Natalie B. Lamb

Of Counsel

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London



Natalie Lamb is an English qualified of counsel in the London office of Gibson Dunn. She is a member of the Mergers and Acquisitions and Private Equity Practice Groups.

Her practice focuses on cross-border private equity M&A, joint ventures, equity investments, and commercial contracts. She has particularly extensive experience in digital infrastructure M&A transactions and the commercial contracts relating thereto, including master services, master lease, and build-to-suit agreements.

Prior to joining Gibson Dunn, Natalie practised in the London, Moscow and Dubai offices of a large international law firm and completed secondments at Helios Towers plc in London and AIG's sustainability practice in New York.

Selected experience:*

- Helios Towers plc in relation to the acquisition of Airtel's passive infrastructure operating companies in Madagascar and Malawi and the potential acquisition of Airtel's passive infrastructure assets in Chad and Gabon, together with related long term service contracts.
- Helios Towers plc on its multi-jurisdictional acquisitions of telecom tower portfolios and on related master services, build-to-suit and equity investment agreements.
- KKR on its investment in 49% of Reintel, the leading dark fibre infrastructure operator in Spain, creating a strategic partnership with Red Eléctrica de España, the partly state-owned and listed Spanish corporation which operates the national electricity grid in Spain.
- An institutional investment management firm on a line of equity investment into a UK telecom infrastructure provider and on related 5G commercial contracts.
- Helios Towers Nigeria on its acquisition of Multi-Links, a Nigerian mobile network operator and the owner of a 5000 km fibre optic network, from Telkom SA, and on its subsequent sale of Multi-Links.
- A global mobile network operator on the divestment of its telecom tower portfolios in Asia and on related joint venture arrangements.
- A Middle Eastern mobile network operator on carving out its passive digital infrastructure assets in eight jurisdictions across Africa.
- A digital infrastructure on its ongoing complex commercial contractual relationships with partners and sub-contractors, including with respect to managed services, marketing, construction, maintenance, security, service levels, IT, security, fibre IRUs and bandwidth.
- A global private equity firm on its acquisition of a European portfolio of performing and non-performing loans.

Capabilities

Mergers and Acquisitions
Energy and Infrastructure
Infrastructure
Private Equity
Projects

Credentials

Education

BPP Law School - 2003 Legal Practice Course

University of Bristol - 2002 Bachelor of Laws (LL.B.)

Admissions

England & Wales - Solicitor

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GIBSON DUNN

- Sinopec International Petroleum Exploration and Production Corporation in connection with its CAD$10.3 billion acquisition of Addax Petroleum Corporation, a Canadian company publicly traded on the Toronto and London Stock Exchanges, with assets in West Africa and the Middle East

**Some of these representations occurred prior to Natalie's association with Gibson Dunn.*

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