the verification of some conditions precedent.

## parking

- Assisted a parking group in the sale of 3,490 parking spaces for public and private use in the Lingotto area to a vehicle company of a German Alternative Investment Fund called, a fund managed by a capital investment company for a value of euro 26.4 million.

## Retail

- Advice to one of the world's largest real estate asset manager in connection with the acquisition by a SICAF entirely participated by its real estate retail fund and managed by a German real estate fund, of a portion of the building located in Rome, Via del Corso, for retail use.
- Advice to an Italian vehicle fully participated by an Italian wealth management advisor, acting as principal, in connection with the negotiation with a local contractor of the contract for the development of an area located in the municipality of Fiumicino, of a real estate complex for retail use destined to be transferred to a real estate fund.
- Acting on behalf of the real estate investment fund controlled by a Swiss multinational investment bank and financial services company, in the purchase of high street retail complex in Turin from a real estate investment fund controlled by a global investment bank.