

Daniela Sabelli

Partner

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Languages spoken

Italian | English



About Daniela

Daniela Sabelli is an EMEA lead of our Energy & Natural Resources Group and a partner in our Milan office, with a particular focus on various regulated sectors, including the energy, infrastructure and life sciences sectors. Recognised as one of Italy's top energy lawyers, she is also notable for her experience of matters in Africa, including North Africa and the Maghreb.

Daniela has broad experience in mergers and acquisitions, cross-border transactions and joint venture agreements. She provides general corporate, commercial and regulatory advice to both domestic and international clients across a number of industries.

Daniela regularly assists private and public companies and investment funds on all phases of mergers and acquisitions and private equity transactions, as well as on commercial matters. She has coordinated regular due diligence on potential targets and investments, and advised on and negotiated the terms, rights and obligations for the acquisition of and investments in commercial entities operating in various industries.

In the energy, utilities and infrastructure sector, Daniela advises governmental authorities, energy generators, multi-utilities and financial institutions on renewable energy, energy production, water projects, oil and gas exploration mining projects, processing, refining, and sale and purchase agreements, energy regulation, energy trading and derivatives, power, petrochemicals, technology licencing, emissions trading, public finance initiatives, public-private partnerships, and mergers and acquisitions, as well as dispute resolution matters associated with energy projects. She also advises on infrastructure projects in various sectors, including construction, defence, transport and waste.

In the energy sector, Daniela advises energy generators on corporate and regulatory matters, as well as on associated work such as engineering, procurement and construction, operate and maintain, power purchase agreements and other energy sector contracts, and on environmental issues, emission trading schemes and feed-in tariffs. Daniela's experience in Africa, including North Africa and the Maghreb, has included advising international energy conglomerates on public-private partnerships, build develop operates and large infrastructure projects, tender procedures and more general activities in the region.

Daniela is also notable for her experience in the life sciences and healthcare sector.

Daniela regularly lectures on Italian corporate law, energy law and environmental law at industry conferences and seminars, as well as at post-graduate educational institutions. She also lectures on international law and EU law at Università degli Studi di Roma – Tor Vergata and at Università di Urbino.

Experience

- Assisting a market leader in the Italian multi-utility sector in connection with the negotiation of a joint venture agreement with a French multi-utility company for the establishment of a new company operating in the waste-to-energy sector.
- Assisting a leading Italian steel operator in the disposal of a subsidiary operating in the distribution of steel products sector. This transaction involved extensive negotiations and the finalisation of a diverse range of corporate and commercial contracts relating to, inter alia, warehouse divestitures, acquisitions and supply/service agreements, and the organisation of an auction sale procedure.
- Assisting one of the most relevant Italian multi-utility companies in relation to a project financing transaction concerning transport, mobility and smart city solutions and infrastructure measures for the municipality of a city in northern Italy. The legal assistance related to various legal issues.
- Assisting a market leader in the Italian smart city sector in connection with the negotiation of a joint venture agreement with a European TMT infrastructure operator for the establishment of a new company operating in the Internet of Things sector.
- Assisting a company with headquarters in Austria with a long-term focus on investments in the diagnostic field in the acquisition of multiple diagnostic laboratories in Italy. In particular, between 2016 and 2019, assisted such company in the acquisition of 100% of the capital of more than 20 diagnostic laboratories in Italy.
- Assisting one of the five top-tier ranking UK banks in connection with the participation in various auction sales for the acquisition of Italian branch networks.
- Assisting an Italian company and a leading financial advisor in relation to the disposal, through an auction sale, of a primary Italian clothing manufacturer and distributor, in favour of a private equity fund.
- Assisting an Italian public company and an Italian air navigation service provider in relation to the acquisition of a private company active in the air navigation sector. The transaction involved more than 150 employees.
- Assisting the third most important Italian consortium that provides services for the organisation and coordination of the collection and recycling of WEEE, carried out in the interest of its members (the producers of electric and electronical equipment). Assisted in a joint venture/merger transaction with another consortium.
- Assisting an Italian multi-utility company in the regulatory aspect of an integrated water service.
- Assisting a company created by a joint venture between two leading multinational energy operators in all the activities concerning the construction of an 800 MW gas turbine power plant (including the authorisation phase, construction phase and operation phase).
- Assisting an Italian multi-utility company in the acquisition of producer companies and operators of waste-to-energy plants.
- Assisting an Italian energy operator in the acquisition of companies holding development rights for wind farms, hydro-electric plants and power plants powered by biomass. Assistance was also provided in relation to various legal issues in regulatory and corporate matters.
- Assisting a leading Italian energy operator on the BDO project for the planning, financing, construction, management and maintenance of a wind farm of 250 MW in Egypt.

- Assisting a leading Italian energy operator on the PPP project for the planning, financing, construction, management and maintenance of a thermal solar plant of 125 MW in the Kingdom of Morocco.
- Assisting a leading Italian energy operator on the preliminary development and study stages of photovoltaic and wind power stations in Algeria.
- Assisting a primary fund in an operation to acquire a pipeline of solar plants located in Puglia and Umbria.
- Assisting a primary North Europe fund in the acquisition of several portfolios of "green" photovoltaic plants located on the roofs of buildings in Italy.
- Assisting a leading German energy operator in the acquisition of three Italian companies that own rights to develop solar plants.
- Advising a relevant operator in the production of energy from renewable energy sources in relation to all corporate and labour issues of transnational character and particular complexity, and all procedures connected to the constitution of a branch in Africa. Advice was also provided in relation to negotiation and technical assistance in the constitution of three wind farms in Africa.
- Assisting a leading German energy operator in the auction sale for the disposal of an SPV holding the necessary authorisations for the construction and operation of a 57 MW wind farm.
- Assisting a major company operating in the energy sector regarding the possible acquisition, through an auction procedure, of an Italian company that owns wind farms.
- Assisting the shareholders of an Italian energy operator in the sale of a 48% stake in the share capital to a private equity fund specialising in investments in renewable energy.
- Assisting an English private equity fund in the negotiations for the purchase, through a public auction procedure, of an Italian company that owns seven river hydro-electric plants in northern Italy, and a wind farm in southern Italy. The assistance provided included the completion of an extensive due diligence phase, the negotiation and drafting of the purchase and sale agreement and the shareholders' agreements.

Credentials

Education

- University of Rome Tor Vergata, Masters in Tax Law, 1996
- University of Rome Tor Vergata, J.D., 1992

Admissions

- Italy, 1995

Memberships & Affiliations

- Rome Bar Association

Expertise

Industries

- Energy & Natural Resources
- Healthcare
- Life Sciences

Awards & Distinctions

- Winner of the Energy & Natural Resources category for Italy Client Choice Awards 2016
 - Lawyer of the Year Energy & Utilities at the LegalCommunity Energy Awards 2014
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About our firm

One of the world's strongest integrated law firms, providing insight at the point where law, business and government meet. We deliver commercially focused business solutions by combining our legal, lobbying and political capabilities and invaluable connections on the ground to a diverse mix of clients, from long-established leading corporations to emerging businesses, startup visionaries and sovereign nations. More than 1,500 lawyers in over 40 offices across four continents provide unrivaled access to expertise.