

Giampaolo Salsi

Managing Partner, Milan Office

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OVERVIEW

Giampaolo Salsi is the managing partner of the firm's Milan office. He focuses his practice on providing assistance in corporate and commercial law to Italian and foreign clients active in the manufacturing, service and financial sectors, with a particular emphasis on corporate transactions. Over the years, he has assisted leading national and international players in the project financing and PPP (public-private partnership) sectors.

PROFESSIONAL BACKGROUND

Prior to joining K&L Gates, Giampaolo practiced with several other firms in Italy. In 1994, he spent two years in Hong Kong as a visiting foreign lawyer.

ACHIEVEMENTS

- Recognised by *Chambers Europe* for Corporate/M&A: Mid-Market in Italy, 2022-2026
- Recognised by *Chambers Global* for Corporate/M&A: Mid-Market in Italy, 2019-2026
- Recognised by *The Legal 500 EMEA* as a Recommended Lawyer for Commercial, Corporate, and M&A in Italy, 2019-2026
- Recognised by *Chambers Europe* for Corporate M&A in Italy, 2019-2021
- Ranked by *Leaders League* for Mergers & Acquisitions: Small & mid-cap transactions, 2020-2022

SPEAKING ENGAGEMENTS

Giampaolo is a regular speaker in contract law matters at seminars and courses organized by a local business association of EPC contractors.

EDUCATION

- Law Degree, Catholic University of the Sacred Heart of Milan, 1991

ADMISSIONS

- Italian Court of Cassation
- Milan Bar

LANGUAGES

- English
- Italian

THOUGHT LEADERSHIP *POWERED BY HUB*

- 29 July 2022, European Collaboration featuring Giampaolo Salsi
- 14 April 2020, COVID-19: Stricter Rules on FDI Screening in Italy, in the Wake of the Health and Sanitary Emergency
- 1 April 2020, COVID-19: COVID-19 and the Cura Italia Decree
- 25 March 2020, COVID-19: Shareholder Meetings and Payment of Dividends in Italian Companies
- 19 March 2020, COVID-19: "I Started Something I Couldn't Finish" - Legal Consequences of the Pandemic on Contracts Governed by Italian Law
- 19 March 2020, COVID-19: Shareholders Meetings in Italian Joint Stock Companies held through Means of Telecommunications do not Require Physical Presence of Chairman and Secretary in the Same Location
- 8 August 2017, Update: Italian Parliament approves the new National Merger Filing Thresholds
- 5 July 2017, Italian Small and Medium-Sized Enterprises to tap into Equity Crowdfunding
- 28 June 2017, Italian Small and Medium-Sized Enterprises to Tap Into Equity Crowdfunding
- 29 March 2017, The Italian Council of State Provides Welcome Clarifications Regarding the Standard of Proof That the Italian Competition Authority Must Discharge
- 23 January 2017, Italy Implements EU Directive on Damages for Breaches of Competition Law
- 16 November 2016, Italy to Implement EU Directive on Damages for Breaches of Competition Law
- 5 July 2016, Update: Senate Committee Approves Significant Changes to the Italian Merger Filing Thresholds
- 16 June 2016, Italian TV Services Case Brings Welcome Clarity on the Legality of Information Exchanges among Competitors
- 18 March 2016, Italy May Review its Merger Filing Threshold

- 5 August 2015, The Italian Supreme Court of Cassation Eases the Evidential Burden on Private Claimants to Bring Actions for Antitrust Damages in Italy

