



# Christian Moretti

## Chair, Global Mergers & Acquisitions

### New York

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Christian focuses his practice on corporate and M&A and serves as chair of Cozen O'Connor's Global Mergers & Acquisitions Practice. Christian also serves as vice chair of the International Practice and chair of the Italy Practice. For more than 20 years, Christian has advised domestic and foreign companies and private equity firms on mergers and acquisitions, joint ventures, and sophisticated cross-border transactions.

His primary focus is supporting inbound M&A deals and complex corporate transactions on behalf of global companies and private equity funds. Christian routinely structures, negotiates, and closes deals ranging in value from several million to several billion dollars. He was lead counsel on one of the largest retail M&A transactions consummated in the United States in 2022, and he has been repeatedly recognized by The Legal 500 as a key lawyer in the New York middle market M&A category.

Christian's educational background, legal training, and professional experience are key differentiators in the legal marketplace. He grew up in Italy, fluent in English and Italian, and graduated from law school in Padua, Italy, before matriculating at Columbia Law School. Christian has practiced exclusively at Am Law 100 firms for more than two decades, serving major clients in diverse sectors, including manufacturing, life sciences, technology, food and beverage, fashion, and retail.

Clients benefit from Christian's deep knowledge of U.S. and foreign legal regimes and from his understanding of cross-jurisdictional differences in legal philosophy, corporate culture, and social norms. He provides both technical legal guidance and fosters the cross-border relationships that are key to closing transactions and creating lasting partnerships.

As a compliment to his sophisticated M&A practice, Christian serves as outside U.S. legal counsel global businesses and private equity funds, from publicly-traded conglomerates to middle-market players. He handles day-to-day commercial contracting and licensing, corporate governance, and strategic business advising — and assembles and oversees multidisciplinary teams of colleagues who focus on complex commercial litigation, international arbitration, employment law, class action defense, IP issues, and OFAC and privacy law compliance.

Christian is well-known in the international legal community and often invited to speak at legal industry conferences and seminars. He is a longtime senior officer of the International Bar Association (IBA), current chair of the IBA's Financial and Tax Aspects of International Sales Subcommittee of the International Commerce and Distribution Committee, and former chair of the IBA's Government Procurement Subcommittee.

Christian is also a permanent member of the Board of Advisors to the Columbia Law School Association (CLSA), having served as its president, first-vice president, and director for several years, and was, notably, the first L.L.M.-alumnus ever elected president of the CLSA.

## Experience

### *Notable Recent Representations*

- Served as U.S. counsel to a U.K.-based home furnishings retailer in the sale of its United States

### Practice Areas

- Mergers & Acquisitions
- Private Equity
- Emerging Business & Venture Capital
- International
- Italy Practice

### Industry Sectors

- Food & Beverage
- Real Estate & Construction
- Retail

### Education

- University of Padua School of Law, J.D., 1997
- Columbia University School of Law, LL.M., 2001

### Bar Admissions

- New York
- Italy

### Affiliations

Columbia Law School Association, Inc. – Permanent Advisor (current); LLM Co-Chair of Annual Fund (current); President (2010-2012); Vice President; (2006-2010); Director (2004-2006)

American Bar Association, M&A Committee

International Bar Association, Chair of the Financial and Tax Aspects of International Sales Subcommittee (2022-2023); Chair of the Government Procurement Subcommittee (2020-2022)

### Awards & Honors

- Legal 500, Recommended for Mergers & Acquisitions (Middle Market), 2018-2019, 2022-2023
- New York Metro Super Lawyers, 2023-2024
- Super Lawyers Rising Star, 2013

### Christian Moretti

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entity.

