

Francesco Stella

Partner
Milan

Biography

Clients say 'Francesco is really reliable, business-minded and able to bring ideas for structuring the deal. He is dedicated, smart and does a high-quality job'. With this attitude and mind-set, for over 30 years, Francesco Stella has accompanied an impressive number of large international corporates and financial institutions in their M&A moves into the Italian market, and top Italian clients in their growth abroad through acquisitions and joint ventures.

A passion for complex deals brought him to focus on regulated assets ranging from financial institutions to life science companies and energy businesses. Clients in these industries know they can rely on Francesco's sector knowledge, which is always coupled with his thoroughness, keen eye for detail and commitment to excellence. Francesco has been mentioned in all major legal directories for many years. From time to time, he likes to lecture on cutting-edge subjects at conferences and seminars.

Representative experience

Assistance to BNP Paribas Cardif in the setting up of a life bancassurance partnership with ICCREA, including the acquisition of a majority stake in BCC Vita from ICCREA.

Assistance to BNP Paribas vs Intesa Sanpaolo in relation to the sale of 100% of Cargeas Assicurazioni to Intesa Sanpaolo.



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Languages

English
Italian

Practices

Corporate Governance and
Public Company Representation
Infrastructure, Energy,
Resources, and Projects
Joint Ventures
Mergers and Acquisitions
Private Equity

Industries

Energy
Financial Institutions

Assistance to BNL in the setting up of a service payment partnership with Worldline, including the sale of a 80% stake of Aseptia to Worldline.

Assistance to CNP in the acquisition of the Italian life business of Aviva, including various legal entities (Aviva Spa, Aviva Life Spa, Aviva Italia Scarl).

Assistance to CNP in the acquisition of a 49% stake in CNP Vita Assicura from UniCredit.

Assistance to Dana in the acquisition of 80% of the global power-transmission and fluid power business of Brevini Group from the Brevini family and subsequent buy-out of minorities.

Assistance to Fagerhult in the acquisition of 100% of iGuzzini Illuminazione from the Guzzini family.

Assistance to FlixBus on the development of its expansion strategy in Italy, which included several acquisitions (SAPS, Roma Marche Linee, Baltour and others).

Assistance to Recordati in the acquisition of European commercial rights to a portfolio of drugs ("seloken") from Astra Zeneca.

Assistance to Recordati in the acquisition of worldwide commercial rights to a portfolio of drugs ("signifor" and "osilodrostat") from Novartis.

Awards and rankings

- Francesco Stella is experienced, confident and calm., *The Legal 500 EMEA*, 2023
- Clients approve of his "in-depth knowledge of the law combined with his meticulous attitude.", *Chambers Global and Europe*, 2022
- Francesco Stella is a very tough and skilled negotiator. However, he always manages to find fair compromises, *The Legal 500 EMEA*, 2022
- His calm and determined attitude, combined with his in-depth knowledge of the law and of the industry, allows clients to easily put their trust in him.", *Chambers Global*, 2021

Insurance

Life Sciences and Health Care

Areas of focus

Bolt-ons

Buy Outs

Buy-ins and Buy-outs

Co-investments

Corporate and Commercial Transactions

Corporate Group Structures

Exits

Management Incentive Plans

Management Teams

Infrastructure/Energy M&A and Joint Ventures

Private Equity and Venture Capital Funds

Regulated Industries and Utilities

Public Company Mergers and Acquisitions

Cross-border Mergers and Acquisitions

Carve-outs, Spin-offs, and Split-offs

Hostile Takeovers and Takeover Defense

Education and admissions

Education

Law Degree, Università Cattolica, Milan, 1992

- Commercial, corporate and M&A, Italy, Recommended, *The Legal 500 EMEA*, 2019-2020
- His constructive negotiation skills are highlighted by sources, who also find him to be business-oriented and fair, *Chambers Europe*, 2019
- Private Equity, *The Legal 500 EMEA*, 2018-2019
- Commercial, Corporate and M&A, *The Legal 500 EMEA*, 2018-2019
- Francesco is very high technical knowledge and ability to listen to the needs of the client and be proactive in solutions with a problem-solving attitude, *Chambers Europe*, 2018
- Francesco is very knowledgeable and has a good relationship with his clients; he was attentive and present in all important meetings, *Chambers Global*, 2017
- Technically speaking he's excellent and has great experience. He's very practical and gets to the heart of any question immediately, *Chambers Global*, 2016
- Francesco has impressive international M&A knowledge, *Legal 500 EMEA*, 2015
- Francesco Stella is a highly regarded player who continues to earn market recognition, *Chambers Europe*, 2014
- Francesco Stella is really reliable, business-minded and able to bring ideas for structuring the deal. He is dedicated, smart and does a high-quality job, *Chambers Europe*, 2013

Latest thinking and events

- Press releases
 - Hogan Lovells advises Recordati on the acquisition of Enjaymo® for a consideration of US\$825 million plus additional commercial milestone payments of up to US\$250 million
- Press releases
 - Hogan Lovells advises Sysmex on sale of a minority stake of Dasit S.p.A. to Dasit Group S.p.A.

Bar admissions and qualifications

Milan

Accolades

Francesco is "appreciated for his global business view and negotiation skills".

Legal 500 EMEA 2016

"He is very knowledgeable and has a good relationship with his clients; he was attentive and present in all important meetings," clients say

Chambers Europe 2017

"Technically speaking he's excellent and has great experience. He's very practical and gets to the heart of any question immediately."

Chambers Global 2016

- Press releases
 - Hogan Lovells advises BNP Paribas Cardif on setting up a strategic bancassurance partnership in life insurance sector with ICCREA Banca
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 - Hogan Lovells advises BNP Paribas Cardif on setting up a strategic bancassurance partnership in life insurance sector with ICCREA Banca
- Press releases
 - Hogan Lovells advises Léon Vincent on its acquisition of a majority stake in GSG
- News
 - Doing business in Italy 2023