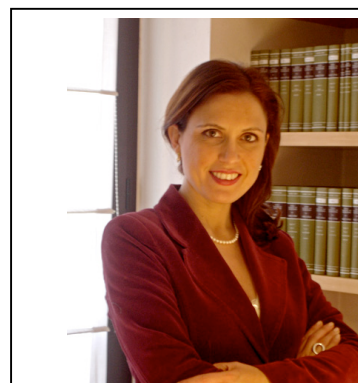


# DEBORA FOLISI

## PERSONAL DATA

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Languages: Italian, English and French  
Telephone: 345 84 90 473  
E-mail: debora.folisi@icloud.com



## PROFESSIONAL EXPERIENCES

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January 2016 **Rucella&Raffaelli**, Milano e Roma  
January 2014: **Crowe Horwath**, Milano and Roma  
January 2010 to date: **Castaldi Mourre & Partners**  
December 2007: **Legance Studio Legale Associato**  
October 2003: **Gianni, Origoni, Grippo & Partners**  
January 1999: **Studio Legale Belvedere**, Milano  
September 1996: **Studio Legale Pavia & Ansaldo**, Milano  
October- July 2006: **Pirelli Real Estate S.p.A**

## CONSULTANT CONTRACTS IN HOUSE

### BNP PARIBAS REAL ESTATE S.p.A. and PIRELLI REAL ESTATE S.p.A.

Legal assistance with regards to the real estate assets in particular:

- Advise on property, development issues and project finance project (exam of the documents, legal opinion, meetings);
- Negotiation and drafting and reviewing legal documentation, commercial agreements and agreements concerning real estate assets (lease agreements, sale and purchase agreements etc.);
- Working with the relevant internal business divisions to manage legal matters regarding property and development projects;
- Co-ordinating and considering advice from external legal counsel and liaising with internal departments;
- Provide property legal support and co-ordination to the corporate legal team on corporate acquisitions and disposals and financing transactions;

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- responding to inquiries regarding contract obligations and revisions;
- identifying risks and issues, suggesting alternatives that lead to the best solution;
- managing contractual obligations of the parties to ensure that all terms and conditions are met;
- Corporate governance discipline;
- Internal meetings and external investors meetings;
- Legal assistance for participation to public bids for real estate services and assets;
- Litigation with reference to the assets and company business.

### **MILAN PROVINCE – Project Helena - legal and juridical support**

Legal assistance and advise on Project Helena started in 2008 by the European Commission aimed to the participation of the municipalities and citizen at the energy savings goals.

The European Bank Investment (BEI) approved an investment program on the 75% of the requalification costs of building intended to public use located in municipalities of the Milan Province.

Based on public bid, a selected Energy Services Companies enters in the concession with the Province of Milan.

### **ACCENTURE SPA and OLICAR S.p.A. Group**

Coordination and legal assistance to the technical company's departments, drafting and implantations of agreements. In particular:

- Contracts and public tender: agreements of temporary consortia of companies, usually ATIs, joint-venture agreement aimed at participating to the public tender procedures; public tender documents review, management of the Ufficio Gare;
- Management of litigation issues, commercial, administrative, civil and employment law;
- Legal costs and budget control;
- Reports to the Managing Directors, Technical Director and Financial Director;
- Merger and acquisition procedures and relevant due diligence;
- Drafting and legal assistance to commercial and financing contracts;
- Legal opinions with reference to the issues related to the company business, law and case law updating;
- Relations with foreign offices: conference calls, organizations and management of meeting.

### **AREAS OF EXPERTISE**

#### **Energy**

Legal assistance in energy and project financing transactions regarding the realization of public interest structures such as photovoltaic plants; wind farm; waste to energy plants; water treatment plants; gas pipeline.

The assistance also focuses on (i) drafting and negotiation of the relevant real estate agreements (sale and purchase, lease, easements, right of surface) (ii) procedures for the obtainment of the relevant authorizations

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and clearance, and (iii) drafting and coordination of the relevant due diligence reports.

### **Public contracts**

Legal assistance rendered to private companies and Public Authorities in public tender procedures, in particular: temporary consortia of companies, usually ATIs, joint-venture agreement aimed at participating to the public tender procedures; drafting and negotiation of the relevant contracts.

### **Real Estate**

Zoning planning and building development projects with particular reference to residential, commercial and logistic development projects (legal opinion, due diligence, negotiation of zoning agreements and negotiations with Public Authorities, release of the commercial authorization, contracts).

Experience of managing the zoning approvals processes – planning (masterplan agreements, piano attuativi), environmental (VIA and VAS procedures) and building permitting.

Drafting and negotiating Real Estate contracts (sale and purchase agreement, lease agreements, zoning and building agreements, leases of going concern and ancillary documentation eg. Corporate/Bank guarantees) according to the Tenancy Law and applicable Civil Code provisions.

Proceedings for the opening of commercial sale points (medium and large sale surface), including any connected administrative, private and commercial law profiles.

Drafting of project management and consulting agreements and contracts relating to the construction of buildings including safety regulation profiles in building sites pursuant to Legislative Decree no. 81/2008.

Management of assets (commercial centers, hotels, issuance of authorizations for the opening of cinemas and commercial activities, fire prevention certificates and fitness for use certificates, health and safety authorizations).

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## **EDUCATION**

November 1999: Admitted to the Italian Bar, District of Milan

July 1996: Law Degree, 110/110 cun laude, Università Statale di Milano, Italy

Author and co-author of several papers and commentaries in leading publications on the landscape and environmental protection law, as well as zoning law and enforcement of EU law in Italy.

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## **LANGUAGES**

Italian: mother tongue

English: advanced

French: *good knowledge*

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## **IT KNOWLEDGE**

PC Literate - Microsoft Outlook, legal operational system

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