The leading lawyers and law firms in Europe

Italy
ITALY: An Introduction
Contributed by De Luca & Partners

General legal framework of Italian employment law

1. Italian labour market

Over the last two decades, the Italian labour market has been subject to significant reforms in its legal framework. As a result, the Italian legal system is now balanced and can adequately respond to the dynamism required of enterprises to compete in international markets. For example, the COVID-19 pandemic entailed an acceleration towards new agile working modalities, also facilitated by the specific law provision approved in 2017. Indeed, a complete dissociation between the employer’s site and the employee’s place of work has been very rapidly and effectively implemented and is considered ordinary practice.

Last but not least, the Law no. 234 of December 30, 2021, entitled “Budget of the State for the financial year 2022 and multi-year budget for the three-year period 2022-2024” (hereinafter, “Budget Law 2022”) has provided, among other things, for important innovations in terms of social shock absorbers and collective redundancy that are tailored to allow corporations to face a transition that has already begun due to the decarbonization and digital transformation trends in place.

2. Agile working

The definition of agile working (or remote working) is set out in Law no. 81/2017, which, for the first time, provided a well-defined legal regulation.

Agile working is a way of performing the employment relationship either at the company’s premises or anywhere outside the office, in order to allow employers to engage talent and enable the employees to balance their work and lifestyle.

The implementation of agile working requires a written agreement governing:

• The duration of the agreement;
• The work discipline outside the company’s premises (i.e., technological tools used by the employee);
• The employee’s right to disconnection;
• The right to control and disciplinary power by the employer.

Regarding the employee’s right to disconnection, Law no. 81/2017 provides that the agile working agreement entered into between employer and employee shall identify the “technical and organisational measures necessary to ensure the worker’s disconnection”. In particular, it is necessary to establish in the agreement the worker’s right to disconnect for certain periods of time, normally corresponding to the minimum daily and weekly rest and holidays. This includes not responding to emails, messages and phone calls, nor accessing the company’s information system and even switching off work devices.

Furthermore, the employer must recognise the right of the remote workers to disconnect without disciplinary sanctions or loss of pay and must also monitor the implementation of this right.

3. Social shock absorbers system

The Italian labour law framework provides for special public funds aimed at protecting employees’ income and to relieve employers from personnel costs, when specific events or conditions requiring a suspension of work occur.

In particular, Legislative Decree no. 148/2015 provides for the following general public schemes: (i) the ordinary wage guarantee fund (“Cassa Integrazione Guadagni Ordinaria” or “CIGO”) and (ii) the extraordinary wage guarantee fund (“Cassa Integrazione Guadagni Straordinaria” or “CIGS”).

With the Budget Law 2022, starting from January 1st, 2022, several changes have been introduced regarding the above social shock absorbers system, summarised as below:

• The social shock absorbers system is extended to (i) all employees (including homeworkers and apprentices) and (ii) employees with a minimum length of service of 30 days;
• CIGS is extended to companies that are not currently covered by this measure or that do not adhere to the bilateral solidarity funds through the FIS;
• CIGS is extended to all employers with more than 15 employees who do not have access to solidarity funds. For employees already in CIGS for reasons of (i) company reorganization and (ii) company distress, an additional period of a total of 12 months of additional treatment is provided.
• During the consultation procedure with the Trade Union, the employer will have to define a re-employment and self-employment plan for the employees in order not to trigger the forfeiture of the benefit.

Furthermore, as of January 1st, 2025, a reduced additional contribution is established for employers who have not benefited from subsidies for the previous 24 months.

Finally, companies that hire on open-term basis an employee who is receiving a contribution from the CIGS fund will receive an economic advance equal to a monthly contribution of 50% of the CIGS amount, for each month’s salary paid to the same employee, for up to 12 months.

4. Collective Redundancies

Pursuant to Law no. 223/1991, a compulsory unions consultation procedure (the “Procedure”) must be followed whenever a company employing more than 15 employees intends to implement the dismissal
of at least five employees in the same business unit, within a period of 120 days, due to a reduction, reorganization or shut down of the company’s business.

The Procedure begins with the employer submitting a written notice to the internal works councils (if any) and to the trade unions to inform them of its intention to carry out a collective dismissal. The Procedure shall have a maximum duration of 75 days.

Regardless of whether an agreement with the Unions has been reached, at the end of the Procedure the employer can dismiss the redundant employees.

Furthermore, in the event of a failure to reach an agreement with the trade unions, the Redundancy Ticket – that should be paid by the employer in case of dismissals – is three times higher.

That being said, Budget Law 2022 introduced new obligations for companies staffed with more than 250 employees (to be calculated as the average of the previous year, including apprentices and managers), which intend to shut down a headquarter, factory, branch, office or autonomous department located in Italy implying the dismissal of at least 50 employees.

In particular, the employer is required to communicate in writing the start of the Procedure to trade unions, the regions concerned, the Ministry of Labour, the Ministry of Economic Development and ANPAL at least 90 days in advance. Dismissals triggered before the expiry of the 90 days are null and void.

Within the next 60 days following the communication, the employer must submit a plan (the duration of which shall not exceed 12 months) entailing the measures aimed at containing the occupational and economic consequences arising from the shutdown. Within 30 days of its submission the plan must be discussed with trade unions, the regions concerned, the Ministry of Labour, the Ministry of Economic Development and ANPAL. If an agreement is reached with these entities, the plan is undersigned and it becomes binding on the employer.

Should the employer not comply with this Procedure, it is required to pay the Redundancy Ticket at the triple rate, increased by 100%.

5. Employer’s data protection requirements
The main European legislation on the protection of personal data is the General Data Protection Regulation (UE) 2016/679 (the “GDPR”). As far as employment relationships are concerned, Art. 88 of the GDPR provides that each Member State may lay down specific rules by law and NCBA(s) to ensure the protection of the rights and freedoms regarding the processing of employees’ personal data. This is because monitoring activities must take place in a context of transparency and adequate protection of personal data at all stages of the employment relationship.

Art. 4 of the Workers’ Statute, according to which the employer may carry out checks and use the information collected for all purposes related to the employment relationship (including disciplinary action), provides that adequate information has been given to the employee on how to use the tools themselves and how to carry out the checks. In this context, it is appropriate to adopt a specific policy in compliance with privacy legislation and the Guidelines on the Internet and e-mails issued by the Italian Data Protection Authority in 2007, under penalty of non-use of any data collected.

However, employees’ personal data must be protected “from the design” of the processing (privacy by design) and “by default” (privacy by default), in compliance with the “accountability” principle, adopting measures to ensure their protection and confidentiality and drawing up an impact assessment if necessary.

Lastly, please note that the employees who carry out processing operations in relation to their duties must be specifically appointed by the employers pursuant to Art. 29 of the GDPR and 2-quaterdecies Legislative Decree 101/2018 and must be specifically instructed and adequately trained.
very hands-on in structuring and negotiating.” His work portfolio encompasses investment finances, revolving credit facilities, real estate portfolio acquisitions and debt refinancing. Luca Maffia comes into the rankings this year, following a considerable amount of work assisting partners. Luca Maffia assists with investment fund financings, acquisitions of share capital and term facility loans.

Ashurst

What the team is known for Ashurst is a broad banking and finance practice skilled in acquisition and structured finance, with mandates often involving cross-border elements. The team has notable activity advising lenders as well as borrowers on project finance deals. The law firm boasts additional expertise in refinancing operations. The firm’s client base comprises banks, asset managers and investors.

Strengths Ashurst is described by clients as a “very solid banking team.”

Work highlights Assisted Apollo Global Management with the financing for the cross-border acquisition of Millbio/BioNaturals by private equity firm Ergon Capital.

Notable practitioners Mario Lisanti attracts attention for being “very capable, hard-working and naturally charming and easy to work with,” according to his clients. Mario Lisanti has particular visibility when advising on acquisition finance, credit facilities and real estate financings.

Bird & Bird

What the team is known for Bird & Bird advises a wide range of banking and finance players on regulatory frameworks. The firm’s areas of expertise include European regulations, packaged insurance products and other investment services. The team often assists key banks, investment firms and fund managers. The lawyers are additionally well equipped to advise clients on MiFID II and MiFIR.

Strengths “Bird & Bird has always proven to be capable to assist with complex cross-border matters,” clients praise. “Bird & Bird is the perfect legal partner,” other clients remark.

Work highlights Advised InvestiRE SGR on the structuring and launching of a real estate alternative investment fund.

Notable practitioners Raimondo Maggiore offers a range of financial services regulation expertise, including launching of funds and EU regulatory advice. Raimondo Maggiore is also experienced at handling MiFID II and MiFIR matters. Stefano Ferrari enters the rankings following great client feedback, where one reports: “Stefano Ferrari is a profound and capable person. We really appreciate his pragmatic and smart approach.” Stefano Ferrari possesses broad expertise in handling EU directives, MiFID II and MiFIR matters. Rossella Sansone makes her way into the rankings, resulting from her extensive experience in impact assessments, MiFID II and MiFIR matters as well as Insurance Distribution Directive advice. Clients describe Rossella Sansone as “a very talented lawyer, passionate about her work but at the same time very easy to work with.”

BonelliErede

What the team is known for BonelliErede is a well-reputed Italian firm with a strong full-service banking and finance practice. The team covers financing of leveraged buyouts and other transactions in a range of business sectors, including real estate, manufacturing and pharmaceuticals. The law firm offers additional expertise in the incorporation of funds. The significant client base comprises a variety of lenders as well as borrowers including private equity firms.

Strengths “BonelliErede have different practices therefore they can provide a complete support to their client,” one client says in relation to the depth of the team.

Work highlights Advised Fondo Interbancario di Tutela dei Depositi on capital strength agreements and transformation into a joint stock company.

Notable practitioners Emanuela Da Rin (see p.885) demonstrates longstanding expertise at handling credit agreements, financing grants and SACE-backed facilities. Emanuela Da Rin is also adept at handling financing for real estate matters. Clients commend Giuseppe Rumi (see p.904) for being “very committed and very
Real Estate: Finance

Leading Individuals

Band 1

Bonetti Luca Chiomenti

De Palma Giuseppe Clifford Chance Studio Legale Associato

Band 2

Costabile Giancarlo McDermott Will & Emery (ORL)

Da Rin Emanuela Bonelli&Evolve

Fontanesi Valerio Giovannelli & Associati (ORL)

Sennhasser Stefano Allen & Overy

Squarzini Francesco Jones Day

Band 3

Angelelli Corrado Greenberg Traurig Santa Maria (ORL)

Espositi Emanuele Legance–Avocati Associati

Lombardo Francesco Freshfields Bruhns Deringer

Pinto Andrea Odolma Clarke (ORL)

Scarfone Pietro Allen & Overy LLP

Zucconi Galli Fonseca Federico DLA Piper Italy

Indicates individual with profile.

= Other Ranked Lawyer.

Alphabetical order within each band. Band 1 is highest.

Chiomenti

What the team is known for Chiomenti is an Italian powerhouse with an excellent reputation across the full scope of financing mandates. The esteemed law firm boasts a strong offering in buyout finance, including leveraged finance, as well as in structured deals and other debt financings. The well-known team has a strong track record in assisting with regulatory matters, stretching from capital requirement rules to the incorporation of funds and sanctions proceedings. The law firm further possesses significant expertise in real estate finance matters. The sizeable team has a considerable cross-border reach. Chiomenti assists an impressive roster of domestic and multinational clients, including lending institutions as well as private equity firms and asset managers.

Strengths Clients highlight that “Chiomenti provides the best-in-class service also in terms of negotiation support and strategy, not only from a legal perspective. “Chiomenti is able to combine legal competencies together with commercial behaviour,” further clients enthuse about the law firm’s commercial vision.

Work highlights Advised Prelios Group on the structuring of an Italian portfolio of unlikely-to-pay loans granted to real estate companies.

Notable practitioners Francesco Ago (see p.874) is “very well known in the finance world,” market commentators enthuse. Francesco Ago has longstanding experience in a wide array of financing matters, including for both lenders and borrowers. Luca Bonetti (see p.878) is highly proficient at handling real estate financings, as well as related cross-border matters. Clients are quick to note that Luca Bonetti is “cooperative, prepared and has great experience.” Alessandro Portolano (see p.902) is a leading practitioner in the financial services sector, covering regulatory provisions, restructuring of joint ventures, evaluations. Clients label Alessandro Portolano as an “expert and pragmatic lawyer in the regulatory framework.”

Vincenzo Troiano (see p.909) retains an impressive practice of advising on statutory amendment regulatory matters, funds incorporation advice and sanctioning procedures. Vincenzo Troiano additionally advises on distribution of insurance products. Giulia Battaglia (see p.877) is adept at handling financings for matters arising in the energy and shipping industries. Giulia Battaglia is depicted by her clients as a “very commercial and creative lawyer,” going further to add that it is “always great to have Giulia on your side in negotiations.” Giorgio Cappelli (see p.881) is active in the market, advising financial institutions on multi-borrower loans and debt agreements. Giorgio Cappelli also often assists clients from the energy sector.

Clifford Chance Studio Legale Associato

What the team is known for Clifford Chance is a strong magic circle outfit with outstanding international capabilities in the field of banking and finance, bolstered by an impressive network in addition to the team’s English and US law expertise. The team is perfectly equipped to handle high-end acquisition finance deals, leveraged mandates and key real estate financings. The law firm has further recognised proficiency in term loan facility transactions. The lawyers are also adept at assisting with SACE-backed facilities and high-yield bond financings. The client roster notably features major banks as well as borrowers.

Strengths “We have a great impression of Clifford Chance,” clients enthuse, going further to say: “Clifford Chance’s service is efficient, precise and clear.” Other clients also comment: “We have been extremely satisfied by the support received from Clifford Chance and by the flexibility for the complexity of the transaction.”

Work highlights Advised Dedalus Holding on a EUR500 million financing package including high-yield bonds to partially finance the acquisition of a healthcare software business.

Notable practitioners Charles Adams is an outstanding practitioner with a vast amount of experience in advising borrowers on contractual matters as well as term loan facility agreements and high-yield bond financings. Clients highlight that Charles Adams is “incredibly well respected in Italy.” He is dual-qualified in the UK in addition to Italy. Giuseppe De Palma has considerable experience in advising on acquisition financing, portfolio sales and SACE-backed facilities. Giuseppe De Palma is also well versed in handling real-estate-related finance, such as for the purchase of property portfolios. Lucio Bonavita has a broad practice that takes in regulatory advice for acquisition financings and evaluation for Brexit impact assessments. Clients appreciate Lucio Bonavita’s “smart skills, commercial approach and full availability.”

Ferdinando Poscio rises in the rankings on the back of positive client feedback, with one stating: “Ferdinando Poscio has always been supportive and time-flexible to provide his insight on the matter, and he was extremely useful in providing out-of-the-box solutions.” Ferdinando Poscio frequently advises clients on high-yield bond financings, SACE-backed facilities and corporate reorganisations.

Pasquale Bifulco enters the rankings after receiving considerable market recognition as well as client endorsement, where one states: “Pasquale Bifulco is very precise and efficient. It’s always a pleasure to work with him.” Pasquale Bifulco focuses his practice on high-yield bond financings and assisting lenders with large loans.

Dentons Europe Studio Legale Tributario

What the team is known for Dentons offers support across a wide spectrum of banking and financing mandates. The team’s areas of expertise notably feature leveraged finance transactions, including through the issuance of debt. The firm is further highlighted for its experience in financing deals linked to refinancings. The firm’s client roster encompasses names active in the banking, funds and real estate business spheres. The firm also places energy, tax and financial services experts at the client’s disposal.

Strengths “Dentons’ team are technically prepared problem solvers and deal makers,” clients remark.

Others are quick to highlight Dentons’ “response time, negotiation skills as well as knowledge of the banking industry’s main issues.”

Work highlights Advised CMG Group and other companies on a corporate financing for the repurchase of a minority stake as well as reorganisation of its corporate structure.

Notable practitioners Alessandro Fosco Fagotto (see p.888) is known among clients for his “excellent legal knowledge,” as well as for being “always available for any client’s need.” Alessandro Fosco Fagotto often advises clients on corporate financings, real estate finance and leveraged finance.

DLA Piper Italy

What the team is known for DLA Piper is an international firm adept at handling cross-border acquisition finance and project finance mandates. The team is also strong at handling financings in the real estate sector. The firm is adept at assisting clients in fields including energy, manufacturing, asset management and lending. The firm also boasts an impressive global network offering.

Strengths Clients reveal that DLA Piper is able to “create good relationships with customers and make trust in their work by their legal opinions.”

“DLA Piper’s skills are differentiated: they have cross-compliance across many fields,” one client reports on the depth of the team.

Work highlights Advised Kiko on obtaining new credit facilities, including a SACE-guaranteed credit facility granted by a pool of banks.

Notable practitioners Clients value Federico Zucconi Galli Fonseca’s (see p.911) “very good human perspective in negotiations.” Federico Zucconi Galli Fonseca’s work portfolio encompasses refinancing operations, structuring of transactions and purchases.

Fivexol Studio Legale e Tributario

What the team is known for Fivexol Studio Legale e Tributario is a boutique firm equipped to handle regulatory issues applicable to financial services. The firm is adept at assisting banks, private equity firms and other regulated entities with a range of mandates including the incorporation of investment companies, corporate governance, compliance with financial market rules and distribution. The team
also acts for a mix of Italian and international clients, including alternative investors.

**Strengths** "Fivelux Studio Legale provides a consistent and effective support in dealing with international aspects," clients remark on the firm's cross-border capabilities.

**Work highlights** Advised Illimity Bank on reviewing and drafting contractual documents for the provision of banking and finance services to customers, including specific banking regulatory aspects.

**Notable practitioners**
- Edoardo Guffanti is ranked in the rankings after receiving a boost in positive client feedback, with one stating: “He appreciates his practical approach and his problem-solving attitude.” Edoardo Guffanti offers support to clients on investment agreements, launching of operations and assessment of new models.
- Francesca Di Carlo makes his debut in the rankings this year, following great market recognition, where he is labelled as a “financial regulation expert.” Francesca Di Carlo frequently advises clients on creation of funds, reorganisations and general transactional regulatory advice.