OTHER PUBLICATIONS

- “Private Equity '25: Investments on the Rise, Fundraising Down” – ItaliaOggi, 29 June 2026
- “Società sportive, pandemia e finanza” - ItaliaOggi, 6 April 2021
- “The 'Italian way' to PFI: A case study in the public healthcare sector,” *Privatisation and Public Private Partnership Review 2003/2004*, a Euromoney Publication
- “The Marketing in Italy of Foreign 'Non-Harmonised' Common Funds,” *Journal of International Banking Law*, vol. 17, no. 6, 2002
- “The '*Nuovo Mercato'*: the New Italian Stock Exchange for Companies with High Development Potential,” *Journal of International Banking Law*, vol. 15, nos. 5-6, 2000
- “The New Italian Law on Securitisation,” *Journal of International Banking Law*, vol. 14, no.12, 1999
- “*La legge applicabile alle operazioni di* Project Financing,” in *Il Project Financing - Caratteristiche e modelli contrattuali*, Milan, 1997

NEWS & EVENTS

- 19 March 2026, K&L Gates Ranked in Chambers Guides Across European Regions
- 12 February 2026, *Chambers Global* 2026 Guide Ranks K&L Gates Lawyers, Practices
- 4 September 2025, K&L Gates Advises German Film Equipment Maker ARRI on Sale of Entertainment Lighting Subsidiary
- 24 June 2025, K&L Gates Advises Continental on the Sale of Italian Drum Brake Plant to Mutares
- 22 May 2025, K&L Gates Adds Asset Management and Investment Funds Partner in Milan
- 20 March 2025, K&L Gates Ranked in Chambers Guides Across European Regions
- 13 February 2025, *Chambers Global* 2025 Guide Ranks K&L Gates Lawyers, Practices
- 4 April 2024, K&L Gates Expands Finance Practice With Team of Lawyers in Milan
- 14 March 2024, K&L Gates Ranked in 2024 *Chambers Europe* Guide
- 15 February 2024, *Chambers Global* 2024 Guide Ranks K&L Gates Lawyers, Practices
- 7 June 2023, K&L Gates Advises Vitesco Technologies on Sale of All Shares in Vitesco Technologies Italy Srl
- 20 March 2023, K&L Gates Advises ARRI Group on Acquisition of Professional Lighting Provider Claypaky
- 16 March 2023, K&L Gates Recognized in 2023 *Chambers Europe* Guide

- 16 February 2023, K&L Gates Recognized in 2023 *Chambers Global* Guide
- 13 June 2022, K&L Gates Assists Cooperativa Alice in Corporate Restructuring and Launch of "Ethically-in-Italy" District
- 17 March 2022, K&L Gates Recognized in 2022 Chambers Europe Guide
- 17 February 2022, K&L Gates Recognized in 2022 Chambers Global Guide
- 25 March 2021, K&L Gates Recognized in 2021 Chambers Europe Guide
- 24 February 2021, K&L Gates Recognized in 2021 Chambers Global Guide
- 5 October 2016, K&L Gates Boosts Labor and Employment Practice with Milan Partner Addition
- 26 May 2016, K&L Gates, Lawyers Earn Honors in Chambers Global, Regional Guides
- 6 May 2015, K&L Gates, Lawyers Recognized as Leaders in Chambers Global Guides

MEDIA MENTIONS

- 28 June 2026, *Italia Oggi* | Italian private equity: challenges and opportunities for 2026
- 4 June 2026, *Global Legal Chronicle* | K&L Gates nomina Jake Bernstein nel nuovo ruolo di Global AI and Innovation Partner
- 3 June 2026, *iMille* | Jake Bernstein to Lead K&L Gates' Global AI Strategy
- 3 June 2026, *Monitor Legale* | K&L Gates Appoints Global Partner for AI and Innovation
- 29 May 2026, *MilanoFinanza News* | K&L Gates nomina Jake Bernstein capo dell'AI: ecco perché la law firm accentra la supervisione su un solo partner

OTHER MEDIA MENTIONS

- Mentioned, "K&L Gates together with VINCI Energies Italia in the acquisition of CM Engineering," *Il Sole 24 Ore* (Italy), 15 November 2023

