

Marcello Hallake

Partner

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Marcello structures and negotiates high-stakes cross-border M&A, private equity, and project finance transactions across Latin America and global markets, turning regulatory complexity and political risk into closed deals.

Marcello brings more than 30 years of transactional experience to multinational companies, financial institutions, and investment funds pursuing strategic opportunities in Latin America and beyond. His practice centers on mergers and acquisitions, private equity investments, joint ventures, privatizations, and project and structured financings — with particular depth in transactions that cross borders, involve government counterparties, or unfold in heavily regulated or politically sensitive environments.

The industries Marcello knows best include energy, natural resources, infrastructure, telecommunications, media, technology, and healthcare. Within those sectors, he advises on the full deal lifecycle: structuring, negotiating, and closing transactions, including sale auctions, distressed M&A, and large-scale privatizations. He also counsels clients on the anticorruption and compliance considerations that frequently arise in cross-border deals, helping them manage regulatory exposure alongside transaction risk.

Marcello's transactions have spanned Brazil, Argentina, Chile, Mexico, the Dominican Republic, El Salvador, Ecuador, Peru, the Democratic Republic of Congo, and markets across Europe and Asia. Representative mandates include advising on what was at the time the largest cash acquisition and largest privatization in Brazil — ENGIE's \$8.6 billion acquisition of a 90% stake in Transportadora Asociada de Gas SA (TAG) from Petrobras — as well as cross-border joint ventures, capital markets transactions, and strategic alliances for leading energy, food, and telecommunications companies.

Clients working on Latin American transactions engage Marcello for his ability to translate deep regional knowledge and commercial judgment into practical, deal-oriented advice. He regularly works alongside local counsel across multiple jurisdictions,

Education

- Georgetown University Law Center (L.L.M., 1994)
- Université Catholique de Louvain - Belgium (Masters in Public and International Affairs, 1994)
 - *cum laude*
- Université Catholique de Louvain - Belgium (J.D., 1993)
 - *cum laude*
- Université Catholique de Louvain - Saint-Louis Bruxelles, Belgium (B.A., Law, 1990)
 - *magna cum laude*

Bar Admissions

- New York

coordinating complex, multi-party transactions from origination through closing.

Select Experience

- Led ENGIE's \$8.6 billion acquisition and related financing of 90% of Transportadora Associada de Gás SA (TAG), the largest natural gas transmission network owner in Brazil, from Petróleo Brasileiro SA (Petrobras) in a competitive auction structured as a joint venture with Caisse de dépôts et placement du Québec (CDPQ) — the largest cash acquisition and largest privatization transaction in Brazil's history.*
- Advised TotalEnergies in its strategic alliance and investment agreement with Omaha Beach Investment Corp., Sunix Petroleum, S.R.L., and Tropigas Dominicana, S.R.L. in the Dominican Republic.*
- Represented Marfrig Global Foods SA in the formation of PlantPlus Foods, a joint venture with Archer-Daniels-Midland Company (ADM), for the sale of plant-based food products across South American and North American markets.*
- Represented France Telecom in its acquisition of a majority participation in Transmisiones y Participaciones, a Dominican Republic start-up telecommunications company, and in Orange's subsequent sale of Orange Dominicana to Altice for \$1.435 billion in an auction.*

Charitable & Civic Involvement

- Co-founder and Director, Brazil Foundation
- Director, Museum of Image and Sound of São Paulo (MIS)
- Director, CDI International
- Director, Comunitas
- Director, Alfasol

Languages

- French
- Portuguese
- Spanish
- Italian
- Dutch

Professional Affiliations

- Director, Brazilian American Chamber of Commerce

Accolades

- *Chambers Global*, Corporate/M&A, Brazil, 2026
- *Legal 500* Latin America, Corporate and M&A in Latin America, International Firms, "Leading Partner," 2025-2026
- *Latinvex*, Latin America's Top 100 Lawyers, Corporate/M&A, 2025-2026
- *LatinFinance*, Cross-Border M&A Deal of the Year, 2019-2020
- *Latin Lawyer*, M&A (Private) Deal of the Year, 2019-2020
- *Project Finance International (PFI)*, Deal of the Year-Americas, 2019-2020
- *International Financial Law Review (IFLR)*, M&A Deal of the Year (Americas), 2019-2020

- *Infrastructure Investor*, Global Deal of the Year, 2019-2020
- IJGlobal, M&A Deal of the Year – Americas, 2019-2020
- Proximo, Oil and Gas Acquisition Deal of the Year, 2019-2020