**Freshfields Bruckhaus Deringer**

What the team is known for
Freshfields Bruckhaus Deringer is a compact magic circle practice with a strong transactional focus. The team assists with a plethora of mandates stretching from acquisition finance to project finance. The law firm also provides expertise in refinancings, including for general corporate purposes. The lawyers additionally provide expertise in the regulatory field as well as in real estate and financial services. The team further advises banks and private equity firms on both the borrower and lender sides of transactions.

**Work highlights** Advised Linpac Group and affiliated companies as assignees on a trade receivables factoring programme.

**Notable practitioners**
- Interviewees characterise Francesco Lombardo (see p.895) as “smart, eclectic, market-oriented and very fast in his practice.” Francesco Lombardo's caseload expands to acquisition of hotel portfolios, restructurings and refurbishment financings.
- Gattai, Minoli, Partners
What the team is known for
Gattai Minoli is a very well-known law firm with outstanding lawyers dedicated to the clients, according to clients. Additional interviewees attest that “the Gattai Minoli & Partners team is very knowledgeable and they work extremely hard.”

**Work highlights** Advised Carlyle Global Credit on a EUR200 million transaction involving multi-issue structures and quasi-governance elements.

**Notable practitioners**
- Gaetano Carrello has particular visibility in matters relating to high-yield bonds, acquisition finance and dividend advice. Clients remark on Gaetano Carrello’s "outstanding judgement," adding that he is "extremely experienced, very responsive and the go-to person on key issues." Clients describe Lorenzo Verrutti as "very experienced," and mention that he "has been in the market for so long that he knows all sides and where the market stands." Lorenzo Verrutti is adept at handling acquisition finance as well as refinancings.
- Gianni & Origoni
What the team is known for
Gianni & Origoni is a domestic firm displaying prowess in a range of financial mandates, notably acquisition finance. The firm also assists clients with refinancings. The team boasts significant expertise in the establishment of investment platforms as well as in mandates involving payment services. The firm represents a wide range of banking institutions and key corporate clients. The team is also frequently involved in mandates involving other European jurisdictions.

**Strengths** Clients appreciate Gianni & Origoni’s clients-oriented service, highlighting the team’s “availability and interpersonal relationships.” Another client depicts Gianni & Origoni as “very proactive,” adding that the team works in a “very kind manner, even with very strict and short deadlines.”

**Work highlights** Advised Salvatore Ferragamo on an EUR250 million financing agreement with an Italian bank to fund ESG objectives.

**Notable practitioners**
- Clients endorse Emanuele Grippi (see p.893) as "one of those people who enable us to go the extra mile." Emanuele Grippi acts on the filings of applications, drafting of agreements as well as Brexit advice.
- Matteo Bragantini (see p.879) is considered to be a “good lawyer,” according to market commentators, as well as "easy to work with." He acts on credit granting facilities, revolving credit lines and financings. Clients are fond of Giuseppe De Simone’s (see p.886) “legal skills together with his human ones,” and they go on to say: “This always makes a difference in every subject treated.” Giuseppe De Simone is active in advising on debt financings, refinancings and acquisition assistance.

**Hogan Lovells Studio Legale**

What the team is known for
Hogan Lovells is an international firm renowned for representing both lenders and borrowers in a range of transactions, including acquisition finance. The team showcases significant expertise in the regulatory field, particularly in mandating concerning payment services and anti-money laundering compliance. The lawyers act on matters relating to the investment banking, real estate and automotive sectors.

**Strengths** "We are very satisfied with the quality of the work and response time,” clients say, while further commenting on the firm’s depth of team: “Another strength is Hogan Lovells’ ability to involve colleagues from different practices if and when needed.”

**Other clients** highlight that Hogan Lovells “provided pragmatic and commercial solutions very rapidly.”

**Work highlights** Advised Dea Capital Real Estate on the client’s operating activities and regulatory matters.

**Notable practitioners**
- Jeffrey Greenbaum gains recognition from clients for being a “very reliable lawyer,” as well as for his "very good knowledge of national and international topics." He dedicates his practice to regulatory advice, including for MIFID II, clearance requirements and e-commerce activity. Jeffrey Greenbaum is also adept at handling cross-border work, being qualified in Italy, the UK and the USA.

**Jones Day**

What the team is known for
Jones Day is an international outfit showcasing strength in transactions involving non-performing receivables. The firm’s client roster features investment management companies and other borrowers as well as lenders. The team is further equipped to handle structurings and the implementation of securitisations. Its clients benefit from the firm’s full-service offering, which includes tax and employment expertise.

**Notable practitioners**
- Francesco Squercioni is adept at handling non-performing and performing loan portfolio acquisitions, frequently related to the real estate sector. Francesco Squercioni is also active in handling cross-border work.

**Latham & Watkins**

What the team is known for
Latham & Watkins is an international outfit providing assistance with a variety of financing mandates. The team’s areas of focus notably include leveraged finance and refinancing matters. The firm is a solid choice for cross-border work owing to a strong international network both within Europe and extending to the USA. The firm possesses an impressive roster of domestic and international banks in addition to major corporate and private equity players. The firm’s clients’ areas of activity include pharmaceuticals, telecoms, and food and drink.

**Strengths** Clients remark on Latham & Watkins’ cross-border capabilities, highlighting that the “quality of the overall service provided has been always consistent and top-notch, always ensuring a smooth coordination or execution.”

**Latham & Watkins provide us with quick and detailed advice in every phase of the process, spotting red flags and helping us to find suitable solutions,” other clients report.

**Work highlights** Advised Forno d’Asolo on a EUR350 million placement of senior secured floating-rate notes for the refinancing of a bridge facility agreement.

**Notable practitioners**
- Clients are fond of Marcello Braglianis’s (see p.879) “pragmatic approach, negotiation skills and fairness,” also saying that “Marcello Braglianis is really well recognised in the market.” Marcello Bragliani offers support to clients on acquisition finance, debt refinancings and credit facilities. Antongiuol Scialpi (see p.905) advises clients on acquisition finance and debt refinancing via high-yield insurances. “Antongiuol Scialpi couples a deep knowledge of legal matters with a fruitful and proactive approach in negotiations,” one client enthuses.

**Legance – Avvocati Associati**

What the team is known for
Legance – Avvocati Associati is a well-equipped practice with a sizeable client base that comprises banks, private equity houses and state-owned companies. The firm acts as a non-performing receivables such as revolving credit facilities and refinancings for acquisitions and for general corporate purposes. The team further advises clients on real estate finance deals. The law firm also offers a wealth of expertise in other practice areas to provide a full service.

**Work highlights** Advised Castello SGR on a new economic-financial plan, which included the redefinition of terms and conditions of debt exposures.
Notable practitioners

Andrea Giannelli (see p.891) is a well-established figure in the market, focusing his practice on structuring of deals and negotiating and executing facility agreements. He additionally assists with financing for transactions. Emanuele Espositi (see p.888) enters the rankings after garnering great market recognition. Emanuele Espositi advises clients on securitisations in real estate matters, refinancing procedures and alternative fund investment for properties.

Linklaters

What the team is known for
Linklaters is a market-leading magic circle firm with a formidable reputation across the banking and finance spectrum and impressive international capabilities. The team showcases wide-ranging skills through a strong track record of acquisition finance deals, also in a leveraged context. The law firm is further equipped to handle large debt restructurings and refinancing mandates. The lawyers also assist a broad range of key national and international lending institutions as well as borrowing entities. The team additionally works closely with corporate and capital markets specialists.

Strengths “Linklaters’ lawyers are high-skilled, detail-oriented and are able to provide technical opinions of specific industries,” one client professes. “Linklaters is the best international banking and finance law firm a corporate could work with,” another client reveals.

Work highlights Assisted FNM with the drafting and negotiation of a EUR650 million bridge facility agreement with means to acquire a stake in Milano Serravalle-Milano Tangenziali.

Notable practitioners

Top-ranked Andrea Arosio regularly advises clients on stake acquisitions and restructurings. SACE-backed facilities as well as other facility agreements. “Andrea Arosio is simply the best, the master of banking, a great counsel I always trust,” one client praises. Department head Dario Longo joins the rankings due to his extensive work in financial services regulation in Italy, including regulatory assistance, post-Brexit advice and fund structurings. “Dario Longo is very clear, straightforward and very good in explaining difficult matters to a non-legal audience, which is a real strength,” a satisfied client says. Alessandra Ortelii offers support in debt restructurings, facility agreements compliance and reviews. Alessandra Ortelii also handles the negotiations and draftings of SACE-backed facilities.

Orrick, Herrington & Sutcliffe

What the team is known for
Orrick, Herrington & Sutcliffe has a longstanding reputation for representing local banks across a broad scope of deals. The team possesses notable strength in handling structured finance matters and acquisition finance mandates. The law firm’s roster features players with activity in the banking, manufacturing, real estate and energy sectors.

Strengths “Orrick stands out in banking services especially for the team’s creativity in finding ad hoc solutions for each deal,” clients highlight. “Orrick provides an accurate service, always finely tuned with the client,” other clients say.

Work highlights Advised Banca Popolare di Bari on the signing of an agreement regarding the bank’s advancing of its capital base and its relaunch.

Notable practitioners

Patrizio Messina (see p.897) is “a very well-prepared lawyer,” his clients say, further stating that “his expertise is very broad.” Patrizio Messina offers support to clients on UTF loans, financing grants and framework agreements. Marina Balzano (see p.879) enters the ranking table following extensive activity and client feedback, one of whom describes her as a “good negotiator who gives a lot of attention to deliver a service supportive of the client’s needs.” Marina Balzano is proficient at handling acquisition financings for pools of banks.

Pedersoli Studio Legale

What the team is known for
Pedersoli Studio Legale is a local outfit with a well-established reputation in the Italian market, also active on cross-border deals. The team’s wide-ranging expertise covers financings of corporate transactions, refinancings and project finance deals. The law firm assists lenders, often in syndicates, as well as borrowers, including asset managers. The firm’s clients are additionally active in many fields such as banking, real estate and private equity.

Strengths Clients appreciate Pedersoli’s depth of team, highlighting the firm’s “360-degree approach in dealing with different department matters in an efficient way.”

Work highlights Advised FCA Group on the negotiation of an SACE-guaranteed large financing.

Notable practitioners

Maura Magioncalda maintains a strong profile within banking and finance, handling financing agreements and finance grants as well as advice on investment plans. Maura Magioncalda is seen as a “quite eclectic lawyer” by clients, who also praise her “superior negotiation skills and her ability to find legal solutions which are sensible from a business viewpoint.”

Notable practitioners

Studio Legale Cappelli RCCD

What the team is known for
Studio Legale Cappelli RCCD is a compact firm advising on collateralised and non-collateralised financing transactions and the life-cycle of structured financing matters. The firm’s clients belong to a variety of fields including banking, asset management and private equity. The team is also adept at covering NPLs within the real estate sector.

Strengths “Studio Legale Cappelli RCCD is absolutely available to assist us in many ways,” clients emphasise, going on to say that “its services are very precise.”

Notable practitioners

Alberto Del Din (see p.886) is “appreciated for his intelligence in finding new and creative solutions to complex problems,” clients attest. Alberto Del Din is proficient at handling financings and NPLs, especially in the real estate sector.

Simmons & Simmons

What the team is known for
Simmons & Simmons is instructed for both domestic and cross-border mandates, with particular expertise in English law. The team is adept at assisting with acquisition finance, also in leveraged settings. The law firm additionally offers further expertise in refinancing mandates. The firm’s client base features banks and syndicates as well as alternative lenders and borrowing entities with activity in many sectors including shipping and real estate.

Strengths “Simmons & Simmons is highly specialised and very focused on a cluster of practice areas in which it pursues excellence,” one satisfied client comments.

Work highlights Advised Società Esercizi Aereoper-
tual on financings as well as amendments to existing credit agreements and bilateral facilities.

Notable practitioners

Davide D’Affronto is described by clients as having “a sound knowledge of banking legal matters,” and they add that he shows “a pragmatic and down-to-earth approach.” Davide D’Affronto dedicates his practice to advising on acquisition finance, credit facilities and refinancings. Dual-qualified in the UK and Italy, Nicholas Lasagna is adroit at handling debt refinancings, acquisition finance and credit facilities. Clients describe Nicholas Lasagna as a “very effective lawyer, always with a positive can-do attitude and able to identify the most appropriate solution that can address the client’s needs.” Ilaria Grillo debuts in the rankings this year following extensive activity and work in the banking and finance sector. Ilaria Grillo routinely assists with acquisition finance, granting of credit facilities and refinancings.

White & Case LLP

What the team is known for
White & Case is an international outfit adept at handling financings for acquisitions, in particular syndicated finance. The firm has a considerable focus on leveraged finance, strengthened by the team’s expertise in bond issuances. The team is often commended for its cross-border proficiency. The law firm additionally boasts an expansive client portfolio of international banks and listed corporates, hailing from various fields across major financial and real estate assets.

Strengths “White & Case has been very committed and helpful in having a smooth process with no issues, including timing as the team is always ready to react quickly,” clients highlight.

Others depict White & Case as “very efficient, commercial and always available to give sound advice.”

Work highlights Advised doValue on a EUR265 million bridge-to-bond financing for the acquisition of an 80% stake in the share capital of a management company.

Notable practitioners

Andrea Novaress (see p.899) is “very well known in Italy as one of the most experienced lawyers, with a unique track record,” a client enthuses. Andrea Novaress is a towering figure advising on the full range of banking and finance matters, spanning from credit risk analysis to facility agreements. Iacopo Filippo Canino (see p.880) routinely advises on acquisition finance, revolving credit facilities and shareholder representations. Clients describe Iacopo Filippo Canino as a “very experienced lawyer,” adding that “he is able to grasp the essence of issues and steer the transaction process in a constructive manner.”

Other Ranked Lawyers

Riccardo Agostinelli of Molinari Agostinelli is a well-established figure in the market with experience in SACE-guaranteed loans, debt reorganisations and further financing advice. Riccardo Agostinelli acts for both lenders and borrowers in the market. Corrado Angelelli of Greenberg Traurig, PA receives praise from clients, where one mentions he is “always available for discussions and a source of inspiration for new solutions.” Corrado Angelelli covers several areas of banking and finance, including NPLs, refinancings for joint ventures and acquisition finance for real estate.

Filippo Annunziata of Annunziata & Conso is a long-standing practitioner within the banking and finance industry.
Francesco Carbonetti of Studio Carbonetti e Associati is well known for his long-established reputation in the financial services regulations sector. Francesco Carbonetti is lauded as “a very important name in the market” by interviewees.

Giancarlo Castorino (see p.889) of McDermott Will & Emery LLP is known for handling real estate financings. Giancarlo Castorino further helps clients with acquisition finance and term loans.

Valerio Fontanesi (see p.889) is a well-regarded lawyer who has recently joined Giovannelli e Associati, having previously been based at Shearman & Sterling. He is at his most visible when advising clients on the financing of real estate portfolios, especially for private equity firms. Valerio Fontanesi also acts for banks and alternative lenders in the market.

Raffaele Lener of Lener & Partners Studio Legale is highly active in advising on joint ventures and regulatory aspects of transfers as well as Brexit-focused mandates. Raffaele Lener is also well versed in handling bankruptcy cases and bank acquisitions.

Andrea Limongelli (see p.894) of Gatti Pavesi Bianchi Ludovici is a new addition to the rankings this year, after receiving positive client commentary, where one highlights: “Andrea Limongelli is very smart in understanding complex and uncharted elements.” Andrea Limongelli focuses his practice on credit facility grants and debt refinancings.

An interviewee highlights the law firm’s “ability to cover all the countries and find innovative solutions.”

The editorial is in alphabetical order by firm name.

**Allen & Overy**

What the team is known for Allen & Overy is a market-leading practice with considerable prowess in debt capital markets and structured finance deals. The law firm has a wide offering in the DCM space, including green bonds, retail bonds and issuances under EMTN programmes, with additional expertise in Panda bonds. The team’s impressive client portfolio of both Italian and international financial entities includes hedge funds and lending institutions. The law firm often acts for arrangers or dealers.

Strengths “Allen & Overy are the best in Italy and are very innovative,” reports one client, while another adds: “The team are able to deliver the full package and find innovative solutions.” Another interviewee highlights the law firm’s “very good knowledge” and “ability to cover all the countries needed.”

Work highlights Assisted a pool of banks, including BNP Paribas, Crédit Agricole CIB and Mediobanca as joint bookrunners, with the issuance of a EUR750 million equity-linked bond by Prysmian and the buy-back of the outstanding EUR500 million zero-coupon equity-linked bonds.

Notable practitioners Dual-qualified in Italy and the UK, Craig Byrne wins considerable support from the market for his presence on DCM mandates, frequently advising national banks and global financial institutions. One client confirms he is “a well-rounded professional and a point of contact on regulatory aspects and structured complexities.” Stefano Sennhauser represents various clients including financial service providers, as well as domestic and international banks. He is highly experienced in synthetic securitisation mandates over portfolios of renewable energy projects, as well as handling covered bond programmes. Cristian

**BonelliErede**

What the team is known for BonelliErede is a strong team well suited to advise on the whole range of capital markets deals, boasting expertise across debt, equity and securitisation matters. The team is also skilled at handling derivatives mandates. The law firm handles a broad range of matters, including hybrid and convertible bonds, in addition to advice on IPOs and NPL securitisations. The capital markets team often acts in coordination with the firm’s corporate and tax departments.

Strengths “The law firm is very experienced at inter-
national transactions,” affirms one client.

“BonelliErrede is very competent and customer-oriented,” confirms another interviewee.

Work highlights
Assisted OVS with an EUR80 million rights issue as part of an equity capital increase.

Notable practitioners
Emanuela Da Rin (see p.885) offers clients expertise in debt instruments as well as structured finance matters. She routinely advises leading Italian industrial groups.

Massimiliano Danusso (see p.885) is “very commercial, very bright and extremely responsive,” one source affirms. He has notable experience advising clients on derivatives as well as social responsibility bonds.

Vittoria Giustiniani (see p.892) is well versed in handling a variety of ECM mandates, including rights issues, delistings and public M&A transactions. She advises both listed corporates and financial institutions.