AREAS OF FOCUS

- Mergers and Acquisitions
- Construction and Infrastructure

INDUSTRIES

- Automotive
- Energy

- Manufacturing

REPRESENTATIVE EXPERIENCE

Automotive

- Assisted a major automotive supplier in the execution of an agreement with an investment holding company (set to become an independent automotive entity in September 2025), to sell through a share deal the production plant and R&D center for hydraulic drum brakes located in Liguria region (Italy).
- Assisted the Italian branch of a global company active in the design, production, and sale of injectors, fuel distribution systems, and exhaust treatment systems for gasoline engines in the sale of the entire quota capital to a company specialized in the design and development of innovative propulsion systems and control solutions.
- Assistance to an Italian entrepreneur in the acquisition, by means of an investment agreement, of a shareholding, and in the negotiation of the relevant shareholders' agreement, in an Italian company purchasing certain business as going concern relating to the management of car-washing stations in Italy.
- Advised the sellers in connection with the acquisition by a German multinational group of a stake in their company active in the manufacturing of salt spreaders.
- Advised an Italian leading manufacturer of salt spreaders on the acquisition of the entire share capital of an Italian company supplying sandblasting services, powder, and liquid painting for industrial application.
- Assistance to a German group, leader in the automotive market of safety applications, in the acquisition of an Italian company specialized in the production of flexible hoses for the technical and industrial sectors, agriculture, boating, construction, transport, and food.
- Assistance to a German group, leader in the automotive market of safety applications, in the acquisition of the business branch of a telco company dedicated to the research and development of "Gen3" technology for the large-scale production of innovative electronic parking sensors.
- Assisted Italy’s leading manufacturer of mopeds in the setting up of an industrial joint venture in China.

Chemicals

- Assisted a global leader in the innovation and manufacture of cell culture solutions for the life science and medical markets in the sale of its Medical Media Business Unit (MBU) to a leading pan-European private equity firm with an extensive track record in global healthcare investments.
- Assisting the seller, the CEO of an Italian company that produces and sells specialty additives for the coating industry worldwide, in the sale of its entire share capital to an Italian company that works in the field of specialty chemicals B2B.

Consumer

- Assistance to a global French company, leader in the provision of survey-based research services for brands, companies, and institutions in the Italian portion of the acquisition of four global research divisions from Germany's largest market research institute.
- Advice to an Italian cosmetic retailer on US cosmetic regulation and on Italian regulatory and corporate law aspects.

Luxury

- Assistance to a Swiss brand of luxury watches in connection with the acquisition of a majority equity interest in an Italian SPV to which two different going concerns related to the operation of two luxury boutiques active in the trading of watches, jewelry, and other accessories had been previously conferred.

Manufacturing

- Assisted one of the world's largest manufacturers of printing machinery in signing an agreement for the collaboration in development and marketing on the market for corrugated board. The agreement foresees, among other, the acquisition of 49% of the shareholding of an historic brand in the production of high quality machineries processing corrugated board.
- Assisted a global company active in the small-caliber ammunition sector in the acquisition of the 100% share capital of an English company manufacturing shotgun cartridges and ammunition for both game and competition shooting.
- Assisted an Italian leading producer of gearboxes for industrial application, in the setting up of a manufacturing joint venture in India.
- Assistance to an Italian manufacturer of industrial and commercial electric equipment in two disputes against the project contractor and the other members of the construction consortium in connection with the contract construction work on a building for production purposes and related appurtenances.
- Advised an Italian holding company in the sale of the entire share capital of a company active in the manufacturing of a wide range of zinc plating and zinc-nickel electrolytic treatments for automotive, electromechanical, and household appliances, to a manufacturer of anti-corrosion coating of screws, bolts and fasteners used in different sectors and primarily in the automotive industry.
- Assisted a primary Italian company, active in the small-caliber ammunition sector, in the acquisition of an Italian company specialized in the manufacturing of super premium hunting and shooting shotshells.
- Assisted an Italian leader in the engineering and manufacturing of key cutting machines, transponder technology, electronic and mechanical door and car keys, and remote controls in the acquisition of a controlling stake in the major importers and distributors of keys and key machines in Portugal, and in the acquisition of a majority stake in a Swedish company operating in the sector of distribution and service of key cutting machines and keys.
- Advised the holding company of a leading Japanese industrial conglomerate on the acquisition of 51% of the shares in a Peruvian company, which provides replacement hydraulics parts and service equipment to the mining and exploration industry across Peru, where it operates through 22 wholly owned service points.