- Represented an acidulants, fine chemicals, and production equipment supplier in the sale of its equipment division.
- Represented the owners of HEYDUDE in its sale to Crocs, Inc. for \$2.5 billion. The acquisition was funded by \$2.05 billion in cash and 2,852,280 shares issued to HEYDUDE's founder.
- Represented Investindustrial, a private equity firm based in London, in its acquisition of a majority stake in Eataly S.p.A., the global chain of upscale Italian marketplaces.
- Represented Lincotek Surface Solutions, a contract manufacturing services provider for aerospace and medical businesses, in its acquisition of Hitemco, LLC, a provider of diffusion and thermal sprayed enhanced surfaces.
- Represented Leger, the largest Canadian-owned market research and analytics company, in its acquisition of 360 Market Reach, a market research company based in New York City.
- Represented Business Integration Partners (BIP), an Italian strategic consulting firm controlled by the CVC Capital Partners Fund VIII, in its purchase of a majority stake in Monticello Consulting Group, a New York-based consultancy firm specializing in financial services consulting.
- Represented Orthofin, LLC and its affiliates in their acquisition of (i) a majority equity interest in Riepen LLC and other assets constituting the Danco Medical business; and (ii) 100% of the membership interests of CoorsTek Medical, LLC from entities affiliated with the Coors family.
- Represented the global market leader in drug containment and delivery and diagnostics solutions for the pharmaceutical and life sciences industries in (i) a \$500 million investment to develop a 778,600 square feet manufacturing facility in Fishers, Ind. and related corporate, regulatory, real estate, construction, and tax matters; and (ii) a support agreement with the U.S. Biomedical Advanced Research and Development Authority under the American Rescue Plan Act of 2001.
- Represented Copan Diagnostics in a joint venture with Apple to develop technology and advanced equipment to accelerate the manufacturing and supply of sample collection kits for COVID-19 testing and related transactions, including a lease (with an option to buy) of an industrial site in California, and contractual arrangements with the general contractor to build a new manufacturing facility on such site and install the advanced equipment.
- Represented a joint venture of SIMEST S.p.A. and an Italian family office in a \$65 million Series A Preferred Stock Investment in a contract development and manufacturing company.

#### ***Global M&A -- Public and Private Deals***

- Represented Azimut Demos 1, a retail private equity fund affiliated with Azimut Libera Impresa SGR SpA, in its acquisition of Next Imaging, a leading imaging and machine vision company.
- Represented CNL Retirement Properties, Inc. in its acquisition by Health Care Property Investors, Inc. for approximately \$5.2 billion in a cash and stock merger.
- Represented the Swiss Federal Railways (SBB) in connection with its acquisition of a majority interest in Rail Europe 4A and its U.S. affiliates French Rail Inc. and Rail Europe Inc., the leading distributors of European train tickets and rail passes worldwide and a joint venture between SBB and the French National Railways.
- Represented Natixis S.A., a French bank, and its U.S. affiliates, in its joint ventures focused on the

development of two blockchain platforms and applications, respectively known as “R3 Ledger” and “Digital Train Chair”.

- Represented CECEP Solar Energy Hong Kong Co., Limited, a wholly-owned subsidiary of China Energy Conservation and Environmental Protection Group, in connection with its sale of multiple photovoltaic projects to Solar Power, Inc., a California company.
- Represented the Planet Hollywood Resort and Casino in connection with its acquisition by Harrah’s Entertainment, including the restructuring of the outstanding debt and other arrangements.
- Represented RFX Acquisition LLC in its acquisition of a controlling interest in Sports Entertainment Enterprises, Inc. and entities that control the commercial utilization of the name, image, and likeness of Elvis Presley.
- Represented Godwin Pumps of America Inc. and certain affiliates in the sale of their business to ITT Corp. for approximately \$585 million in a stock purchase.
- Represented a consortium of funds led by Starwood Capital Group, L.P. in connection with a bid to acquire Extended Stay Hotels, Inc. and its debtor affiliates through a sponsored Chapter 11 plan of reorganization.
- Represented Morgan Stanley & Co., Incorporated in connection with the restructuring of V2 Music (Holdings) Limited, a Virgin Group company, and a Series C convertible preferred investment in a private finance company.