Carlo Montagna (see p.897) has a strong track record of handling public M&A transactions.

Chiomenti

What the team is known for
Chiomenti is a widely reputed national outfit with a broad capital markets practice covering equity and debt, as well as structured finance. The team is very well suited to handle NPL portfolio transactions in the context of complex securitisation. The law firm is also skilled at assisting with covered bonds, EMTN programmes and other DCM mandates as well as IPOs, voluntary tender offers and share capital transactions.

Chiomenti offers UK law capabilities thanks to its London office, and clients benefit from the firm’s full-service offering, with tax partners frequently seen acting on complex capital markets transactions.

Strengths
“The work was carried out with great competence and in compliance with the agreed times,” confirms one happy client.

Work highlights
Advised Banca IMI and Intesa San Paolo on the EUR7.2 billion revolving securitisation transaction of consumer loans carried out by Intesa San Paolo.

Notable practitioners
Senior statesperson Francesco Ago (see p.874) is a highly respected figure with a wealth of expertise in securitisation matters. He has a solid track record of acting for both local and multinational financial institutions. The “knowledgeable” Enrico Giordano (see p.892) is recognised as a prominent figure in the ECM market. He advises Italian-headquartered corporates on strategic issuances of bonds and share capital reductions.

Gianrico Giannesi (see p.891) is frequently seen advising on revolving and synthetic securitisation transactions, as well as dealing with the securitisation of non-performing loan portfolios. His client roster comprises both banks and financial service providers.

Gregorio Consoli (see p.884) is deemed an outstanding practitioner with a vast amount of experience in structured finance matters. He assists banks with the implementation of synthetic securitisations and the management of UTP portfolios, as well as handling DCM mandates.

Clients highlight Federico Amoroso’s (see p.874) “ability to deal with complex matters and to find solutions.” He regularly advises clients on sustainable bonds, tender offers and capital increases.

Cleary Gottlieb Steen & Hamilton LLP

What the team is known for
Cleary is a recognised ECM department primarily acting on IPOs and delistings. The law firm has a well-reputed international reach and multidisciplinary approach bolstered by a network of offices around the world. The team’s clients include issuers hailing from a mix of industries, in particular manufacturing. Cleary also provides cross-practice support which features relevant tax or labour assistance.

Strengths
Clients approve of the team’s “commercial and problem-solving approach.” A further source comments: “Cleary are extremely good in innovating processes leveraging on their international expertise.”

“The team are very connected to the business and able to see the large picture,” affirms another interviewee.

Work highlights
Advised Falck Renewables on the offering of Italian green bonds convertible into ordinary shares, valued at EUR200 million.

Notable practitioners
Pietro Fioruzzi (see p.889) provides advice on IPOs and takeovers, offering further expertise on compliance issues. A client describes him as “an institution in the Italian market” and “very commercial and willing to go through the process.”

Nicole Puppioni (see p.902) is experienced in the offering of green bonds convertible into ordinary shares, the listing of shares and ECM regulatory compliance matters, as well as handling voluntary exchange offers. “She is oriented towards finding solutions and is very good in negotiations,” one client asserts. Associate-to-watch Rosa Parmose (see p.901) is praised by clients who report that she is “extremely proactive and ready to assist.”

She has experience assisting Italian banks and listed companies with a range of ECM transactions.

Clifford Chance Studio Legale Associato

What the team is known for
Clifford Chance has a highly reputed full-service capital markets offering encompassing debt, equity and structured finance.

The law firm is skilled at handling the full gamut of DCM mandates, including hybrid bonds, Yankee bonds and retail notes. The team is also experienced in all sorts of equity-related mandates, such as IPOs and share deals. Clifford Chance has a strong offering in securitisation, particularly in connection with non-performing receivables. The highly respected law firm is able to advise clients on UK, US and Italian law. Its impressive cross-border capabilities enable the team to represent global financial institutions, and its strong internal ties provide con-
tentious, real estate and tax assistance.

**Strengths** One client highly praises the law firm’s “availability to help and advise in the context of complex issues.”

“The Clifford Chance team has been very knowledgeable on what are the right aspects of the transaction,” confirms another interviewee.

**Work highlights** Acted for Prysmian Group on the issue of a EUR750 million equity-linked bond.

**Notable practitioners**

Clients speak at length about Filippo Emanuele, describing him as “clearly thorough” and “a great negotiator,” with one of them adding: “He is always keen to find the right solution satisfying both sides involved.” He assists companies with dual capital increases and IPOs, with clients profiting from his dual qualification in Italy and the UK. Gioacchino Foti advises a roster of clients including governments, banks and financial institutions on green, social and Yankee bonds. “He is very knowledgeable and reliable in terms of timing and commitment,” reports one client. Tanja Svetina assists SMEs, financial institutions and global banking players with securitisation programmes. Clients highlight her “experience and high standard of effective legal support” and describe her as “very hard-working.” Stefano Parrocchetti Piantanida regularly assists technology and manufacturing companies with capital increases and delistings. Clients describe him as “knowledgeable” and praise his reliability. New York-qualified Laura Scaglioni is praised by clients, who highlight her skills in cross-border coordination, describing her as “an expert on the international law side.” She assists local and international banks with the issue of BTPs as well as dealing with IPOs and capital increase mandates.

**Gatti Pavesi Bianchi Ludovici**

What the team is known for Gatti Pavesi Bianchi Ludovici is a national outfit well equipped to act on a variety of ECM mandates, such as capital increases, mandatory tender offers and delistings as well as listings of SPACs. The law firm assists clients hailing from a variety of industries including banking, pharmaceuticals and software development.

**Work highlights** Assisted Sist Group with the transition of its ordinary shares and warrants from the AIM to the MTA, managed by Borsa Italiana and valued at EUR250 million.

**Notable practitioners**

Anton Carlo Frau (see p.889) advises on ECM operations encompassing capital increases, joint ventures and public offerings. His client roster includes banks, investment companies and listed local corporates.

**Gianni & Origoni**

What the team is known for Gianni & Origoni is a national firm covering the full spectrum of capital market transactions, from equity-related mandates to DCM and structured finance deals. The law firm combines a strong offering in IPOs and share listings with experience in project bonds, green bonds and other debt instruments. The team is also adept at assisting with the securitisation of various assets including non-performing receivables. Gianni & Origoni’s international reach is strengthened by tight links with independent law firms worldwide. The law firm offers UK law capabilities with dual-qualified lawyers and strong ties to the dedicated office in London.

**Strengths** “Gianni & Origoni provided sound legal advice on complex and strategic issues,” one client remarks, adding: “The law firm has an excellent knowledge of the Italian market and regulatory issues.” “I really appreciate the depth of analysis,” reports another interviewee, adding: “The members of the team know the details of the transactions and are able to provide reliable advice in complex circumstances.”

**Work highlights** Advised Salcef Group on the listing of its ordinary shares and warrants on the MTA of the Italian Stock Exchange, transaction valued at EUR486 million.

**Notable practitioners**

Antonio Segni (see p.906) has excellent standing in the market as an active adviser on ECM transactions. He represents international clients in a range of matters including large IPOs, and listing and sale of shares. Richard Hamilton (see p.893) often advises on EMTN programmes, project bonds and note issuances, with clients further profiting from his dual qualification in Italy and the UK. Interviewees highlight his technical skills, with one adding: “He is very effective and follows the operation from the beginning to the end.” Domenico Gentile (see p.890) for his ability to provide “clear advice and full ability to meet tight deadlines,” with one of them adding: “He always has a really detailed answer for every legal situation.” He is experienced in handling the securitisation of NPL loan transactions. Alessandro Merenda (see p.897) is praised for his “high knowledge of stock exchange regulations and fast and accurate responses.” He is adept at handling listings of shares and warrants, as well as IPOs on the MTA of the Italian stock exchange.

**Hogan Lovells Studio Legale**

What the team is known for Hogan Lovells is a respected practice active in domestic and international structured finance matters. The proficient team acts as a skilled adviser on the complex securitisation of leasing and healthcare receivables. The team also advises on green bonds and other DCM operations tailored for SMEs. Hogan Lovells’ clients benefit from the Italian team’s close collaboration with the law firm’s other European offices, most notably in France, Spain, Germany and the UK. The team acts for a host of clients with activity in the financial space, including leading domestic and multinational names.

**Strengths** “Hogan Lovells combines professional preparation, support and trust with flexibility and promptness in solving problems,” says one client, who adds: “The services offered so far have always met our expectations.” “The team is very precise, competent and well prepared,” affirms another interviewee.

**Work highlights** Advised Rekeep on the EUR350 million issuance of high-yield senior secured notes.

**Notable practitioners**

US-qualified partner Jeffrey Lawlis (see p.894) offers expertise in sustainable, PIK and Yankee bonds. A client highlights him as their “go-to guy” for bonds. Dually qualified in the USA, as well as England and Wales, Ryan Benedict (see p.877) is recognised for his solid experience on DCM mandates. He frequently advises banks on private placements and the issue of Tier 2 capital instruments, as well as handling GMTN programmes. Antonio Coletti (see p.883) assists international players with both equity and debt mandates such as public takeovers, as well as high-yield bond transactions. One interviewee praises his “great standing and technical skills,” and describes him as “very commercially aware and able to find innovative solutions.”

**Legance – Avvocati Associati**

What the team is known for Legance is a strong Italian outfit well equipped to handle DCM, securitisation and equity-related capital market man-

**Jones Day**

What the team is known for Jones Day has a solid practice handling a broad spectrum of mandates including derivatives, structured finance and securitisations for both national and international clients. The law firm’s expertise also includes synthetic securitisations and lease portfolios. The law firm’s clients benefit from the firm’s international network.

**Strengths** “Jones Day is very close to the client, with cutting-edge legal, but also technical, cross-expertise,” one client reports.

“The firm’s strong international network has proved to be a real benefit, helping us to structure international deals,” adds another interviewee.

**Work highlights** Advised Banco Santander as arranger and Banka Akros as sponsor, as originator on a securitisation of receivables deriving from auto loans, valued at EUR850 million.

**Notable practitioners**

Vinicio Trombetti advises clients from the fashion, energy and pharmaceutical sectors on salary-secured loans, synthetic securitisation and trade receivables. One client lauds his “impeccable working attitude” and describes him as “smart and always willing to commit for future results.”

**Latham & Watkins**

What the team is known for Latham & Watkins’ leading DCM practice is predominantly noted for its outstanding experience in high-yield bonds. The team has considerable skill in ECM mandates, including IPOs and the establishment of SPACs. The law firm is widely recognised for its international strength, showing further capabilities in UK and US law and close links to its office in London, as well as US-qualified lawyers based in Milan. The team’s clients include financial entities acting as bookrunners or arrangers, as well as issuer corporates.

**Strengths** “Latham & Watkins are very well coordinated” and they are “fast and immediate,” affirms one happy client. “The team is competent, flexible and puts in a lot of effort,” confirms another interviewee.

**Work highlights** Advised Rekeep on the EUR350 million issuance of high-yield senior secured notes.

**Notable practitioners**

US-qualified partner Jeffrey Lawlis (see p.894) offers expertise in sustainable, PIK and Yankee bonds. A client highlights him as their “go-to guy” for bonds. Dually qualified in the USA, as well as England and Wales, Ryan Benedict (see p.877) is recognised for his solid experience on DCM mandates. He frequently advises banks on private placements and the issue of Tier 2 capital instruments, as well as handling GMTN programmes. Antonio Coletti (see p.883) assists international players with both equity and debt mandates such as public takeovers, as well as high-yield bond transactions. One interviewee praises his “great standing and technical skills,” and describes him as “very commercially aware and able to find innovative solutions.”
dates. The law firm's broad offering includes covered bonds, securitisation of non-performing receivables and EMTN programmes, as well as IPOs and voluntary tender offers. The team advises a mix of domestic and international banks as well as financial institutions, both issuers and investors. Strengths "Legance provide fantastic assistance in terms of technical competence and negotiation skills," observes one client, who adds: "The lawyers are commercial and client-focused, as well as problem-solving."

“They are very fast in the approach and able to understand the business and close the deal in the best manner,” hails another interviewee.

Work highlights Assisted UniCredit Bank with the securitisation of a portfolio of non-performing loans valued at EUR1.6 billion.

Notable practitioners
Alberta Figari (see p.888) is best known for assisting high-profile clients with complex capital increases, IPOs and share deals. Andrea Giannelli (see p.891) advises international clients from the banking, energy and aerospace sectors with high-yield bonds, EMTN programmes and securitisation matters. “He finds solutions and is able to see the bigger picture,” one client emphasises. Marzio Ciani (see p.883) routinely advises SMEs on the admission process to trade on the Italian stock exchange, as well as handling accelerating bookbuilding mandates. One client describes him as “problem-solving-oriented and very dedicated,” adding: “He is a very skilled capital markets lawyer with a good deal of experience in M&A for listed companies and cross-border transactions.”

Antonio Siciliano (see p.906) is recognised for his experience in DCM mandates. He advises on high-yield products, EMTN programmes and green bonds.

Linklaters
What the team is known for Linklaters is a strong and wide-ranging capital markets practice with offerings in ECM, DCM and structured finance. The expert team shows considerable prowess in connection with IPOs and rights issues, as well as securitisation transactions, NPL deals and covered bond programmes. The law firm also advises on debt mandates such as EMTN programmes and is able to assist with different facets of deals, with notable activity representing arrangers. Linklaters’ impressive international offering is bolstered by the firm’s far-reaching global network.

Strengths “Linklaters is excellent and able to deal with non-standard issues,” says one client.

Work highlights Assists Nexi, a company listed on the MTA of Borsa Italiana, with the EUR78 billion all-share merger of Nets into Nexi.

Notable practitioners
Claudia Parzani co-heads the team and offers expertise assisting financial institutions and banks. She additionally handles high-value strategic transactions for listed companies. One client confirms that Ugo Orsini is “a reference in capital markets, extremely able to find solutions and manage difficult and complex mandates.” He offers clients expertise in IPOs and capital increases. Davide Longo retains an impressive practice, advising on both securitisation and DCM mandates. He is highly experienced in assisting banks with covered bond programmes and sustainability-linked bond placements. Linda Taylor provides expert advice to an array of Italian and multinational financial institutions in relation to the issue of hybrid and sustainability-linked bonds. She is additionally experienced in handling MTN programmes. Francesco Paselletti enters the rankings this year thanks to support from clients, who say he “has a positive attitude, is very intelligent in reading the room and is extremely prepared on the technicalities.” He assists with public tender offers and accelerated bookbuilding mandates.

Ortick, Herrington & Sutcliffe
What the team is known for Ortick is a solid player in the securitisation arena with particular prowess in large NPL-related mandates, acting on behalf of arrangers, originators or subscribers. The law firm has further strength in DCM matters, including mini-bonds and green bonds. The experienced team also advises on EMTN and ECP programmes.

Strengths “Ortick shows leadership in finding commercial solutions to complex issues,” one client attests.

Work highlights Advised LcIcrea Banca and JP Morgan Securities, as co-arrangers and placement agents, in a multi-originator GACS securitisation of NPLs, valued at approximately EUR1.6 billion.

Notable practitioners
Annalisa Dentoni-Litta (see p.887) has solid experience dealing with GACS and receivables securitisation mandates, as well as disposals of NPL and UTP portfolios. She assists an array of local and multinational financial institutions. Clients laud Patrizio Messina’s (see p.897) “great legal know-how and very acute sense for sourcing new business.” He assists clients with EMTN programmes, NPLs and receivables in the energy and healthcare sectors.

Studio Legale Cappelli RCCD
What the team is known for Studio Legale Cappelli RCCD is a leading Italian boutique showcasing remarkable strength in connection with a wide range of complex structured finance mandates, including synthetised securitisation. The law firm also provides advice on EMTN programmes, hybrid bonds and other debt instruments, and complements its capital markets offering with strong regulatory expertise. The team advises an impressive roster of prominent national and international names from the financial, banking and insurance sectors.

Strengths One client notes that the team is “very flexible and open,” adding: “The lawyers are very efficient and absolutely a reference in the market.”

Another interviewee values the law firm’s ability to deal with cross-border mandates, describing the lawyers as “available and problem-solving.”

Work highlights Represented PIMCO and GVM as co-investors in the securitisation of a UTP portfolio and the issuance of notes worth approximately EUR900 million.

Notable practitioners
Paolo Calderaro (see p.880) has a wealth of expertise in complex transactions involving NPL portfolios. One client describes him as “a strong professional and a reference for the market.” Clients remark that Alberto Del Din (see p.886) is “a genius and one of the best, with a great vision and ability to innovate and structure operations.” He frequently advises clients on large-scale securitisation mandates. Michele Crisostomo (see p.884) is highly recognised for his DCM expertise, multidisciplinary approach and networking skills. He offers clients expertise in green bonds, EMTN programmes and a range of hybrid bonds. Stefano Agnoli (see p.874) is best known for his work on securitisation and structured finance mandates, advising a variety of clients including investment management firms and government branches. Marcello Maienza (see p.895) advises clients on the structuring of receivables and NPLs on behalf of the originator.

Shearman & Sterling LLP
What the team is known for Shearman & Sterling is an international firm well suited for advising on a plethora of ECM mandates, including IPOs, share deals and rights offerings. The law firm’s roster features a variety of clients including underwriters as well as issuers. Shearman & Sterling’s notable global network is well equipped to handle cross-border matters, with particular ability in those involving a US component, such as Rule 144A offerings.

Strengths “Shearman & Sterling has been very helpful, precise and clear in the advice,” underlines one client.

“They are to the point, practical and can find a compromise,” affirms another interviewee.

Work highlights Advised Piteco on the EUR351 million reserved capital increase aimed at the acquisition of a 70% share in RAD Informatica.

Notable practitioners
Emanuele Trucco (see p.909) receives praise from one client who says he is “very well prepared.” He assists clients with ECM operations including IPOs, shares listings and rights offerings.

Simmons & Simmons
What the team is known for Simmons & Simmons is an international outfit with experience across the gamut of DCM mandates, including EMTN programmes, sovereign bonds and other debt certific-ates. The team further assists with regulatory matters including Rule 144A mandates. The law firm offers English law capabilities and works in close collaboration with its network of offices.

