

Gianluca Valiotti

Associate

Milan

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Languages spoken

Italian | English



About Gianluca

Gianluca Valiotti is an associate in our Corporate team in Italy.

Gianluca focuses his practice on all types of transactional work (M&A, private equity (PE), venture capital (VC) and reorganisations) in multiple sectors, including regulated industries.

He also regularly assists corporates and funds on corporate governance issues and commercial contracts.

In addition to the corporate work, Gianluca has developed a significant expertise with respect to Italian regulatory regimes, in particular foreign direct investment regulation (FDI), Environmental, Safety & Health, as well as labelling, packaging and waste regulations.

Experience

- Representing an Italian VC fund in the pre-seed and seed rounds of an Italian startup operating in the development, management and commercialisation of innovative, high-tech products and services, including software, AI systems and solutions for digital transactions.
- Representing a Dutch publicly listed real estate company on the potential acquisition of a landmark mixed-use property in Italy, comprising over 90 residential and commercial units.
- Representing a world leader energy multinational company in the sale of its joint venture stake in a leading company in the production and sale of electricity in Greece.
- Representing a Turkish multinational group on the potential acquisition of a steel mill located in Italy.
- Representing a US digitally native technology services company in the acquisition of one of Italy's leading technology consultancy and IT project companies.
- Representing UK leader in the energy management sector, and in the production of electrical generators and transformers in the acquisition of an Italian company active in the manufacture of distribution and power transformers.

- Representing in the cross-border sale of an entire Swiss-based logistics and transport group with global operations to a Japanese group operating in the same sector.
- Representing the shareholders in the sale of the entire capital of an Italian company leader in Sudoku and other logic puzzles to a PE-backed group, a global leader in puzzles and “braintainment”.
- Representing an Italian flexible packaging manufacturer in the acquisition of a Canadian company operating in the flexible packaging sector.
- Representing an Italian VC fund in its investment, as lead investor, in the Series A round of a group of companies providing a cloud-based platform offering a variety of application programme interface (API) services and solutions supporting banks and financial institutions.
- Representing a US-listed world-renowned performance products manufacturer on the acquisition of an Italian manufacturer of automotive products.
- Representing a Spanish PE fund in the acquisition of an Italian group operating in the digital advertising sector.
- Representing an Italian VC fund in its investment, as lead investor, in the Series A2 round of a group of companies developing hardware and software platforms for AI, providing technology that integrates a custom dataflow architecture with multicore in-memory computing.
- Representing a US investment management company in the strategic reorganisation of the group structure, involving multiple Italian subsidiaries and a series of intra-group transfers and mergers.
- Representing clients on numerous FDI clearance proceedings in Italy with respect to M&A/PE transactions and greenfield projects.

Credentials

Education

- 24Ore Business School Milan, Executive Master, Law and Business, 2022
- Università Cattolica del Sacro Cuore, Milan, J.D., 2022
- Universidad Católica de Valencia, Erasmus Programme, 2019

Admissions

- Italy, 2025

Memberships & Affiliations

- Member, Milan Bar Association

Expertise

Services

- Corporate

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.