#### ***Italian M&A -- Public and Private Deals***

- Represented Azimut Demos 1, a retail private equity fund affiliated with Azimut Libera Impresa SGR SpA, in its acquisition of Next Imaging, a leading imaging and machine vision company.
- Represented an Italian pharmaceutical company in multiple acquisitions of drug products and related intellectual property rights divested by U.S. Fortune 500 pharmaceutical companies.
- Represented IndelB S.p.A. in its acquisition of the business of Commercial Products International, Inc.
- Represented Xenon Private Equity Limited in its acquisition of ADI S.p.A. and its subsidiaries Industrial Glass Product Inc. and ADI USA Inc.
- Represented XPP Six S.r.l., an Italian private equity fund, in its acquisition of the business of Emmeti USA LLC.
- Represented Smith Optics Inc. and its parent company Safilo S.p.A. in a joint venture and other contractual arrangements with Interaxon Inc., a Canadian company, and Xiamen Intretech Ltd., a Chinese company, in connection with the development of an innovative eyewear equipped with brain-sensing technology known as “Smith Lowdown Focus.”
- Represented X3CNG Colorado, LLC in its acquisition of certain compressed natural gas stations located in Colorado from Mansfield Oil Company of Gainesville, Inc.
- Represented Italcementi S.p.A./ Essroc Cement Corp. in its acquisition of the businesses of Arrow Concrete Company and Crider and Shockey, Incorporated (stock and asset purchases) and Riverton Investment Corp (stock merger).
- Represented Fontana Finanziaria S.p.A. in its purchase of the large-diameter industrial fastener business of Lake Erie Products from TriMas Corporation (asset purchase).

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- Represented Bracco AMT, Inc. in its convertible preferred investment in HLT, Inc. with option to purchase.
- Represented BravoSolution S.p.A. in its purchase of Verticalnet, Inc. (Nasdaq: VERT) (cash merger).
- Represented Bracco Imaging S.p.A. in its purchase of E-Z-EM, Inc. (Nasdaq: EZEM) for approximately \$240 million (cash merger).

### ***Real Estate***

- Represented Arsenale SGR S.p.A., an Italian real estate investment fund, and its U.S. affiliates in connection with the acquisition, remodeling and disposition of industrial sites and office properties located in New York, California and Massachusetts ranging from \$15 million to over \$100 million, including related financing arrangements and joint venture and development agreements with developers and investors.
- Represented The Related Companies, L.P. in connection with (i) the investment of a combined \$1.4 billion of equity and debt by Goldman Sachs Group Inc., MSD Capital (Michael Dell's investment firm), Mubadala Development Co. (the investment arm of Abu Dhabi) and Olayan Group, a Saudi Arabian company; and (ii) its \$1 billion acquisition of the Snowmass Ski Resort in Colorado.
- Represented The Gale Company and SL Green Realty Corp. in a \$545 million real estate transaction involving the sale of ownership interests in a 20-property office portfolio located in New Jersey, and a related transaction involving the sale of The Gale Services Co., LLC and Gale Construction Services, LLC to Mack-Cali Realty LP and affiliates.
- Represented the Aladdin/Planet Hollywood Resort Casino in connection with an \$820 million refinancing, including restructuring of existing corporate equity and indebtedness (including warrants) and coordination of intellectual property and Nevada gaming issues, ownership restructuring, and related cash management arrangements.
- Represented Credit Suisse Management, LLC and a consortium of investors including, among others, entities affiliated with Credit Suisse, Africa Israel Investments, Steve Witkoff, Giuseppe Cipriani, and Edge Group, LLC in connection with a \$724 million transaction involving the acquisition of a 60.5 acre parcel of land adjacent to the existing Hard Rock Hotel and Casino in Las Vegas.
- Represented GFI Capital Resources Group in connection with the buyout and refinancing of an interest in CityView Apartments, a portfolio of 4,938 residential units in Houston.
- Represented a real estate holding company in connection with senior and mezzanine loans to fund the recapitalization of development sites in central Manhattan, including participation and subparticipation agreements with foreign investors.
- Represented an Italian investment fund in connection with corporate, real estate, and fund formation matters related to the set-up of a €300 million investment vehicle to finance the acquisition and development of U.S. real estate properties, including co-investment and advisory agreements, operating agreements, and development agreements with U.S. partners and advisors.