Strengths Interviewees describe the team as “well organised and very professional,” with one adding: “You can trust their activity.”

Work highlights Represented the Republic of San Marino in a EUR340 million government bond issue on the Luxembourg Stock Exchange’s Euro MTF.

Notable practitioners
Head of the DCM group Paola Leocani advises on bond offerings including green bonds, EMTN programmes and retail bonds. She receives praise from a client who says that she is “clearly an institution” in capital markets and “technically very good.” Clients report that Simone Lucatello is “a strong communicator” and “a fantastic commercial partner who is knowledgeable and constructive in the way he approaches negotiations and operations.” He advises financial services providers on NPL securitisations.

Baldassarre Battista frequently deals with the issuance of government bonds and hybrid securities, as well as the buy-back of outstanding notes. One client reports that he “provides very good support, is well prepared and works well on English law matters.”

White & Case LLP
What the team is known for White & Case is an impressive international firm displaying distinct prowess in equity as well as debt capital market transactions, stretching from IPOs to EMTN programmes and Yankee bonds. The team has a very strong focus on high-yield products. The law firm boasts outstanding cross-border capabilities, offering additional advice on UK and US law, bolstered by its global network. The leading team’s clients come from a variety of sectors including banking, manufacturing and private equity.
Strengths “We found in White & Case a very good level of knowledge and experience,” reports a client, further noting the firm’s “very good connection between the offices.”

“The team is very commercial, business-oriented and understands what clients need,” affirms another interviewee.

Work highlights Advised Sofima Holding on the two tranche issue of a high-yield bond of senior secured notes, valued at EUR1.2 billion.

Notable practitioners Dual-qualified in Italy and the USA, Michael Immordino (see p.893) receives praise from the market for his presence on IPOs for large, international clients. One client describes him as an “expert on international and US law,” while another affirms: “He is a driver for international transactions, always coordinating the offices involved.” Gianluca Fanti (see p.888) is skilled at handling mortgage loans, NPL portfolio acquisitions and project loan securitisations. His client roster includes leading Italian and multinational banks. Ferigo Foscarì (see p.889) is skilled at handling ECM as well as DCM operations, and his expertise includes rights issues and IPOs as well as high-yield bonds. “He is very commercial but easy to work with and client-driven,” reports one client, while another adds: “He is the person you want to hear before taking a decision in order to understand all the variables in the scenario.” Piero de Mattia (see p.886)

Other Ranked Lawyers

Francesco Maria Aleandrì (see p.874) of DLA Piper Italy advises on a variety of clients’ listings and stock option plans.

Corrado Angelelli of Greenberg Traurig is at his most visible advising on complex securitisation matters and NPLs, showing notable expertise in distressed assets.

Antonella Brambilla (see p.879) of Dentons is recognised for her experience in ECM mandates. She routinely handles delistings, capital increase mandates and M&A transactions involving listed companies.

Emanuela Campari Bernacchi of Gattai, Minoli & Partners offers clients special expertise in non-performing receivables as well as synthetic securitisations. She has solid experience dealing with Italian companies from the financial sector.

Piergiorgio Leofredì (see p.894) of Dentons is recognised for his expertise in DCM mandates, especially in relation to Italian authorities. He advises on multi-jurisdictional DCM operations encompassing EMTN programmes and treasury bonds, as well as on mini-bonds.

Clients attest that Francesco Lombardo (see p.895) of Freshfields Bruckhaus Deringer is a “dynamic lawyer, solution-oriented with strong business acumen.” He is active on a variety of matters such as the setting up of securitisation programmes and the purchase of NPL portfolios.

Giuliano Marzi (see p.896) of Freshfields Bruckhaus Deringer assists with the management of securitisation programmes and the acquisition of NPL portfolios. He is experienced in advising both local and multinational financial services providers.

Lukas Plattner (see p.902) of Advant Nctm supports international and domestic clients on a range of matters including bookbuilding procedures, acquisitions of share capital and share listings. “He has long-standing experience, goes to the heart of the problem and is result-oriented,” confirms one interviewee.

Associate-to-watch Federico Tallia of Pedersoli Studio Legale is adept at advising listed companies on mergers, the issuance of shares and warrants, as well as listings on AIM Italia. Clients describe him as “very smart, responsive and knowledgeable.”
Cleary Gottlieb Steen & Hamilton LLP

**What the team is known for**

Cleary Gottlieb Steen & Hamilton has an outstanding reputation for its expertise in the full range of competition law matters, with extensive experience in administrative and civil antitrust litigation. It is highly active before the European Commission and the Italian Competition Authority, representing clients in merger control proceedings. The law firm’s industry-specific matters are handled in a variety of sectors, including telecommunications, transport, energy and life sciences, acting for an impressive list of high-profile Italian players and multinational corporates in the automobile, telecommunications and technology sectors. Abuse of dominance cases remain a key focus and the team is increasingly acting on proceedings concerning infringements of Article 101 of TFEU. Its lawyers have experience appearing before the administrative courts such as the TAR Lazio.

**What the team is known for**

Cleary Gottlieb Steen & Hamilton assisted Sky Italia with proceedings before the Italian Competition Authority regarding the award of broadcasting rights for Lega’s 2015-2018 seasons.

**Notable practitioners**

Mario Siragusa (see p.907) is a renowned lawyer who offers a wealth of experience and is recognised by sources as a leading figure in the competition field. He represents the interests of influential Italian and multinational companies on a regular basis. A client describes him as someone with a “strong reputation in Italy and Brussels,” and other market sources confirm him as a “prominent figure.” Marco D’Ostuni (see p.885) frequently advises local and global corporations on abuse of dominance, merger control and antitrust litigation. A market source comments that he is an “excellent lawyer” and clients say he is a “very good expert on antitrust issues, committed and able to find solutions.” He offers specialist knowledge on the energy, telecommunications and media sectors.

**Band 1**

Matteo Beretta (see p.899) is a distinguished senior statesman who is well known for handling a wide range of antitrust matters, with a focus on private enforcement and distribution arrangements. He frequently represents clients from various industries, such as oil and telecoms. Clients comment that he is a “very capable antitrust lawyer with a deep knowledge of antitrust law and economic implications.” Piero Fattori (see p.888) assists clients from sectors such as life sciences and energy with damages actions following ICA decisions, as well as with appeals. An interviewee comments that he is “always focused on the company’s issues and is absolutely reliable,” while another source appreciates his ability to find “peaceful resolution of potentially very critical disputes.”

**Band 2**

BonelliErede

**What the team is known for**

BonelliErede’s integrated group acts across its offices in Milan, Rome, Brussels and London, providing considerable international support on competition matters. It represents a broad range of important clients throughout Italy and internationally, with recent activity in the telecommunications, technology, energy, financial services and media sectors. The antitrust law team’s areas of expertise include cartel investigations, abuse of dominance and state aid cases, as well as merger clearance, consumer protection matters and the implementation of compliance programmes. Its lawyers offer significant experience assisting with appeals at the TAR Lazio and Consiglio di Stato and follow-on damages cases.

**Strengths**

A highly impressed client comments: “BonelliErede always make you feel like you are in good hands. They are the strongest you can rely on.”

**Work highlights**

BonelliErede acted for Fiorentina, Chievo, Pescara, Empoli, Perugia and Palermo football clubs on follow-on damages actions related to the Italian Competition Authority’s decision on international broadcasting rights for theLNPA.

**Notable practitioners**

Massimo Merola (see p.202) focuses his practice on state aid, regularly advising clients in the telecommunication and transportation companies. He is based in Brussels and has significant experience representing clients before the EU courts and the European Commission in a range of competition matters.

**Market commentators**

say he is “really excellent” and that he is an “especially good lawyer for state aid.” Claudio Tesauro (see p.908) enjoys a strong reputation in handling high-profile matters such as abuse of dominance and merger control. His client roster includes companies from the energy, telecommunication and aviation sectors. Clients appreciate that he is “strong both technically and beyond technical knowledge.” Francesco Anglani (see p.875) frequently assists with matters involving unfair commercial practices, abuse of dominance and compliance. His client roster includes companies active in the insurance, transportation and energy sectors. One market commentator considers him to be a “rising star” in the antitrust area.

**Band 3**

Advant Nctm

**What the team is known for**

Advant Nctm offers a dedicated practice covering the full range of regulatory and contentious competition matters, with particular strength in achieving clearance for acquisitions, joint ventures and FDI. The law firm represents clients before the ICA, administrative authorities and the EC and also frequently works with companies based in sectors such as telecommunications, automotive, digital technology, media, sports and pharmaceuticals. Antitrust litigation is another key strength of the team, including damages actions, as well as anti-competitive agreements and matters related to unfair commercial practices.

**Strengths**

Clients say that Advant has “strong legal
knowledge in antitrust matters but also civil law and M&A matters.”

An interviewee states: “They are very well structured to meet the needs of a large client and have a business sensitivity that goes beyond the legal requirements.”

Work highlights Advant Ncm is counsel to Lega Nazionale Professionisti Serie A on the tender procedure for broadcasting rights of seasons 2021 and 2024 seasons.

Notable practitioners
Luca Toffoletti (see p.908) heads the department and offers a wealth of experience in handling antitrust litigation, as well as merger filings to the ICA. His experience extends to joint ventures in the TMT sector. One client explains: “In addition to being very competent in his field, he is able to understand the complexity of our operation as a whole. This allows him to help us in strategic choices and in identifying the most suitable business solutions for the specific case.”

Cintioli & Associati
What the team is known for Cintioli & Associati is a boutique firm specialising in public law, including competition and European law. Regularly represents clients before the ICA and the administrative and civil courts. The team is experienced in handling disputes concerning cartel allegations, abuse of dominant position cases and unfair commercial practices. Its key areas of focus include the telecommunications industry, with further expertise in the transportation and banking sectors.

Strengths A client summarises: “You feel confident they can help you out.”

Work highlights Cintioli & Associati advised FCA Bank on an appeal against the Italian Competition Authority’s decision that it took part in agreements to reduce competition in car sales.

Notable practitioners
Fabio Cintioli is recognised by sources for advising clients from the transport and energy sectors. He has a particular focus on anti-competitive agreements and cartel proceedings. Market commentators observe he is a “strong administrative lawyer, he’s good before the administrative court and very well prepared and experienced.”

Clifford Chance Studio Legale Associato
What the team is known for Clifford Chance’s local branch of its extensive international network offers a full-service approach to its client base of domestic and international entities. Its in-depth knowledge of local legislation and EU law allows the team to advise on a range of issues, including abuse of dominance proceedings, cartel investigations and issues relating to state aid. The team represents clients from a variety of sectors, including energy services, retail, telecommunications and life sciences. Its lawyers also assist a number of well-known private equity firms with FDI filings. Coordinating with its global technology group, the firm provides advice on significant antitrust issues in the technology space.

Strengths A client praises Clifford Chance for its “tailor-made advice and very deep involvement.” Another interviewee notes: “Greatly appreciate their suggestions. They take into consideration the business approach, respond without delay and are proactive.”

Work highlights Clifford Chance assisted General Electric Healthcare with an investigation by the Italian Competition Authority for alleged abuse of dominance in the market for diagnostic instruments and maintenance services.

Notable practitioners
Luciano Di Via boasts strong expertise in a variety of antitrust proceedings, encompassing abuse of dominance, state aid and unfair commercial practices. Clients say he is both “very responsive and very knowledgeable.”

Freshfields Bruckhaus Deringer
What the team is known for Freshfields Bruckhaus Deringer acts at an international level on a wide range of EU and Italian competition law matters, supported by a substantial network of offices across jurisdictions. Its key areas of focus include merger control in relation to cross-border projects, public procurement and consumer protection investigations. The team offers additional expertise in cartel investigations and alleged exchanges of sensitive information. Its lawyers are frequently sought out by clients in regulated sectors such as energy and gas, automotive, media and financial services.

Strengths Clients appreciate that the Freshfields team is “very good at explaining the legal aspects but also understands how we think of risks commercially.” Interviewees say that its lawyers are “super prepared and high-level professionals who are practical and technical.”

Work highlights Freshfields assisted Volvo and Renault with follow-on damages claims relating to the European Commission’s decision on competition law breaches relating to truck prices.

Notable practitioners
Gian Luca Zampa (see p.910) advises domestic and international corporations on misleading advertising and information, merger control and cartel proceedings. He has an excellent reputation among market sources and clients who appreciate his ability to “translate complex legal issues into clear business outcomes.” Ernelinda Spinelli is recognised for her noteworthy experience in the European and Italian markets of abuse of dominance and cartel investigations and litigation. Clients say she is a “talented” lawyer who “delivers with vision and a pragmatic approach.”

Gattai, Minoli, Partners
What the team is known for Gattai, Minoli & Partners is an expert team equipped to assist national and international clients from the energy, automotive, pharmaceutical and financial services industries. The firm handles a broad range of competition and EU law, including merger controls, abuse of dominance and cartel investigations before the ICA. Corporations additionally benefit from the team’s expertise in implementing and monitoring Italian Consumer Code compliance programmes.

Work highlights Gattai, Minoli & Partners represented Toyota before the TAR Lazio in a judicial review of the Italian Competition Authority’s decision about an anti-competitive agreement affecting car sales.

Notable practitioners
Silvia D’Alberti is a highly regarded lawyer in the Italian competition market. Her expertise in this field includes consumer protection, abuse of dominance and merger control. She is widely regarded by market sources as a “leading antitrust lawyer in Italy.” Fabiana Campopiano is an increasingly prominent lawyer who acts on a broad range of mandates relating to vertical agreements, anti-bribery compliance programmes and merger control.

Legance – Avvocati Associati
What the team is known for A compact practice providing assistance with cartel investigations, state aid and unfair commercial practice cases, Legance – Avvocati Associati regularly represents clients before the ICA and Italian civil and administrative courts. The team is also active on mandates concerning sole control and its lawyers regularly focus on the banking, energy and retail sectors. It is increasingly sought out by national and international corporations, particularly to advise on the competition law aspects of corporate transactions.

Strengths A source recommends Legance for cartel cases in the Italy team because “you have more partner involvement and smaller teams.”

Another source comments: “The firm in general is keen to customise their work to the client’s needs. They have a fresh attitude and we appreciate their passion for results and ability to provide quick feedback.”

Work highlights Legance advised Nexi on the merger filing of its merger with SIA.

Notable practitioners
Vito Auricchio (see p.876) commands respect among interviewees for his long-standing experience in the field, with a source describing him as “very clear, precise, quick and pleasant to cooperate with.” He handles numerous mandates, from merger control to abuse of dominance, in sectors such as energy and manufacturing. Market sources note him as someone who is “very good at merger control work.”

Band 4

Baker McKenzie
What the team is known for Baker McKenzie undertakes cases within all areas of competition law, including cartel and anti-competitive agreement investigations, private enforcement and merger control. The team’s experience includes providing competition law compliance training programmes for clients. It is also active on antitrust litigation proceedings. The department has a notable focus on the fashion and luxury goods industry, with additional expertise in the automotive, media and pharmaceuticals sectors.

Work highlights Baker McKenzie acted for Mytaxi before the Council of State on an appeal related to the Italian Competition Authority’s ruling about radio taxis operating in Rome.

Notable practitioners
Andrea Cicala boasts strong expertise in handling a broad spectrum of competition mandates, encompassing merger control, unfair commercial practices and antitrust litigation. He is regularly involved in investigations into abuse of dominance.

DLA Piper Italy
What the team is known for DLA Piper assists international and Italian clients with competition and EU law issues. It is engaged in a range of mandates such as antitrust litigation and investigations, as well as providing assistance with compliance and dawn raids. The department advises on multi-jurisdictional merger clearance mandates and is able to draw on the expertise and geographic reach of its global network.

Strengths A client regards DLA Piper as “excellent in competition and telecommunications,” elaborating: “They have great international reach combined with strong skills and expertise in the Italian market.”

Work highlights DLA Piper assisted RCI Banque with...
an Italian Competition Authority investigation into the existence of a cartel.

Notable practitioners
Alessandro Boso Caretta (see p.878) offers extensive expertise in handling merger control and compliance mandates for clients in the energy, telecommunications and retail industries. A client comments: “Alessandro’s strength is that he knows the regulations very well but also how the business works.” Domenico Gullo (see p.893) is best known for representing clients from the pharmaceutical and energy industries in merger control proceedings, cartel investigations and abuse of dominant position allegations.

Gatti Pavesi Blanchi Ludovici
What the team is known for Gatti Pavesi Blanchi Ludovici’s solid team is dedicated to advising domestic and international clients on merger control filings, state aid investigations and antitrust litigation. It regularly represents clients before national and Italian antitrust authorities and courts and demonstrates aptitude in handling price-fixing cartel disputes as well as follow-on damages cases. Its lawyers are well versed in assisting clients from the telecoms, financial services and retail sectors.

Work highlights Gatti Pavesi Blanchi Ludovici represented SEA Milan Airports in a follow-on damages case brought by ATA Handling following the European Commission’s confirmation of a state aid granted to SEAS subsidiary.

Notable practitioners
Stefano Grassani (see p.892) is praised by sources for his experience in the field. His expertise includes the leisure, food packaging and energy industries, where he represents clients in appeals against decisions of the ICA and state aid damages claims. A client comments that he is a “highly skilled lawyer with great experience and in-depth legal knowledge, especially in the antitrust field.”

Hogan Lovells Studio Legale
What the team is known for Hogan Lovells has a strong local team supported by a widespread international network, allowing for particular strength in cross-border matters. The department advises clients on antitrust cases and unfair commercial practices, as well as assisting with antitrust compliance programmes. It regularly undertakes mandates for clients from regulated industries such as TMT, energy and transport. The team is also skilled at assisting clients with merger control mandates.

Work highlights Hogan Lovells advised GE Medical Systems and related companies in an abuse of dominance investigation by the Italian Competition Authority.

Notable practitioners
Sabrina Borocci is a highly regarded lawyer in the Italian market who advises on investigations and proceedings relating to cartel allegations and abuse of dominance. Clients say she is a “very good lawyer with a strategic mindset and commercial awareness.” Luigi Nascimbene is a senior associate in Hogan Lovells’ antitrust team whose experience spans abuse of dominance and cartel investigations, as well as merger control. A market source comments: “He certainly knows his antitrust.”