- Assisted an Italian leading group active in the molding and processing of plastic materials, in the purchase of the entire share capital of an Italian company active in the molding of liquid silicone rubber.
- Assistance to an international manufacturer of rubber, as agent, in a dispute, before the Singapore International Arbitration Center (SIAC), against the principal, related to the breach of the principal's contractual obligations and the termination of the agency agreement.
- Assistance to an Italian manufacturer of heat exchangers and pressure vessels in an international arbitration with seat in Vienna proceeding under VIAC rules, and concerning the execution of an agency contract in the oil and gas sector.

Real Estate

- Assisted an Italian subsidiary of a French group, world leader in concessions, energy, and construction, in the acquisition of an Italian company that operates in the field of design, manufacturing, and installation of electric plants in the industrial, civil, and tertiary sectors, in both public and private field.
- Assisted a multinational Australian real estate project management and construction group in the acquisition of a stake in a development project of a holiday resort in Eastern Sicily.
- Assisted the client, an Australian multinational construction, property, and infrastructure company, in the joint venture with an Italian real estate company to jointly promote and pursue a commercial development project to develop a shopping center in Rome. Assisting the client also in relation to the due diligence activities.

Technology

- Assisted a global player in the motion picture and live entertainment industries with the successful closing for the sale of a world-renowned brand in professional entertainment lighting to a prominent force in the entertainment lighting sector.
- Assisted a European mid-market private equity fund, through its Spanish portfolio company, in the integration within the group of a company based in Treviso that designs, manufactures, and markets professional laser equipment and devices for the medical-surgical, dermatological, veterinary, and dental sectors globally.
- Assisted a leading designer and manufacturer of camera and lighting systems for the film and broadcast industry in the acquisition of the entire business pertaining to a company active in the design, development, manufacture, and sale of lighting fixtures, luminaires, projectors, systems and related electronic controls, and control systems (including CloudIO) for entertainment lighting, stage, event, architainment, and the studio lighting industries.
- Assisted a Swedish telecommunications and cloud communications platform as a service (PaaS) company, through its UK subsidiary, in the acquisition of the Italian branch of a global group providing cloud communications services to enterprises worldwide, including high-tech, banking, payment systems, retail, and mobile operators.

Engineering, Oil, and Gas

- Assisted a multinational energy group in the acquisition of the entire share capital of an Italian company with over 40 years of experience in plant engineering and technical services, specializing in electrical installations and facility management.
- Assisted a company leader in the development of power generation plants from renewable sources in the sale of the entire share capital of a special purpose vehicle company that owns a 51.4 MW photovoltaic park located in Lazio region (Italy).
- Assisted the Italian subsidiary of a French group that is a world leader in concessions, energy, and construction in the acquisition of a company that operates in the field of electrical (MV/LV) and mechanical installations and has developed extensive and qualified installation experience in the energy, industry, and service sectors.
- Assisting an Italian producer of solenoid pumps and solenoid valves in drafting, reviewing and negotiating a wide range of commercial contracts, corporate advice and in relation to out-of-court settlements of potential disputes.
- Legal assistance to a German multinational group operating in the hydro sector in negotiating commercial contracts and in liaising with the counterparties for the entire contractual duration.
- Assisted our client, an Italian company active in the industrial sector, especially in the manufacture of centrifugal pumps, in connection with a debt collection and other out-of-court disputes related to the supply of pumps to an oil and gas company based in Belarus.
- Assistance to the management and shareholders of a large privately owned Italian group of companies, active in the national and international upstream oil sector, in the corporate reorganization of the group.