

Contact

Fabrice Grillo

Partner

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Fabrice Grillo is Private Credit partner, member of the Global Finance practice and the firm's Private Capital industry group.

Fabrice advises leading private equity sponsors, infrastructure investors, private credit funds and financial institutions on complex financing transactions and international investment structures. His practice focuses on acquisition financings, refinancings, structured transactions and liability management exercises, with particular experience in sophisticated, multi-layered transactions involving sponsors, credit providers and financial institutions.

With nearly 30 years of experience in banking, structured finance and debt capital markets, Fabrice regularly advises on high-value cross-border transactions across Europe. He acts for both borrowers and lenders across the capital structure, bringing a distinctive perspective to complex financing and strategic investment situations.

Matters

Fabrice Grillo Matters

Relevant experience includes:

Private Equity & Infrastructure

- Phoenix Tower International on all their telecom infrastructure investments and financings across Europe, including in France, Germany, Italy, Ireland, Cyrus, Malta and French west indies
- Phoenix Tower International on the €1.8bn refinancing of its European operations, including the implementation of sustainability-linked facilities;
- Phoenix Tower International on the acquisition of approximately 3,700 telecommunications sites in France in JV with Bouygues Telecom;
- Phoenix Tower International on its build-to-suit agreement with Iliad in Italy;
- Global Communications Infrastructure and its joint venture with Manulife John Hancock on its partnership with Tele2 AB in the Baltics (Estonia, Latvia and Lithuania);
- CVC-DIF on the acquisition and financing of TDF's fiber business from TDF and La Banque des Territoires;
- CVC-DIF on its investment in TRAPIL and related acquisition financing;
- EDF Invest and Ardian on the acquisition and financing of Géosel Manosque;
- Ardian on multiple transactions, including the acquisition of SPMR and its investments in Indigo;
- Antin Infrastructure Partners on the acquisition and financing of telecom tower assets from Bouygues Telecom;
- TIGF group on the refinancing of €900m of senior debt.

Private Credit & Structured Solutions

- PayPal on its US$4bn Buy Now Pay Later portfolio sale with KKR;
- CMA CGM on a USD2.2bn multi-jurisdictional freight securitization facility;
- MSC and Neptune Orient Lines on freight securitization facilities;

- BNP Paribas on handset securitization transactions for Orange in France and Poland;
- Citibank and RBS on receivables financings for Orange;
- SFR (Altice) on trade receivables securitization for its fixed lines and mobile businesses;
- European banks on pan-European receivables securitization programs for major corporates (Danone, Suez, Michelin, Lafarge, etc.);
- Auto ABS programs for major car manufacturers (Peugeot, Renault, Fiat, Opel) and their subsidiaries across Europe;
- LeasePlan on its first French auto lease securitizations;
- Crédit Agricole CIB on the set up of Rivoli Pan-Europe CMBS platform.

Financial Institutions & Capital Markets

- Société Générale on ECB-related liquidity and credit structured refinancing program;
- Crédit du Nord on liquidity strategy and mortgage refinancing program;
- BNP Paribas, Société Générale and Crédit Agricole CIB on major financings and capital markets transactions;
- Auchan Holding on its Schuldschein issuance;
- Universal Music Group on its NEU CP program;
- Tereos on the restructuring of convertible bonds;
- SFL on green bond issuances.

Corporate & Strategic Financings

- Eurostar on €750m green financing facilities;
- Getlink on green notes and refinancing transactions;
- Engie on €2.5bn revolving credit facilities;
- Alcatel-Lucent on global refinancing and structured financings;

- LafargeHolcim on all its corporate financings and receivables program;
- Coty Inc. on supply chain and factoring financings;
- Segula Technologies on state-guaranteed financings;
- AS Monaco on financing and IP rights monetization transactions.

Real Assets & Real Estate

- AXA IM Real Assets on pan-European logistics financings;
- Host Hotels & Resorts on hotel acquisitions and financings;
- Morgan Stanley funds on hotel portfolio acquisitions and financings;
- Ares Management on pan-European real estate acquisitions and financings;
- Blackstone on the acquisition and financing of healthcare assets in France;
- Catalyst Capital and Colony Capital on real estate acquisitions and financings.

M&A & Strategic Transactions

- HSBC on the sale of its French retail banking and insurance businesses in France to Cerberus (My Money Bank Group);
- Volkswagen on the tender offer and successive acquisition of Europcar Mobility Group;
- Michelin on the public offer acquisition and its financing of Fenner plc;
- Air France-KLM on its partnership with CMA CGM to create CMA CGM Air Cargo;
- ING on the reorganization of its European operations;
- Neptune Energy on the acquisition of Engie E&P;
- EDF on the acquisition of GE Steam Power nuclear activities;
- Russian Railways on the acquisition of GEFCO from Stellantis and the financing strategy of the logistic group.

Special Situations & Restructuring

- lenders on the restructuring of Areva;
- creditors on the restructuring of Delsey;
- Monte Paschi on restructuring and litigation matters involving William Saurin;
- Crédit Agricole CIB and BNP Paribas on major real estate finance restructurings;
- Nystar on its European reorganization;
- Colony Capital on distressed situations.

**Aforementioned matters handled at prior firm.*

Practices

Digital Infrastructure, Infrastructure Debt, Financial Restructuring and Special Situations, Hybrid Capital, Global Finance, Private Credit

Industries

Private Capital, Real Assets, Private Equity, Financial Services, Asset Management

Education

Aix-en-Provence University, D.E.S.S.
Aix-en-Provence University, D.J.C.E., in Business Law

Admissions & Qualifications

Paris

Memberships

Co-founder and chair of the supervisory board of Sloan, a fintech company dedicated to financing access to higher education and developing new private credit opportunities for institutional investors.
Board member of Gustave Roussy Transfert, a tech transfer subsidiary of Gustave Roussy Institute, the leading cancer Centre in Europe

Awards & Recognition

Best Lawyers in France: Structured Finance Law, 2027 (recognized since 2020)
The Legal 500 EMEA (France): “Banking & Finance: transactional work”, 2026
IFLR1000 (France): “Banking” / “Capital markets: Debt” / “Capital markets: Structured finance and securitization” / “Financial restructuring”, Notable practitioner, 2025
Leaders League (France): Restructuring & insolvency ”Board of companies and shareholders - Upper mid & large-cap”, Leading, 2026
Leaders League (France): Private Equity ”Acquisition financing”, Leading, 2025
Leaders League (France): Capital Markets “Securitization & structured financing”, Excellent, 2025
Leaders League (France): “Real estate transactions - financing”, Highly Recommended, 2025

Languages

English, French