Linklaters
What the team is known for Linklaters has a reputed team acting on significant cross-border matters, covering merger control, anti-competitive agreements and cartel investigations. It also represents clients in appeals against ICA decisions. The team has an established client list of leading corporations, including those in the financial services, telecomcommunications and life sciences sectors.

Strengths An impressed client appreciates: “First of all, they are really responsive, day and night. The answers they give are really helpful in proceeding with the operation in mind. They also have a good knowledge of the topics.”

Work highlights Linklaters assisted Grandvision Retail with the merger control aspects of its acquisition by EssilorLuxottica.

Notable practitioners
Lucio D’Amaro frequently assists clients with cartel infringement proceedings, as well as merger control and appeals against decisions of the ICA. He has a reputation for representing clients from the aerospace, financial services, oil and energy sectors. He is praised by clients for being “clear and articulate.”

Osborne Clarke
What the team is known for Osborne Clarke deals with both national and EU competition law involving a vast range of mandates, encompassing abuse of dominance, cartels and misleading advertising. It also assists with the antitrust aspects of distribution and cooperation arrangements, defending clients from investigations and representing them in damages claims. Clients of the firm often hail from the life sciences, insurance and maritime industries.

Strengths Market sources note Osborne Clarke as a “high-quality group.” A client finds the team to be “prepared, pragmatic and available.”

Work highlights Osborne Clarke advised Nuova Imma on the antitrust aspects of its merger with SCP.

Notable practitioners
Enrico Fabrizi handles a broad range of competition matters for a diverse client roster, including shipping, e-commerce and communications companies. One market source confirms he is “very well known and reputed,” while another remarks that he is “brilliant with clients.” Valeria Veneziano is an accomplished associate who often handles mandates related to bid rigging and abuse of dominance and offers special expertise in the shipping sector. A market competitor states: “She has always been good and works hard.”

Pedersoli Studio Legale
What the team is known for Pedersoli Studio Legale handles a range of compliance, litigation and merger control issues, including representing clients before the ICA and administrative courts. Lawyers at the firm are skilled in antitrust issues linked to setting up distribution networks. The team offers strength in the banking and medical industries, with further expertise in the energy sector. It also draws on its relationships with international law firms to assist clients with cross-border competition issues.

Strengths Market sources describe Pedersoli as an “experienced team of antitrust lawyers.”

Work highlights Pedersoli advised Intesa Sanpaolo on the merger control aspects of its acquisition of Unione di Banche Italiane.

Notable practitioners
Davide Cacchioli focuses his practice on merger control, cartel infringement proceedings and litigation, frequently advising clients in the finance sector. Market sources say he is “very knowledgeable and reliable,” with one client appraising: “He understands businesses and enforcers equally well and gets deals through.” Alessandro Bardanzellu is a “very good emerging lawyer,” according to clients. He is recognised for his increasing presence in the market, assisting clients with cartels, merger control and abuse of dominance matters.

White & Case LLP
What the team is known for White & Case has an active team enjoying recognition for its antitrust practice. It is experienced in advising on matters regarding cartel investigations, compliance programmes and merger controls. The department also handles work for clients from a broad range of sectors, including pharmaceuticals, healthcare and media as well as the food and beverage industry.

Strengths A client confirms that “opinions issued by the firm are always highly appreciated for their ability to deal with complex issues, even from a business perspective.”

Work highlights White & Case represented Pro-Gest before the TAR Lazio to appeal the Italian Competition Authority’s decision in a cartel investigation.

Notable practitioners
Veronica Pinotti (see p.902) is well known in the market and frequently advises on matters concerning merger control. She is also skilled in proceedings relating to unfair competition, abuse of dominance and state aid. One client praises her “ability to interpret business needs,” and another notes her “tremendous international scope,” while a market commentator calls her a “very capable antitrust lawyer.”

Band 5

Eversheds Sutherland
What the team is known for Eversheds Sutherland’s skilled team is often instructed on domestic and cross-border antitrust mandates, regularly advising clients before the ICA and administrative courts. It is active in private enforcement, merger control and cartel disputes with further expertise in damages litigation. The department acts for a varied roster of clients, including companies from the energy, pharmaceutical, transport and TMT sectors.

Strengths A client is appreciative that the team is “helpful in moving matters to a successful conclusion.”

Work highlights Eversheds Sutherland acted for Xylem on an investigation into bid rigging in the water meter market by the Italian Competition Authority.

Notable practitioners
Alessandro Greco assists clients with cartel investigations, merger control and private enforcement. He is regarded as an “experienced lawyer” by market sources.

Grimaldi Studio Legale
What the team is known for Grimaldi Studio Legale deals with a range of competition and EU matters, including blockchain, anti-competitive commercial practices and abuse of dominance. The team notably handles cartel proceedings in front of the ICA. Its sector focus includes aviation, shipping and energy.

Work highlights Grimaldi advised the European Commission’s Directorate-General for Mobility and Transport and for Energy on the development of EU air transport policy.

Notable practitioners
Francesca Moretti has considerable experience in the antitrust field. She is regularly involved in inves-
tigations into abuse of dominance, market sharing and other anti-competitive practices and represents clients before the administrative courts. A market source describes her as "someone who knows the area inside out. She is very technical and has a very broad knowledge of everything antitrust."

**Orrick, Herrington & Sutcliffe**

*What the team is known for* Orrick, Herrington & Sutcliffe is well regarded for the filing of mergers and foreign direct investments. The team further handles investigations into the abuse of dominance and appeals on IAA decisions. It also assists clients with compliance programmes.

**Strengths** Clients note that the team at Orrick is “able to cover issues and manage matters in all circumstance,” adding: “They are always ready to support you in the best way, including in emergency situations.”

**Work highlights** Orrick represented F. Hoffmann-La Roche in its appeal against the Council of State's ruling about the existence of an anti-competitive agreement between Roche and Novartis concerning products for the treatment of ocular conditions. Lucentis and Avastin.

**Notable practitioners**

Pietro Merlini (see p.897) has a growing presence on abuse of dominance mandates and cartel investigations, as well as merger control. One impressed source states: "Pietro makes the hardest things easy, and this is very important from the client's point of view. He has a high ability to understand business dynamics."

**Rucellai & Raffaelli**

*What the team is known for* Rucellai & Raffaelli handles a range of competition, antitrust, state aid and consumer protection matters, including assistance with litigation before national and European courts. The team regularly assists clients from the telecommunications, pharmaceutical, insurance and transport industries. It is experienced in handling abuse of dominance claims, merger filings and state aid issues.

**Strengths** Market sources note the "broad range of offering" by Rucellai & Raffaelli "fromlitigation to merger control and antitrust investigations."

**Notable practitioners**

Enrico Adriano Raffaelli (see p.902) offers extensive experience in European and national competition law. Market sources confirm that he is “a very well-known lawyer in the antitrust market.” Elisa Teti (see p.908) is described as a "dynamic" individual by a market source, while another calls her a “good lawyer.” Her areas of expertise include merger control, abuse of dominance and cartel investigations.

**Tonucci & Partners**

*What the team is known for* Tonucci & Partners assists domestic and international companies with an array of competition and EU matters, such as merger control issues, cartel investigations, state aid cases, audits and compliance programmes. The team focuses on sectors including life sciences, telecommunications and gaming. It often represents clients before the Italian administrative courts and is increasingly active in advising clients on consumer protection law issues.

**Strengths** A client appreciates that Tonucci & Partners "always respects deadlines and is always able to operate in emergency situations.”

The same source notes that the team “demonstrates its ability to adequately handle complex issues with a client-oriented approach.”

**Work highlights** Tonucci & Partners advised Infront on the LNPA’s award of broadcasting rights for the Serie A Championship to the company and an appeal at the Council of State regarding the existence of a cartel.

**Notable practitioners**

Giorgio Aliu Saffi focuses his practice on consumer protection law, state aid and merger control. He is also heavily involved in establishing compliance programmes. A client appreciates that he is “available and very well prepared.”

**Other Ranked Lawyers**

Rino Caiazzo of Caiazzo Donnini Pappalardo & Associati offers a wealth of experience in the Italian competition law market. He focuses his practice on mandates involving merger control, abuse of dominance and regulatory issues. Market sources find him to be an “experienced lawyer” and note his focus on private enforcement.

Carlo Edoardo Cazzato (see p.882) of Orsingher Ortu

Avocati Associati offers a wealth of experience in handling anti-competitive agreements, cartel and state aid issues. One market source describes him as an "experienced practitioner and a good lawyer in terms of the quality of his knowledge."

Emilio De Giorgi of Allen & Overy comes highly recommended by market observers for his activity and long-standing experience in the market. He offers expertise in antitrust regulatory matters and litigation before the Italian courts. One impressed client observes: “Emilio’s guidance is always very practical and mindful of business operations.”

Mario Liberti of Trevisan & Cuonzo remains a pre-eminent figure in the antitrust field. Sources highlight his recognition in academic circles, and one market source describes him as “someone who really knows antitrust law better than anyone.” Another commentator refers to him as “a founding father of antitrust law.”

Federico Marini-Balestra of Bird & Bird is recognised for his noteworthy experience in the competition arena. Market commentators praise his knowledge of the telecommunications sector and say he is “very clever and very nice to work with.”

Riccardo Pennisi of Simmons & Simmons is recognised for his experience in assisting with mandates relating to bid rigging, abusive and exclusionary practices, as well as merger control. One client finds him to be a “real support for antitrust-related matters.”

Luciano Vasques of Studio Legale DDPV focuses his practice on appeals against ICA decisions, as well as private enforcement.

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**Compliance**

**Band 1**

**DLA Piper Italy**

*What the team is known for* DLA Piper is a market-leading firm with a solid grip on all manners of compliance programmes, from anti-money laundering schemes to internal investigations. The team is well positioned to advise on antitrust compliance. It frequently represents leading local and international corporations from a variety of sectors, including pharmaceuticals, energy and manufacturing. Its lawyers often handle the implementation of the Law 231 compliance programme for the Italian subsidiaries of non-governmental organisations and multinational corporations. It has additional expertise in the field of OFAC and other international sanctions. The firm is also very well positioned to advise on cross-border mandates thanks to a wide net of offices abroad.

**Strengths** One client enthuses: “DLA Piper and its whole Italian team have relevant experience and skills in this sector.”

**Work highlights** A team led by Raffaella Quintana assisted URSA Italia with a series of internal investigations and compliance models.

**Notable practitioners**

Esteemed lawyer Raffaella Quintana (see p.902) provides expert advice on compliance programmes, including Law 231 models and sanctions and export control programmes. She also has a wealth of experience in handling internal investigations in connection with criminal proceedings. One source praises her capabilities by stating: “She has a high standing and manages the client’s needs with great attention.” A client praises Antonio Carino (see p.881) as “a born leader with thorough knowledge of all matters and materials. He is absolutely impressive.” He offers expertise in anti-corruption and anti-money laundering compliance matters, including those with cross-border aspects. Raaffeila Perfetto (see p.901) is a highly regarded lawyer who frequently advises on anti-money laundering schemes and organisational models. He further assists with whistle-blowing programmes.
Orrick, Herrington & Sutcliffe
What the team is known for
Orrick, Herrington & Sutcliffe has a strong team and a wide client roster across many industries, notably insurance, banking, manufacturing, automotive and energy. The practice group is able to assist with a range of compliance mandates, including Law 231 organisational models. Orrick is also well placed to advise on GDPR issues thanks to a dedicated team focused on data protection. Its lawyers also demonstrate notable activity in the field of international sanctions.

Strengths
One highly impressed source says, “Orrick is one of the best experts in the Italian market regarding Law 231.”

Notable practitioners
Alessandro De Nicola (see p.886) enjoys market recognition as a “point of reference for the Italian Law 231 with a great experience of the financial market.” He is widely considered to be an expert on a broad range of issues, including GDPR, Law 231 models and ISO 37001 compliance. Jean-Paul Castagno (see p.882) handles a variety of compliance mandates, including internal investigations. She also regularly advises banking and financial clients on Law 231 models.

Clifford Chance Studio Legale Associato
What the team is known for
Clifford Chance provides a wide-ranging offering in the compliance field, notably in Law 231 organisational models. The team is further well positioned to advise on OFAC as well as EU sanctions. Its lawyers have proven expertise in anti-bribery matters, anti-money laundering programmes and whistle-blowing procedures. The firm has notable experience in cross-border mandates, with its client list including banks, insurers and pharmaceutical companies.

Strengths
One client praises Clifford Chance for its “ability to translate a business problem in a concrete advisory position.”

Work highlights
A team led by Pasquale Grella advised Barclays on cross-border aspects of a Law 231 compliance programme.

Notable practitioners
Antonio Golino is an adept lawyer who has notable experience in assisting with anti-bribery programmes, anti-money laundering schemes and international sanctions. He also advises international clients on Law 231 models.

Band 2

Advant Nctm
What the team is known for
Advant Nctm is a consolidated corporate compliance practice with experience in the implementation and update of Law 231 organisational models, as well as in the creation of new codes of ethics. Its lawyers frequently assist clients in the banking sector with anti-money laundering mandates. The team also handles data protection compliance and tax compliance issues.

Strengths
One client praises the team’s breadth of service in compliance by stating: “It is able to provide an integrated service covering all legal matters and aspects.”

Work highlights
A team led by Elsa Gentile, Luca Cavagnaro and Francesca Rogai advised Enav on a variety of matters, including a review of its anti-corruption code to ensure UNI ISO 37001:2016 compliance.

Notable practitioners
Raffaele Caldarone (see p.880) is an esteemed lawyer who advises on a variety of compliance mandates, notably international sanctions and anti-corruption schemes. One client regards him as “an excellent professional who is very attentive to corporate needs.”

BonelliErede
What the team is known for
BonelliErede is a strong firm with notable experience in anti-corruption matters. The team enjoys a notable ability to devise compliance programmes through the use of digital platforms. Its areas of expertise extend to risk management programmes. The firm’s lawyers advise a roster of high-profile clients belonging to a variety of industries, providing information technology, transportation and healthcare. It displays further aptitude in handling internal investigations.

Strengths
One client says: “Bonelli has a good mix of regulatory skills and organisational process knowledge.”

Work highlights
A Bonelli team led by Alessandro Musella and Francesco Sbisà represented Uber Italy and Uber Eats in a criminal investigation into alleged exploitation of riders.

Notable practitioners
Alessandro Musella (see p.898) handles a broad range of compliance mandates, including the design of due diligence programmes through digital platforms. One client concludes: “He has a deep knowledge of compliance issues and provides a strong overview on possible paths so that you can manage difficult and delicate situations.”

Chiomenti
What the team is known for
Chiomenti is a respected practice advising across the gamut of compliance mandates. The team often assists with the implementation of Law 231 organisational models, anti-bribery and anti-corruption issues. Its lawyers are also active in AML compliance matters and internal investigations. Chiomenti frequently advises on cross-border compliance.

Strengths
One client praises the team for its ability to “give advice on substantial aspects in a pragmatic way and provide solutions to defuse very delicate issues.”

Another source says: “Chiomenti displays extensive knowledge and appropriate expertise about anti-corruption matters.”

Work highlights
A team led by Francesco D’Alessandro continues to advise Allianz on Law 231 compliance on an ongoing basis.

Notable practitioners
Francesco D’Alessandro is a key contact for clients.

Cleary Gottlieb Steen & Hamilton LLP
What the team is known for
Cleary Gottlieb Steen & Hamilton wins recognition in the market for its compliance practice, in particular for its GDPR programmes. The Cleary compliance department is also adept at assisting with Law 231 organisational models. Its lawyers are well positioned to handle internal investigations. The team enjoys a wide roster that features clients active in regulated industries, notably banking, automotive and telecommunications. Cleary also leverages a broad network of offices around the world to provide a full service in cross-border mandates.

Work highlights
A team led by Francesco De Biasi advised Special Olympics Italia on GDPR compliance.

Notable practitioners
Francesco De Biasi is a key client contact.

Delfino e Associati Willkie Farr & Gallagher LLP
What the team is known for
Willkie Farr & Gallagher draws attention for its experience in Law 231 organisational models and anti-corruption mandates. The firm’s lawyers are adept at handling internal investigations. The team shows additional capabilities in anti-money laundering compliance.

Work highlights
A team led by Roberta Battistin advised CEVA Logistics Italia on the implementation of a Law 231 compliance programme.

Notable practitioners
Francesco D’Alessandro is a prominent lawyer who advises on anti-bribery internal programmes. She also frequently handles Law 231 models. Marilena Hyracci (see p.893) is an increasingly prominent associate who often assists with Law 231 organisational models and anti-bribery due diligence. She is
also experienced in internal investigations.

**Hogan Lovells Studio Legale**

What the team is known for: Hogan Lovells is an international firm that is adept at handling a variety of compliance mandates, most often comprising data privacy and anti-trust compliance. The team is also well-positioned to advise on compliance with Communications Authority regulations. Hogan Lovells’ broad client roster includes international corporations, financial entities and public administrations. The team benefits from a firm-wide approach by often engaging lawyers with expertise in other fields, including life sciences and corporate law.

**Strengths:**
- One client emphasises the firm’s “reliable, solid, top-level assistance.”
- **Work highlights:** A team led by Massimiliano Masnada advised Pago PA on GDPR compliance relating to projects around the digitisation of the Italian Public Administration.

**Notable practitioners:**
- Jeffrey Greenbaum advises across a broad range of compliance mandates and is qualified in the USA, the UK and Italy. A source notes: “He is often involved in the grey areas of regulation to figure out where it should go in future.”

**Studio Legale Padovan**

What the team is known for: Studio Legale Padovan is an experienced practice with a strong focus on international compliance. The firm offers particular experience in export compliance and international sanctions, including in mandates relating to the Russian Federation and Iran. The team’s lawyers advise a range of banking clients on anti-money laundering matters.

