Paolo Rusconi

Partner

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OVERVIEW

Paolo Rusconi is a partner in the firm's Milan office. He concentrates his practice on banking and financial matters with a particular emphasis on debt restructurings transactions. He also has substantial experience in corporate law, M&A, private equity and extraordinary transactions.

PROFESSIONAL BACKGROUND

Prior to joining K&L Gates, Paolo was a partner in a prominent Italian law firm and practiced with magic circle international law firm in Milan, advising banks, corporations and private equity funds in several transactions, including M&A, finance and restructuring deals.

ACHIEVEMENTS

- Ranked by *Chambers & Partners Europe* for Restructuring & Insolvency (2021, 2020, 2019)
- Ranked by *Legal 500 EMEA 2020* for Restructuring & Insolvency
- Ranked as “Rising star” by *IFLR1000* 2020 for M&A, Private Equity

SPEAKING ENGAGEMENTS

- 1 December 2020, Paolo Rusconi held a workshop entitled "How to finance a scale-up in Italy" during the Endeavor Digital Event

EDUCATION

- Law Degree, University of Milan Law School (Italy), 2000

ADMISSIONS

- Milan Bar

LANGUAGES

- English
- Italian

THOUGHT LEADERSHIP *POWERED BY HUB*

- 1 April 2020, COVID-19: COVID-19 and the Cura Italia Decree (*Alerts/Updates*)
- 25 March 2020, COVID-19: Shareholder Meetings and Payment of Dividends in Italian Companies (*Alerts/Updates*)

NEWS & EVENTS

- 25 March 2021, K&L Gates Recognized in 2021 Chambers Europe Guide (*Rankings & Recognitions*)

AREAS OF FOCUS

- Restructuring and Insolvency
- Emerging Growth and Venture Capital
- Mergers and Acquisitions
- Private Equity Transactions

REPRESENTATIVE EXPERIENCE

- Assisted an Italian company operating in the building materials sector in its post-closing activities on debt restructuring.
- Assisted a financial intermediary in the € 60 million debt restructuring of a real estate investor and developer, owner of a luxury residential complex in Trieste. The transactions involved a sale of large part of the real estate property to a Real Estate Owned Company (ReoCo) set up in accordance with the Italian securitisation law, a voluntary debt downgrading to “subordinated” and a partial debt rescheduling.
- Assisted a major financial intermediary in Italy operating in the acquisition and management of mainly non-performing loan (NPLs) portfolios in the negotiation of a settlement agreement with the debtor, a parking company in Genoa, Italy.
- Assisted a servicer of the client, a major Italian financial intermediary, in the restructuring agreement with a real estate developer company, in order to rebalance the financial exposure of the company and provide the company with a super senior financing to be used to finalise the a real estate residential project in Tuscany.
- Assisted a construction company in a judicial termination of a real estate sale and purchase agreement

- Assisted a leading company in Italy in the O&M (operation and maintenance) for third parties of biogas plants in the potential acquisition of a sludge plant.
- Assisted a construction company in the agreements with professional investor active in the Italian distressed assets market in connection with purchase of certain properties from an independent corporate finance boutique.
- Assistance to our client, one of the leading Italian construction sector groups, in connection with the selling of credits to a U.S global investment management firm.
- Assisted the client, a company that deals with the management, construction and redevelopment of owned real estate, in the debt restructuring procedure.
- Assisted the client, a European leader in the production of cooling systems for the automotive industry, in the potential share acquisition of a Spanish company, one of the world's leaders in the production of water pumps for the aftermarket.
- Assisted the client, a real estate agency, in the negotiation of the debt restructuring agreement.
- Assisted in the debt restructuring of the company operating in the field of plastic materials.
- Assisted a pool of banks in the complex negotiation of an out of court debt restructuring plan involving an important real estate agency.
- Assisted a banking group in the restructuring of the debt of an oil & energy company.
- Assisted the client, an international manufacturing company, in connection with a waiver to the restructuring agreement.
- Assistance to the client, a European leader in the production of cooling systems for the automotive industry, in the issuance of a bond reserved to its suppliers and used to rebalance the financial exposure towards them and in the restructuring of a portion of suppliers credits.
- Assisted a pool of financial creditors, banks and private debt investment funds, in the debt restructuring of approximately € 50 million of a leading manufacturer of high tech frames, fixtures and air sanitation devices.
- Assisted a *consortium* of banks and other lenders on the development of a plan for the comprehensive restructuring of the overall capital structure of the leading German provider of frozen food products with subsidiaries in Italy, Switzerland, Netherlands, and Belgium.