

Marcello Hallake

Partner

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Marcello is a trusted advisor to multinational companies, financial institutions, and investment funds on complex cross-border transactions across Latin America and global markets.

With more than 30 years of experience, Marcello counsels clients on high-stakes strategic matters involving mergers and acquisitions, private equity investments, joint ventures, privatizations, and project and structured financings. He is known for guiding clients through transactions in highly regulated and politically sensitive environments, with particular strength in the energy, natural resources, infrastructure, telecommunications, media, technology, and healthcare sectors. He regularly advises on sale auctions, distressed M&A, and transactions involving government counterparties, as well as related anticorruption and compliance considerations.

Clients value Marcello for his deep regional knowledge, commercial judgment, and ability to navigate complex legal, regulatory, and cultural landscapes to deliver practical, business-driven solutions.

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 Brazilian state oil company Petróleo Brasileiro SA (Petrobras) in a competitive auction, in a joint venture with Caisse de depots et placement du Quebec ("CDPQ"), the largest cash acquisition in Brazil and largest privatization transaction in Brazil. *
- Advised Comtrafo Industria de Transformadores Eletricos S.A. in its sale to American Superconductor Corporation ("AMSC"). *
- Advised Total Marketing Services regarding the acquisition of a majority 70 percent interest in V Energy, the Dominican Republic's leading fuel retailer. *
- 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.

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

in the Dominican Republic. *

Professional Affiliations

- Director, Brazilian American Chamber of Commerce

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

Accolades

- *Chambers Global*, Corporate/M&A, Brazil, 2026
- *Legal 500* Latin America, Corporate and M&A in Latin America, International Firms, “Leading Partner,” 2025
- *Latinvex*, Corporate/Latin America’s M&A Top 100 Lawyers, 2025
- *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

Languages

- French
- Portuguese
- Spanish
- Italian
- Dutch