**Strengths:**
- One client says: “In my view, Studio Legale Padovan really stands out for it’s good, practical knowledge of Italian compliance.”
- Another client praises Studio Legale Padovan’s “pragmatic approach to complex matters.” The same source notes: “They stand out in the market for their high-level competence on sanctions, trade compliance and anti-money laundering matters.”

**Work highlights:**
- A team led by Marco Padovan continues to advise BDR Thermea Group on export control compliance.

**Notable practitioners:**
- Marco Padovan is a key client contact.

**Other Ranked Lawyers**

“The excellent” Bruno Assumma offers significant experience in devising organisational models. Sources highlight his strength in Law 231 matters.

Federico Busatta (see p.880) enters the rankings on the back of positive feedback from his clients, one of whom appraises: “His ability to navigate complex Italian legal issues for US clients, while working as part of a cross-jurisdictional team of lawyers, is unparalleled.” He advises on a variety of compliance matters, including internal investigations.

Ilaria Curti (see p.885) is an increasingly prominent lawyer who is highly regarded in the compliance market. She has expertise in a range of matters, most notably in Law 231 organisational models.

Enrico Maria Mancuso has recently joined Herbert Smith Freehills and offers expertise in a plethora of compliance matters, notably anti-corruption due diligence. One client summarises his strengths as his result-driven approach, proactive attitude and flexible mindset.

Francesco Mucciarelli is a well-known criminal lawyer who has a significant track record in compliance. His client roster notably features a range of banks.

Elisa Scaroina is widely considered by market sources to be a skilled lawyer in compliance. She advises on a variety of matters, including Law 231 compliance.

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**Corporate/M&A**

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**Alphabetical order within each band. Band 1 is highest.**

**Band 1**

**BonelliErede**

What the team is known for: BonelliErede has a superb M&A team consistently advising on high-stakes deals. The prestigious team continues to assist private equity funds with large-scale transactions, as well as handling complex cross-border mergers and transfers of business. The law firm’s client roster features national and international companies coming from a variety of industries including banking, asset management, telecoms and retail.

**Strengths:**
- Clients report that BonelliErede has “always performed above the expectations,” and describe the lawyers as “highly professional, available and problem-solving.”
- Another interviewee highlights the firm’s “highest-quality work” and “extremely available and competent team.”

**Work highlights:** Advised PSA Group on the Italian aspects of its EUR19.1 billion merger with Fiat Chrysler Automobiles.

**Notable practitioners:**
- Sergio Errede (see p.888) is widely admired for his impressive track record in corporate law and M&A transactions. He has a longstanding presence in the M&A market, advising banks and high net worth individuals on high-value takeovers and disposals.
- Umberto Nicodano (see p.898) has a strong track record advising international companies active in the luxury goods sector on cross-border acquisitions. Clients describe Umberto Nicodano as “a very experienced lawyer in M&A matters.” Mario Roli (see p.903) has excellent standing in the market as an active adviser on sizeable mergers and acquisitions in the automotive and transportation sector, as well as private equity deals. Interviewees believe Mario Roli is a “great M&A lawyer” and highlight his deep knowledge of the infrastructure sector.
- Andrea Carta Mantiglia (see p.882) has long experience handling high-value transactional mandates on behalf of multinational pharmaceutical companies. He is additionally well-versed in strategic acquisitions in the banking sector.
- Roberto Cera (see p.883) is a well-established figure in the market with experience acting for industrial groups investing in public infrastructure projects. Sources highlight his ability to deal with cross-border mandates.
- Stefano Cocchi Pessani (see p.880) acts on behalf of leading Italian companies on cross-border M&A deals, in particular those targeting the telecoms sector. He additionally handles corporate governance and transactional mandates for listed companies.
- Eliana Catalano (see p.882) enters the rankings this year thanks to the support from interviewees who describe her as “superlative” and commend her “great standing” in the market. She provides expert advice on disposals in the telecoms sector.
- Giuseppe Lombardi (see p.889) is recognised for his experience in M&A transactions and strong track record in litigation. Client roster includes private equity and venture capital funds.
- Stefano Nanni Costa (see p.898) is a well-known practitioner with a solid reputation for both transactional and contentious mandates. He advises private equity firms on the Italian aspects of strategic pan-European acquisitions.

**Chiomenti**

What the team is known for: Chiomenti has a powerful corporate practice handling high-end M&A mandates, corporate governance and joint venture agreements. The market-leading team has a strong international focus, with offices in various locations including London, New York and Hong Kong. The law firm acts as a trusted counsel on mergers, acquisitions and disposals of major assets for companies active in a wide range of industry sectors, including infrastructure, automotive and financial services.

**Strengths:**
- Clients describe the lawyers at Chiomenti as “extremely knowledgeable and customer-oriented.”

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one of them adding: “Chiomenti showed incredible stamina and high-quality work.”

Another interviewee highlights “the high level of preparation and continuous support and assistance that the law firm offers.”

Work highlights Assisted Kohlberg Kravis Roberts & Co. with the acquisition through a special purpose vehicle of 37.5% of the share capital of FiberCop, valued at EUR7.7 billion.

Notable practitioners

Michele Carpinelli (see p.881) is held in high esteem by market commentators, who believe he is a star of the M&A market. He provides expert counsel to Italian infrastructure fund managers on strategic share transactions. Carlo Croff (see p.885) is a well-established figure in the market, highly acclaimed for his M&A expertise. He is highly active in cross-border acquisitions, capitalisation transactions, and complex share deals. Francesco Tedeschini (see p.907) is a talented practitioner whose practice encompasses high-value acquisitions as well as sophisticated regulatory matters. He is frequently instructed by leading international conglomerates, private equity firms and local banking entities. Filippo Modulo (see p.897) advances in the ranking this year thanks to support from clients and market commentators, one of them describing him as “extremely knowledgeable, constructive and hands-on.” He frequently deals with both local and cross-border acquisitions and disposals. Luca Fossati (see p.889) frequently deals with corporate/M&A mandates concerning the Italian market. His client roster includes companies from the real estate and media sectors. Massimiliano Nitti (see p.899) is well versed in handling high-value acquisitions and disposals in the insurance and financial services sectors. Clients appreciate his organisational skills, with one of them reporting that he is “available and very good at coordinating the operations.”

Gianni & Origiors

What the team is known for Gianni & Origiorns is consistently highlighted as a market-leading practice in high-end transactional mandates. The well-established team is equipped to manage both public and private M&A, including high-value acquisitions, joint ventures and divestments. The law firm also shows strong international capabilities boosted by an array of foreign desks.

Strengths Clients describe the team as “outstanding,” with one of them adding: “The team was available and they are very well-prepared professionals.” Another interviewee believes the lawyers at the firm are “precise, efficient, with an open and intelligent approach,” and appreciates the team’s “wide experience in cross-border and international deals.”

Work highlights Advised Atlantia on its EUR5 billion exit procedure from Autostrade per l’Italia.

Notable practitioners

Francesco Gianni (see p.892) has a stellar track record advising leading corporates on high-value disposals, as well as handling the negotiation of complex strategic partnerships. Clients remark that he is “one of the best lawyers in the country” and “top class in terms of competencies.”

Antonio Segni (see p.906) provides expert advice on high-value disposals and joint ventures. Clients describe him as “a very authoritative person” who is able to “manage deals of great complexity.”

Andrea Aiello (see p.874) frequently deals with acquisitions, share disposals and complex exit procedures for a variety of local and international companies. Clients approve of his “high professionalism and experience.”

Leading Individuals

Star individuals

Gattai Bruno Gattai, Minoli, Partners

Band 1

Cappelli Roberto Studio Legale-Cappelli RCD (ORL)®

Croft Carlo Chiomenti®

Gatti Francesco Gatti Pavesi Bianchi Ludovici®

Pavesi Carlo Gatti Pavesi Bianchi Ludovici®

Pedersoli Carlo Pedersoli Studio Legale

Tedeschini Francesco Chiomenti®

Troita Filippo Legance- Avvocati Associati®

Band 2

Bonsignore Roberto Cleary Gottlieb Steen & Hamilton LLP®

Modulo Filippo Chiomenti®

Roli Maria BonelliErede®

Scialla Stefano Latham & Watkins®

Sersale Paolo Clifford Chance Studio Legale Associato

Band 3

Asti Nicka Freshfields Bruckhaus Deringer®

Carta Margitiglia Andrea BonelliErede®

Cera Roberto BonelliErede®

Fantacchiotti Giorgio Linielati

Gandini Andrea Pedersoli Studio Legale

Ghiogione Paolo Allen & Overy®

Giampietri Alberto Legance-Avvocati Associati®

Marena Alessandro Pedersoli Studio Legale

Pedersoli Giovanni Pedersoli Studio Legale

Penco Salvi Umberto Clifford Chance Studio Legale

Picone Luca Hogan Lovells Studio Legale

Scassellati-Sforzolini Giuseppe Cleary Gottlieb Steen & Hamilton LLP®

Valerio Stefano Gatti Pavesi Bianchi Ludovici®

Band 4

Dubini Alessandro Dentons Europe Studio Legale Tributario®

Dunlop Lea Hogan Lovells Studio Legale

Fanuele Domenico Shearman & Sterling LLP®

Gazzaniga Giovanni Allen & Overy®

* indicates individual with profile.

ORL – Other Ranked Lawyer.

Alphabetical order within each band. Band 1 is highest.

Segni Antonio Gianni & Origiorns®

Stella Francesco Hogan Lovells Studio Legale

Tesi Massimo Studio Di Gravio (ORL)®

Band 5

Aiello Andrea Gianni & Origiorns®

Cacci Pessani Stefano BonelliErede®

Cibrario Ascanio Pedersoli Studio Legale

D’Aniello Alfredo Gianni & Origiorns®

Fossati Luca Chiomenti®

Giardino Andrea Gatti Pavesi Bianchi Ludovici®

Guerra Goldfried OLA Piser Italy®

Pedersoli Antonio Pedersoli Studio Legale

Band 6

Bartocci Bruno Legance-Avvocati Associati®

Bazzano Errico Freshfields Bruckhaus Deringer®

Catalano Eliana BonelliErede®

Croso Stefano Jones Day®

Di Pasquale Antonio Hogan Lovells Studio Legale

Graffi Leonardo White & Case LLP®

Lombardi Giuseppe BonelliErede®

Montanaro Matteo Cleary Gottlieb Steen & Hamilton LLP®

Nanni Costa Stefano BonelliErede®

Nitti Massimiliano Chiomenti®

Santa Maria Luigi Greenberg Traurig Santa Maria

Santa Maria Mario Greenberg Traurig Santa Maria

Up-and-coming individuals

Faggiano Pier Francesco Dentons Europe Studio Legale®

Ginobili Gerardo Gatti, Minoli, Partners

Nastasi Paolo Allen & Overy®

Sassella Marta Pedersoli Studio Legale

Associates to watch

Casini Francesca Clifford Chance Studio Legale Associato

Ferri Antonio Allen & Overy®

Marchiolo Maria Vittoria Chiomenti®

Sponsioni Luca Freshfields Bruckhaus Deringer®
ferent areas and an extraordinary attention to details.” He handles acquisitions and disposals targeting the life sciences and energy sectors, as well as having significant experience on strategic agreements.

Gattai, Minoli, Partners
What the team is known for Gattai, Minoli & Partners is a strong and well-reputed domestic outfit handling a variety of M&A mandates including acquisitions, strategic partnership agreements and divestments, with a distinct focus on private equity deals. The expert team is adept at assisting with both inbound and outbound cross-border matters, including from a variety of sectors such as finance, pharmaceuticals and manufacturing.

Strengths Clients belittle Gattai, Minoli & Partners as a “top law firm” and are “very positively impressed” with the team’s skills in M&A transactions. Another interviewee highlights the law firm’s ability to provide “excellent professional advice.”

Work highlights Advised Recordati, Fimei and Pedersoli on the reverse merger of Fimei and Rossini Investments into Recordati, valued at EUR3 billion.

Notable practitioners
Clients remark that Bruno Gattai is a “master” and “the best in M&A,” highly praising his “strong reputation and ability to win the client’s trust very quickly.” He is specialised in handling high-value M&A transactions on behalf of investment banks, prominent multinationals and private equity firms. Gerardo Gabrielli is recognised for his experience in M&A transactions, with particular focus on private equity deals. He frequently deals with sizeable acquisitions targeting the food and beverage, IT and pharmaceutical sectors.

Gatti Pavesi Bianchi Ludovici
What the team is known for Gatti Pavesi Bianchi Ludovici is a prominent practice that attracts praise for its capabilities handling the full gamut of M&A transactions, including high-value acquisitions, share deals, mergers and divestments. The law firm’s clients hail from the banking, luxury and pharmaceutical sectors. The leading team also provides advice in connection with group reorganisations.

Strengths Interviewees believe Gatti Pavesi Bianchi Ludovici is a “great domestic firm,” able to “manage transactions perfectly.” “Gatti Pavesi Bianchi Ludovici were exceptional,” reports a client, who highlights the team’s “ability to coordinate at every stage.”

Work highlights Advised Moncler on the EUR1.15 million acquisition of Sportswear Company.

Notable practitioners
Francesco Gatti (see p.890) has lengthy experience in the M&A arena and frequently represents clients in the banking, TMT and manufacturing sectors. He is a well-respected figure in the M&A market who “makes a difference in negotiations” and “gives the comfort required” to clients. Carlo Pavesi (see p.901) maintains a standout practice regularly acting on market-leading M&A transactions spanning the banking, manufacturing and energy sectors. He is a highly respected figure in the market, deemed to be “very intelligent” and “very good technically.” Stefano Valerio (see p.910) has significant experience handling share acquisitions and disposals for clients from the retail and energy sectors. He is additionally well versed on sizeable cross-border mandates.

Andrea Giardino (see p.892) comes highly recommended for his expertise in M&A transactions. He advises local and international investment companies, as well as leading corporates from the pharmaceutical and luxury fashion sectors, on high-value acquisitions, disposals and mergers.

Legance – Avvocati Associati
What the team is known for Legance is a well-established team with a very strong reputation for representing leading public and private enterprises from a variety of sectors such as automotive, energy, banking, chemicals and IT, as well as private equity funds. The expert team is well equipped to manage sizeable mergers, acquisitions, divestments and joint ventures. The law firm combines a strong domestic workload with significant experience in international mandates.

Strengths “The team’s experience and their knowledge of the local market was most helpful and supported the client through a very complicated transaction,” reports one happy client.

Another interviewee lauds the law firm’s cross-border capabilities, remarking: “Legance provided excellent advice across the variety of jurisdictions involved.”

Work highlights Represented Fiat Chrysler Automobiles in the EUR42 billion cross-border merger with PSA, resulting in the creation of Stellantis.

Notable practitioners
The “great” Filippo Troisi (see p.909) remains a towering figure in the M&A market. He acts for a variety of industries including financial services and banking on corporate transactions including acquisitions and squeeze-outs. Alberto Giampieri (see p.891) is a well-reputed figure in the M&A market who frequently deals with large cross-border mergers and disposals. His client roster includes corporates active in the automotive, energy and financial industries. Bruno Bartocci (see p.876) is experienced in acquisitions, share deals and business combination transactions. Clients appreciate that he is “very experienced and well connected.”

Pedersoli Studio Legale
What the team is known for Pedersoli is a highly regarded local corporate law practice that acts for leading local companies as well as multinationals. The leading law firm attracts clients from a range of sectors including telecoms, banking, automotive and chemicals. The team’s areas of activity include acquisitions, mergers and joint venture agreements, with significant domestic deals as well as cross-border work.

Strengths “Pedersoli was always one step ahead, advising on the best solution and taking a commercial approach when needed to clinch the transaction,” says one client. “The law firm is extremely professional in the approach, flexible to find solutions and able to fully understand the needs and the priorities of their clients,” reports another interviewee.

Work highlights Advised Intesa Sanpaolo Group on the voluntary public exchange offer on 100% shares of UBI, valued at EUR5.48 billion.

Notable practitioners
Clients regard Carlo Pedersoli as “one of the most experienced M&A lawyers in Italy.” His clientele comprises banks, as well as telecommunications and financial services providers. Andrea Gandini is active in handling high-value acquisitions, disposals, mergers and demergers, including cross-border transactions. He supports financial services providers and companies from the chemical sector with expert M&A advice. Alessandro Marena is recognised for his expertise handling M&A transactions. He routinely advises Italian manufacturers and financial services providers on acquisitions and divestments. Giovanni Pedersoli has longstanding experience in dealing with M&A matters including share deals and acquisitions. Clients approve of his “vast experience in cross-border deals and ability to transform deals into innovative solutions, have a pragmatic approach and create a good relationship and reciprocal trust within tough negotiation processes.”

Ascano Cibrario has an extensive track record in handling mergers, acquisitions and joint ventures and is well versed in private equity deals. Clients confirm he is “hands-on, with a good vision and negotiating skills.” Antonio Pedersoli advises on corporate and transactional matters for clients from the financial services and chemical industries. One interviewee says he is “a deal-maker,” and “technically good and focused on the result.” Marta Sassella assists leading Italian banks and manufacturing companies with sizeable acquisitions and disposals. Clients affirm that she is “a very talented lawyer and tough in negotiations.”

Band 3
Clifford Chance Studio Legale Associato
What the team is known for Clifford Chance has a wide-ranging, practice covering M&A, joint venture agreements and private equity deals. The team’s client roster features corporates from the banking, insurance and energy sectors. The law firm’s strong network of international offices facilitates the team’s ability to advise on complex multi-jurisdictional transactions. The expert team assists domestic and international corporations and investors, with notable activity in public M&A.

Strengths “The assistance was always timely and focused on our needs,” asserts one client, adding: “I appreciated the constructive approach in the course of negotiations and the positive environment built by the team.”

“Clifford Chance helped us navigate local issues with clarity and certainty, allowed us to implement a commercial complex deal and set us up for success,” reports another interviewee.

Work highlights Assisted Macquarie Infrastructure and Real Assets with the EUR7 billion acquisition of part of the share capital of Open Fiber from Enel.

Notable practitioners
Paolo Sersale is skilled at advising private equity firms, investment banks and holding companies on high-value acquisitions. “He has a great depth of knowledge and is incredibly responsive. He has the ability to quickly assess a complex situation and outline multiple solutions with clear recommendations,” remarks one client. Umberto Penco Salvi’s transactional practice comprises public M&A transactions, as well as the creation of joint ventures. “He brings a wealth of knowledge in transactions, and is calm and thoughtful, also during tough negotiations,” according to one client. Francesca Casini assists multinationals from the chemicals and manufacturing sectors with high-value acquisitions, as well as delistings. “She dealt with complex drafting concepts with clarity and speed, and provided insight into local issues,” one client affirms.
**Freshfields Bruckhaus Deringer**

What the team is known for: Freshfields retains a solid reputation for its strong cross-border capabilities, bolstered by an extensive network of offices around the world. The respected firm offers substantial know-how in the automotive, pharmaceutical, luxury fashion and manufacturing industries. The experienced team frequently handles acquisitions, share deals and inbound private equity investments.

**Strengths**

Clients value the international capabilities of Freshfields, describing the team as “flexible as required in assisting the client in the various jurisdictions involved.”

Another interviewee describes the team as “very well organised.”

**Work highlights**

Represented Nets and Hellman & Friedman in the all-share merger of Nets into Nexi, valued at EUR7.8 billion.

**Notable practitioners**

Clients highlight Nicola Asti (see p.876) “solid experience and ability to find solutions.” He frequently handles high-stakes multi-jurisdictional transactions in the fashion and chemical sectors, among others.

Enrico Bazzano (see p.877) provides advice on M&A deals to a variety of clients including those from the manufacturing and food and beverage sectors. He is additionally experienced handling cross-border transactions.

Luca Sponziello (see p.907) enters the rankings this year thanks to support from clients, who describe him as “problem-solving and available.” He assists clients with acquisitions, mergers and takeovers across a variety of industries.

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**Hogan Lovells Studio Legale**

What the team is known for: Hogan Lovells is an international outfit adept at handling multi-jurisdictional matters in the corporate arena thanks to an extensive global network. The team’s client roster includes private and listed entities hailing from the aviation, electricity, oil and gas, and financial services sectors. The law firm is noted for its multidisciplinary approach, being able to provide a tailored service with industry-specific focus and cross-practice advice, and offering expertise in antitrust, employment and finance.

**Strengths**

Clients praise the team’s “expert knowledge and clear advice combined with a commercial mindset and ability to find creative solutions to problems.”

“The law firm is capable to provide consistent and homogeneous work,” asserts another interviewee.

**Work highlights**

Assisted Cooper Standard Automotive with the divestment of its European and Indian rubber fluid transfer and specialty sealing businesses to Mutares.

**Notable practitioners**

Clients report that Luca Picone is “very clever, analytical and focused.” He handles high-stakes cross-border M&A transactions for clients from the energy, aviation and financial services industries.

Deborah Vanni (see p.927) is also noted for her “commercial advice is excellent and her advice is clear and timely,” confirms one client. Deborah Vanni holds a dual qualification in Italy and the UK.

Francesco Stella frequently handles M&A transactions on behalf of transportation companies and insurance providers. Clients approve of his “in-depth knowledge of the law combined with hismeticulous attitude.”

Antonio Di Pasquale is experienced in handling both public and private M&A transactions. He represents companies from the oil and gas sector in complex divestments.

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**Latham & Watkins**

What the team is known for: Latham & Watkins has wide-ranging skills in the corporate field, encompassing M&A transactions and company reorganizations. The team shows discernible focus on private equity, assisting large international funds as well as banks. The law firm is capable of handling complex matters in both a domestic and an international context, often acting on cross-border issues in conjunction with team members abroad. The expert team is active in a range of industries such as aviation, finance and insurance.

**Strengths**

“Latham & Watkins is a competent and flexible team that puts in a lot of effort,” one client remarks.

**Work highlights**

Acted for Gamenet Group and Apollo in the acquisition of the participation held by International Game Technology in Lottomatica. Cleon Bontempi and Lottomatica Videolot, valued at EUR950 million.

**Notable practitioners**

Clients regard Stefano Sciolli (see p.906) as an “outstanding lawyer with incredible business acumen.” He assists an array of private equity and asset management firms with sizeable acquisitions and investments, including cross-border transactions.

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**Band 4**

**Allen & Overy**

What the team is known for: Allen & Overy is an international firm handling the whole gamut of corporate mandates, notably acquisitions, mergers, joint ventures and sales of stakes in companies. The team advises foreign entities on their business expansion in Italy. The law firm’s client roster features listed and private entities active in an array of fields including asset management, gaming, retail and real estate. The experienced team is well versed in the complexities of multi-jurisdictional deals and works in coordination with other departments to provide cross-practice advice, including antitrust, banking, public law and IP.

**Strengths**

“Allen & Overy has strong technical skills and is focused on finding solutions,” reports one client who also highlights the team’s “good knowledge of the legal background specific to certain countries.”

Interviewees also appreciate the law firm’s “capacity to understand the size of the transaction and ability to find the best solutions,” as well as “very hands-on and close to customer service.”

**Work highlights**

Assisted Prysmian Group with the CAD130 million acquisition of ECH Global.

**Notable practitioners**

Paolo Giglhione deals with mergers, acquisitions and corporate regulatory matters on behalf of investment firms, telecoms operators and foreign manufacturers. Clients describe him as “wise, effective, quick and reliable,” and approval of his “very good technical and negotiation skills.” Clients point out Giovanni Gazzaniga is “extremely complete, with strong technical skills and outstanding soft and negotiation capabilities.” He manages acquisitions and share deals for a clientele comprising private equity names and companies from the manufacturing, pharmaceutical and IT sectors.

Paolo Nastasi assists investment funds with the acquisition of stakes in companies in the consumer products manufacturing and real estate industries. One client highlights his “extensive experience in the transactional field and remarkable attention to the details.” Associate-to-watch Antonio Ferri enters the rankings this year thanks to the positive feedback from clients, who call him “extremely responsive and helpful.” He assists with acquisitions and disposals targeting the telecommunication and manufacturing sectors.

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**Linklaters**

What the team is known for: Linklaters is an accomplished team advising on a variety of corporate matters such as public and private M&A, as well as share deals. The team’s clients benefit from the strong international reach of the team as well as from the cross-departmental approach to structured finance and debt restructuring mandates. The law firm’s roster of clients includes players from the private equity, banking and manufacturing sectors.

**Strengths**

One client appreciates Linklaters’ “promptness, as well as problem-solving and negotiation skills,” and highlights the team’s “specific knowledge and a remarkable international network.”

Another interviewee describes the law firm as “available and extremely experienced.”

**Work highlights**

Advised DeA Capital Alternative Funds, on behalf of Taste of Italy 2, on the EUR60 million acquisition of EKAF from the Pieri brothers.

**Notable practitioners**

Roberto Casati is a highly regarded practitioner who regularly advises banks and high net worth individuals on takeovers, acquisitions and divestments. Clients declare that he is “bright, highly experienced and an out-of-the-box thinker.”

Giorgio Fantacchioti advises on high-value acquisitions, including mandates involving multiple jurisdictions. His client roster comprises financial services providers, insurance companies and private equity firms.

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**White & Case LLP**

What the team is known for: White & Case is a strong international firm combining domestic knowledge with wide-ranging international expertise. The team handles transactions including acquisitions of share capital and divestments, often with a distinct cross-border element involved. The law firm assists clients active in the fashion, pharmaceutical and banking sectors.

**Strengths**

Clients describe the team as “internationally focused” and “very good in terms of coordination.”

“White & Case is a very good outfit in Italy and a safe pair of hands,” reports another interviewee.

**Work highlights**

Assisted the majority shareholders of Esselunga with the acquisition of a 30% share from its minority shareholders, valued at EUR1.83 billion.

**Notable practitioners**

Leonardo Graffi (see p.892) acts on acquisitions and divestments, with a particular focus on the pharmaceutical sector. “He is very talented, capable, very focused and hard-working,” one client says.

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**Band 5**

**Dentons Europe Studio Legale Tributario**

What the team is known for: Dentons advises a wide range of clients in connection with cross-border mandates with the help of its strong global network. The team assists companies active in a variety of sectors including healthcare, real estate and automotive. The team handles acquisitions and divestments, further
to notable activity in public M&A.

**Strengths** "Dentons was very effective and has done a great job in terms of coordination," confirms one client who also adds: “From a business perspective, the advice was close to the client’s needs."

“The lawyers are real problem solvers,” enthuses another interviewee who appreciates the high level of service.

**Work highlights** Represented SNAM, in consortium with numerous international investment funds, in the acquisition of a 49% share of ADNOC Gas Pipelines from Abu Dhabi National Oil Company, valued at more than USD10 billion.

**Notable practitioners**

**Alessandro Dubini** (see p.887) furnishes corporate advice to a roster of clients including financial services providers, players in the food and beverage sector and private equity firms. Clients approve of his ability to "explain things very well," as well as his being “available and able to manage the relations” with clients. **Pierfrancesco Faggiano** (see p.888) handles sizeable share acquisitions, joint ventures and corporate reorganisations for both local and international corporates. "He has strong negotiation skills and is business-oriented." enthrues one client.

**DLA Piper Italy**

What the team is known for DLA Piper is an international firm with a solid reputation in this market for its strong cross-border capabilities. The team advises a roster of clients from the pharmaceutical, energy and manufacturing sectors. The law firm handles public and private M&A transactions, including acquisitions, joint ventures and demergers. Multi-practice teams within the law firm offer a holistic approach, with experts in tax, employment and IT able to assist.

**Strengths** Clients highlight the team’s "availability and multidisciplinary approach."

**Work highlights** Assisted AS Roma SPV with the disposal of its controlling interest in AS Roma and a number of related assets to The Friedkin Group, valued at EUR591 million.

**Notable practitioners**

**Goffredo Guerra** (see p.893) acts on sizeable M&A transactions targeting an array of sectors, including construction, pharmaceuticals and manufacturing. Clients describe him as "responsible, very commercially aware and flexible."

**Greenberg Traurig Santa Maria**

What the team is known for Greenberg Traurig handles a broad range of matters including corporate governance mandates, joint ventures and reorganisations at both domestic and cross-border levels. The law firm is adept at advising clients from a variety of fields, including the healthcare, financial and retail sectors. A number of lawyers in the team have experience of the US market.

**Strengths** “They are able to work very effectively in cross-border deals and have an international attitude,” one client confirms.

**Work highlights** Acted for Eni Rewind on the negotiation of a joint venture agreement with Herambiente aimed at building an environmental platform dedicated to waste pre-treatment.

**Shearman & Sterling LLP**

What the team is known for Shearman & Sterling retains a solid reputation for advising on cross-border M&A transactions. The firm has a strong focus on international matters, with all team members dual-qualified in Italy and the USA. The team’s areas of expertise include acquisitions, joint ventures and divestments, with clients hailing from the pharmaceutical, finance, real estate and tech fields.

**Strengths** One client approves of Shearman & Sterling’s “great project management skills, pragmatism for on-time delivery, and the ability to work with high quality across diverse and complex issues.”

“The team is on top of everything, solving issues with a great attitude,” reports one interviewee.

**Work highlights** Acted for DigiTouch on the merger into E3, as well as on the acquisition of a 70% share in Nextmove from C&A Aladino.

**Notable practitioners**

**Domenico Fanuele** (see p.888) has experience on an array of divestments and acquisitions, with particular activity in the real estate sphere. “He has a very commercial approach and is able to create consensus around the table, which helps during tough negotiations,” reports one client.

**Giliberti Triscornia e Associati**

Notable practitioners

**Roberto Cappelli** (see p.881) of Studio Legale Cappelli RCCD continues to provide expert advice on complex acquisitions, sales and joint venture agreements. Client roster includes banks, investment management firms and large Italian retailers.

**Stefano Crosio** of Jones Day has a solid track record advising domestic and international clients on corporate transactions. He also handles private equity deals.

**Massimo Tesei** of Studio Di Gravio is well known for his involvement in M&A and private equity transactions. He is also well versed in corporate governance matters.

**Other Ranked Lawyers**

The "outstanding" **Roberto Cappelli** of Studio Legale Cappelli RCCD continues to provide expert advice on complex acquisitions, sales and joint venture agreements. Client roster includes banks, investment management firms and large Italian retailers.

**Stefano Crosio** of Jones Day has a solid track record advising domestic and international clients on corporate transactions. He also handles private equity deals.

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**Corporate/M&A Mid-Market**

**Band 1**

**Advant Nctm**

What the team is known for Advant Nctm is a standout mid-market practice that regularly advises clients operating in the telecoms, energy, manufacturing and financial services industries. The expert team is capable of handling complex matters, often with a transnational element involved. The law firm assists with mergers, joint ventures and acquisitions.

**Strengths** One client calls Nctm an "excellent" law firm and values the lawyers’ "ability to understand very quickly what are the needs of the client and what kind of legal solution can better match them." Another interviewee believes the lawyers at the firm are "excellent deal managers and know how to orchestrate a multi-jurisdictional team."

**Work highlights** Advised Acea Energia, in agreement with Alma and Mediterranea Energia, on the EUR40 million acquisition of 51% of the shares of Alto Sangro Distribuzione Gas.

**Notable practitioners**

**Paolo Montironi** (see p.898) remains a leading practitioner in the M&A sector, frequently handling share acquisitions and disposals for manufacturing companies and mid-market private equity firms. He is additionally experienced on cross-border mandates. Clients emphasise that **Alfredo Tofololetto** (see p.908) is a "problem solver," "a brilliant person and a very good negotiator." He advises private as well as listed entities on sizeable disposals. Pietro Zanon (see p.911) has considerable experience assisting local and foreign private equity firms acquiring and selling assets in Italy. One client highlights that he is "super clever, dedicated and able to handle any kind of negotiation." Clients approve of **Matteo Trapani** (see p.908) "good balance of technical skills and commercial attitude." He handles mergers, acquisitions and disposals for companies from the manufacturing, energy and telecoms sectors. **Lucia Corradi** (see p.884) assists multinational investment firms with acquisitions targeting the healthcare sector. Clients say that she is "super hands-on, hard-working and very responsive on all the topics."

**Giliberti Triscornia e Associati**

What the team is known for Giliberti Triscornia is a stellar mid-market practice demonstrating a solid track record in advising on both public and private M&A transactions. The firm’s expertise encompasses acquisitions, disposals and share deals. The law firm’s client roster features both domestic and international players from the private equity, energy and manufacturing sectors.

**Strengths** “Giliberti Triscornia has an excellent M&A practice,” one client extols. Another interviewee approves of the team’s “extremely fast reactivity and availability.”

**Work highlights** Assisted Quadrivio Industry GP with the acquisition of EPI.

**Notable practitioners**

**Alessandro Triscornia** has wide experience on acquisitions and minority investments across an array of industries, such as private equity and infrastructure. Clients report that he is “very experienced” and “one of the best M&A lawyers in Italy.” **Emilio Bettaglio** provides advice to holding companies investing in the fashion and healthcare sectors. Clients approve
Corporate/M&A: Mid-Market

| Leading Firms                           | Corporate/M&A: Mid-Market
|----------------------------------------|----------------------------------------
| Band 1                                  | Band 1                                  |
| Advant Nctm                             | Montironi Paolo; Advant Nctm*           |
| Gliberti Triscornia e Associati         | Triscornia Alessandro; Gliberti Triscornia e Associati |
| Band 2                                  | Band 2                                  |
| LMS Studio Legale                      | Molinari Ugo; Molinari Agostinelli      |
| Orsingher Ortu - Avvocati Associati    | Tofololetto Alberto; Advant Nctm*       |
| Band 3                                  | Band 3                                  |
| Carnelutti Law Firm                    | Giovanni Alessandro; Giovanni e Associati |
| Giovannelli e Associati                 | Ortu Mario; Orsingher Ortu - Avvocati Associati |
| K&L Gates                               | Papparettta Carlo; Carnelutti Law Firm* |
| Orrick, Herrington & Sutcliffe          | Zanoni Pietro; Advant Nctm*             |
| Band 4                                  | Band 4                                  |
| Delfino e Associati Willie Farr & Gallagher LLP | Cengia Cristina; Pavè Legale (ORL) |
| LCA Studio Legale                      | Coppola Fabio; TARGET Coppola Malguzzi (ORL) |
| LMCR / Studio Legale                   | Czeka Alfredo; Fivelx Studio Legale e Tributario (ORL) |
| Molinari Agostinelli                    | Delfino Maurizio; Delfino e Associati Willie Farr & Gallagher |
| Portolano Cavallo                       | Giustiniani Pier Francesco; Orsingher Ortu - Avvocati |
| Band 5                                  | La Torre Massimo; LMCR / Studio Legale |
| Bird & Bird                             | Salu Giampaolo; K&L Gates               |
| Osborne Clarke                          | Scaparrollo Fabrizio; Giovannelli e Associati |
| Pavia e Ansaldi                         | Trapani Matozzarella; Advant Nctm*     |
| * indicates individual with profile.    | Tully Ian; Squa Patton Biggs (ORL) |}

Band 2

**LMS Studio Legale**

What the team is known for

LMS Studio Legale is a dedicated Italian firm that handles a broad range of matters ranging from public M&A to private equity investments. The skilled team advises companies on an array of acquisitions and disposals. The law firm’s client roster features leading private corporations, banks and investment funds. Additionally, the team demonstrates ability to handle transnational mandates, also bolstered by its London outpost.

**Strengths** “The assistance is prompt and precise,” reports one client who also describes the lawyers at LMS as “experienced and reliable.”

**Work highlights** Represented Bormioli Pharma in the EUR10 million acquisition of GCL Pharma.

**Notable practitioners**

Clients say that Fabio Labruna (see p.894) is “a great lawyer who knows the market, understands key issues and is able to assist clients with structuring deals.” He provides expert advice to private equity firms and corporates from the pharmaceutical sector on acquisitions and disposals.

**Orsingher Ortu – Avvocati Associati**

What the team is known for

Orsingher Ortu is a dedicated domestic firm assisting companies with acquisitions and divestments. The solid team acts on both public and private M&A mandates for clients active in an array of fields including fashion, manufacturing and banking. The law firm offers additional expertise in reorganisations and corporate governance matters.

**Work highlights** Advised VEI Capital on the EUR72.5 million sale of a 40% share in Finproject to Eni.

**Notable practitioners**

Mario Ortu (see p.899) has considerable experience assisting Italian companies with disposals. He is also well versed in corporate governance matters. Clients report that Pierfrancesco Giustiniani (see p.892) is “very reliable and experienced,” and “has a wealth of expertise” in M&A transactions. He handles acquisitions, partnerships agreements and corporate governance matters.

**Band 3**

**Carnelutti Law Firm**

What the team is known for

Carnelutti is a notable practice that advises a roster of companies and banks on acquisitions and divestments, with clients active in the energy, finance and fashion sectors. The law firm is also adept at handling international mandates, with its US office ready to assist with US-related mandates.

**Strengths** “Carnelutti is a very diligent firm, offering a full range of specialists who are expert and available,” confirms one client.

**Another interviewee approves of the team’s “ability to provide technical knowledge.”**

**Work highlights** Represented the shareholders of Verve in the transfer of 100% of the company’s capital to Europe Capital Partners VI.

**Notable practitioners**

Carlo Papparettta (see p.900) provides expert advice on acquisitions, business combinations and leveraged buyouts. Clients approve of his expertise in corporate matters. Luca Arnaboldi (see p.875) advises Italian banks and companies on acquisitions and joint ventures. Clients highlight his “broad knowledge, experience and attention to clients.”

**Giovannelli e Associati**

What the team is known for

Giovannelli e Associati is an Italian boutique offering corporate services to clients hailing from the energy, financial services and manufacturing industries. The law firm’s areas of expertise include M&A, corporate governance and private equity deals. The team assists domestic and international clients with mandates often spanning multiple jurisdictions.

**Work highlights** Represented Ania F2I Fund in the acquisition of the majority stake in Compagnia Ferrovia Italiana.

**Notable practitioners**

One client describes Alessandro Giovannelli (see p.892) as “a real problem solver,” adding: “He is extremely able in the deal-making.” He represents clients from the manufacturing and energy sectors, as well as institutional investors in acquisitions and disposals. Fabrizio Scaparollo (see p.905) handles acquisitions and disposals for Italian corporates, holding companies and private equity firms. Clients affirm that he is “very experienced and hands-on.” Paolo Pagani assists an array of local and international companies with acquisitions and club-deal investments. Clients say that she is “very reliable at problem solving.”

**K&L Gates**

What the team is known for

K&L Gates is an international firm with a large network and a strong cross-border focus, adept at handling acquisitions, disposals and joint ventures, as well as corporate reorganisations. The law firm is active in key industries such as fashion, energy and manufacturing. The team also maintains solid activity in the private equity sector.

**Strengths** Clients believe the team in K&L Gates is “committed and client-oriented.”

**Work highlights** Assisted Pedrollo Group with the cross-border acquisition of 70% of Superior Pump.

**Notable practitioners**

Giampaolo Salsi deals with acquisitions and joint ventures for companies from the manufacturing and IT sectors. One client says he is “a deal-maker, balanced, well prepared and very good in negotiations.” Pasquale Marini handles acquisitions, disposals and corporate restructuring matters. One client appreciates his ability to deal with complex mandates and
Portolano Cavallo
What the team is known for
Orrick is an international firm covering a wide gamut of corporate matters, including governance, acquisitions, joint ventures and divestments. The team advises on both private and public M&A and is well versed in cross-border transactions. The law firm is active assisting clients from the financial, healthcare and energy sectors. 
Strengths “Orrick has been effective in handling all the matters and we are very satisfied with their services,” reports one client.
Another interviewee appreciates the “high quality of support” provided by the law firm.

Work highlights Advised ACEA on the EUR75 million acquisition of Fegasolar.

Notable practitioners
Bruno Vasculari provides advice on clients on acquisitions and setting up joint ventures. He is experienced assisting both local and international companies.

Molinari Agostinelli
What the team is known for
Molinari Agostinelli handles disposals, partnership and joint ventures. One client approves of his “enormous experience in M&A,” adding: “He was able to understand my needs right from the beginning.” Clients point out that Riccardo Sismondi is “very knowledgeable” and “a true rising star.” He advises companies from the oil and gas sector on cross-border disposals.

Notable practitioners
Daniele Bonvicini manages acquisition mandates for local and international players from the chemical, as well as food and beverages sectors. One client approves of his “enormous experience in M&A,” adding: “He is an excellent negotiator with business acumen and experience,” observes one client. Associate to watch Giacomo Colombo assists clients from the banking and finance sector with acquisitions and capital increase matters. One client believes he is “young, but really rounded and a great asset for the firm.”

Work highlights Assisted Beretta Group with the disposal of its shares in Cave Nuove and Pisana to a private equity firm.

Francesco Portolano
What the team is known for
Francesco Portolano provides advice to clients from the media and tourism sectors on disposals and management buyouts. He is also well versed in matters involving multiple jurisdictions. Luca Gammabini (see p.890) advises clients from the oil and gas sector on cross-border disposals.

Work highlights Advised Fraemore Srl on its EUR150 million disposal of its shares in the automotive company controlled by Aareal Bank.

Notable practitioners
Silentino LCA is a very well-prepared firm with cross-border skills encompassing corporate governance, acquisitions and mergers. The team is also adept at handling joint ventures, share deals and disposals.

Strengths “LMCR is accurate, precise and effective,” reports one client. Another interviewee praises the team’s “competence and availability.”

Work highlights Advised Credem on the merger by absorption process with Cassa di Risparmio di Cento.

Notable practitioners
Massimo La Torre (see p.894) is adept at handling mergers, acquisitions and joint ventures for banks, as well as companies from the pharmaceutical and shipping sectors. He is a skilled and sophisticated M&A lawyer with a great capability to contribute to solving problems during negotiations,” remarks one client. Elmar Zwick (see p.911) provides advice to energy and technology companies on acquisitions and disposals, including cross-border mandates.

Delfino e Associati
What the team is known for
Delfino e Associati is a well-established practice advising domestic and international clients on an array of corporate mandates. The team handles acquisitions, disposals, joint ventures and incorporations across industries such as chemicals, manufacturing and financial services. The law firm also offers expertise in corporate governance matters.

Strengths Clients approve of the law firm’s ability to provide a “good, fully integrated service,” and value the lawyers’ “competence and reliability.”

Notable practitioners
Maurizio Delfino (see p.887) is well versed in acquisitions, disposals, mergers and joint ventures. One client describes him as “available and clever,” Clients confirm that Bruno Cova (see p.884) is “very supportive, knowledgeable and able to provide timely and pertinent advice.” He is experienced in share deals and corporate governance matters.

LCA Studio Legale
What the team is known for
LCA is a well-reputed domestic outfit with experience in mandates involving multiple jurisdictions. The team’s varied workload includes acquisitions, divestments, business combinations and corporate governance matters, with clients active in the manufacturing, sport and financial services industries.

Strengths “LCA is a very well-prepared firm with multidisciplinary expertise,” reports one client. Another interviewee appreciates that the team was “very flexible” and “superb in working very fast and seamlessly with the client.”

Work highlights Assisted Beretta Group with the acquisition of a 50% share in Piatti Freschi Italia from Fleury Michon, valued at EUR20 million.

Notable practitioners
Daniele Bonvicini manages acquisition mandates for local and international clients from the chemical, as well as food and beverages sectors. One client approves of his “enormous experience in M&A,” adding: “He was able to understand my needs right from the beginning.” Clients point out that Riccardo Sismondi is “very knowledgeable” and “a true rising star.” He advises companies from the oil and gas sector on cross-border disposals.

What the team is known for
LMCR / Studio Legale
What the team is known for
LMCR advises a collection of clients active in the manufacturing, financial services, private equity, IT and shipping spheres. The law firm provides wide-ranging skills encompassing corporate governance, acquisitions and mergers. The team is also adept at handling joint ventures, share deals and disposals.

Strengths “LMCR is accurate, precise and effective,” reports one client. Another interviewee praises the team’s “competence and availability.”

Work highlights Advised Credem on the merger by absorption process with Cassa di Risparmio di Cento.

Notable practitioners
Massimo La Torre (see p.894) is adept at handling mergers, acquisitions and joint ventures for banks, as well as companies from the pharmaceutical and shipping sectors. He is a skilled and sophisticated M&A lawyer with a great capability to contribute to solving problems during negotiations,” remarks one client. Elmar Zwick (see p.911) provides advice to energy and technology companies on acquisitions and disposals, including cross-border mandates.

Band 4

Delfino e Associati Willkie Farr & Gallagher LLP
What the team is known for
Delfino e Associati Willkie Farr & Gallagher is a well-established practice advising domestic and international clients on an array of corporate mandates. The team handles acquisitions, disposals, joint ventures and incorporations across industries such as chemicals, manufacturing and financial services. The law firm also offers expertise in corporate governance matters.

Strengths Clients approve of the law firm’s ability to provide a “good, fully integrated service,” and value the lawyers’ “competence and reliability.”

Notable practitioners
Maurizio Delfino (see p.887) is well versed in acquisitions, disposals, mergers and joint ventures. One client describes him as “available and clever,” Clients confirm that Bruno Cova (see p.884) is “very supportive, knowledgeable and able to provide timely and pertinent advice.” He is experienced in share deals and corporate governance matters.

LCA Studio Legale
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Notable practitioners
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What the team is known for
LMCR / Studio Legale
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LMCR advises a collection of clients active in the manufacturing, financial services, private equity, IT and shipping spheres. The law firm provides wide-ranging skills encompassing corporate governance, acquisitions and mergers. The team is also adept at handling joint ventures, share deals and disposals.

Strengths “LMCR is accurate, precise and effective,” reports one client. Another interviewee praises the team’s “competence and availability.”

Work highlights Advised Credem on the merger by absorption process with Cassa di Risparmio di Cento.

Notable practitioners
Massimo La Torre (see p.894) is adept at handling mergers, acquisitions and joint ventures for banks, as well as companies from the pharmaceutical and shipping sectors. He is a skilled and sophisticated M&A lawyer with a great capability to contribute to solving problems during negotiations,” remarks one client. Elmar Zwick (see p.911) provides advice to energy and technology companies on acquisitions and disposals, including cross-border mandates.

Band 5

Bird & Bird
What the team is known for
Bird & Bird advises public and private entities on mid-market M&A. The team is active on disposals, acquisitions and strategic partnerships, with additional expertise on joint ventures. The team is also adept at handling corporate governance matters. The law firm’s clients include holding companies, as well as corporates from the manufacturing, TMT, life sciences and energy industries.

Strengths A client praises Bird & Bird’s “excellent expertise and tremendous client service mindset.”

Work highlights Assisted Adler Ortho with the minority investment made by Space Capital Club by means of capital increase, valued at EUR22 million.

Notable practitioners
Alberto Salvade handles disposals, partnership agreements and capital increase transactions. He provides assistance to investment companies and startups, as well as manufacturing and telecoms companies. Linda Pietrostefani is experienced handling inbound acquisitions. She frequently deals with international companies from the advertising and manufacturing sectors.

Osborne Clarke
What the team is known for
Osborne Clarke regularly acts on behalf of clients operating in the automotive, energy, media and technology sectors. The team often undertakes instructions on acquisitions, divestments, incorporations, restructurings and corporate governance mandates. The law firm is additionally adept at handling transactions on behalf of private equity funds.

Strengths One client describes Osborne Clarke as “fast to deliver, experienced and problem-solving.” “The law firm was very knowledgeable and in touch with colleagues all around the world,” reports another interviewee.

Work highlights Represented FAAC in the acquisition of an investment in Agta Record Group from AMA Group.

Notable practitioners
Giuliano Lanzavecchia and Riccardo Roversi are the key points of contact for clients.

Pavia e Ansaldo
What the team is known for
Pavia e Ansaldo has a broad clientele in mid-market corporate and M&A work spanning private equity firms and companies
from the manufacturing, IT, real estate and aviation industries. The law firm’s expertise covers acquisitions, disposals, capital increases and joint ventures. The team also handles venture capital transactions.

**Notable practitioners**

**Alberto Bianco** (see p.877) deals with acquisitions, disposals and capital increase mandates, including transactions with a cross-border element. “He is very precise,” reports one client.

**Other Ranked Lawyers**

**Tommaso Amirante** of TARGET Coppola Malguzzi has a solid experience advising corporates in connection with the disposal of share capital and investments in the retail industry. Clients believe he is “a true commercial lawyer who is able to find solutions.”

**Cristina Cengia** of PwC Legal is well-versed on cross-border acquisitions and frequently advises on share deals. Clients report that she is “experienced, very solution-oriented” and “always very supportive, with a perfect understanding of clients’ needs.”

**Fabio Coppola** of TARGET Coppola Malguzzi has a track record advising on acquisitions and divestments for clients from the real estate, IT and shipping sectors, including cross-border mandates.

**Alfredo Craca** of Fivelux Studio Legale e Tributario advises clients on sizeable disposals, as well as handling share transactions. His client roster includes foreign investment management companies and Italian private equity firms.

**Luca Cuomo** of DWF assists private equity firms with sizeable acquisitions. “He has a strong commercial mindset and good knowledge of the local market,” affirms one interviewee.

**Francesco Dagnino** of Lexia Avvocati acts on joint ventures and acquisitions for leading telecoms and payment services corporates. “He has a very commercial approach and is very reactive in negotiations,” according to one client.

**Manuela Di Maggio** of Jenny, Avvocati Studio Legale Associato assists with disposals and merger procedures, including multi-jurisdictional transactions. Clients appreciate her “readiness and competence in answering queries.”

**Roberto Donnini** of Caiazza Donnini Pappalardo & Associati - CDP Studio Legale assists with M&A transactions in the IT and gaming sectors. He is additionally experienced on corporate governance mandates.

**Christoph Jenny** of Jenny, Avvocati Studio Legale Associato deals with acquisitions, disposals and joint ventures targeting the healthcare, food and beverage as well as transportation sectors. Clients are impressed with his “extensive knowledge.”

**Anna Maria Pinzuti** of Ashurst supports clients in acquisitions, strategic partnerships and corporate governance matters. “She is available, very flexible, and has the ability to react in a short time,” says one client.

**Emanuela Sabbatino** of CBA frequently deals with joint ventures, acquisitions and disposals, as well as corporate reorganisations. “She has a very reassuring approach, is easy to work with and is very available,” asserts one client.

**Daniela Sabelli** of Squire Patton Boggs advises on local and cross-border acquisitions, joint ventures and disposals. Clients say that she is “punctual, precise,” and “knowledgeable, with great problem-solving skills.”

**Eugenio Tranchino** of Watson Farley & Williams handles share acquisitions, disposals and joint ventures with particular focus on clients from the energy sector. One client describes him as “resilient and patient,” adding: “He always finds the right solution.”

**Massimo Trentino** of CMS has extensive experience handling share acquisitions. His client roster includes leading telecommunication services providers. Clients believe **Ian Tully** of Squire Patton Boggs is “a very talented lawyer,” “available to support our business, providing interesting solutions to potential issues during the negotiation process.” He deals with acquisitions, mergers and disposals, assisting both local and multinational corporates.

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**Dispute Resolution**

**Band 1**

**Bonelli Erede**

What the team is known for Bonelli Erede is widely revered as a disputes powerhouse with an impressive track record overseeing local and international litigation cases. The team is regularly mandated by a portfolio of multinational companies ranging over a number of sectors including energy and finance. It also assists clients with construction, environment, competition and investment litigation proceedings. Bonelli provides a leading bench of notable lawyers acting as counsel and chair in high-profile arbitration proceedings.

**Strengths** One client extols Bonelli’s “high-level quality. The team is very attentive and it is the point of reference for complex cases.” Another referee lists “quality of service, efficient organisation, reputation and willingness to meet the customer’s needs” as Bonelli’s strengths.

**Work highlights** A Bonelli team led by Laurence Shore represented EssilorLuxottica on two ICC arbitrations relating to shareholder disputes resulting from a EUR5.5 billion transaction.

**Notable practitioners**

**Giuseppe Sbisà** (see p.905) is a senior lawyer who commands a strong reputation in the market. He has longstanding experience in local arbitration proceedings, as well as contractual litigation cases.

**Giuseppe Lombardi** (see p.895) is a highly distinguished lawyer who enjoys market recognition as “one of the best litigators in Italy.” He advises high-profile financial and banking clients on shareholder and corporate disputes. His expertise further extends to acting as counsel in arbitration proceedings and challenging the resolution of arbitral awards. Vittorio Allavena (see p.874) is a seasoned lawyer who advises on corporate controversies and antitrust litigation. He is appreciated by interviewees for his “deep understanding of litigation.” Laura Salvaneschì (see p.904) is an experienced lawyer who is skilled in dealing with corporate litigation and international commercial arbitration. One client compliments her as “a very technical litigator. She is meticulous.”

**Antonio Crivellaro** (see p.884) is an experienced lawyer in cross-border arbitration proceedings. He routinely assists with disputes related to construction, international contracts and foreign investment. One highly impressed client cites him as “one of the best Italian arbitrators internationally.” Monica Iacovelli (see p.893) is an adept practitioner who regularly deals with corporate litigation and insolvency proceedings. One client regards her as “a very experienced lawyer whose advice is always very structured and useful for handling complex business matters.”

**Paolo Di Giovanni** (see p.887) is a well-regarded lawyer who represents clients in energy and construction disputes. According to interviewees, “Paolo Di Giovanni combines knowledge of Italian law with a considerable level of preparation on international arbitration procedures.” Andrea Carlevaris (see p.881) is an increasingly prominent lawyer who is best known for construction and banking arbitration. Market commentators regard him as an up-and-coming arbitrator. Laurence Shore (see p.52) is an acclaimed arbitrator who is experienced in acting on proceedings relating to disputes in the energy, corporate and finance spheres. One client says: “Laurence Shore knows legal procedures and is able to navigate the arbitration community, which is very important for us.”

**Band 2**

**Cleary Gottlieb Steen & Hamilton LLP**

What the team is known for Cleary Gottlieb Steen & Hamilton is a respected dispute resolution heavyweight commanding a strong reputation across the arbitration and litigation fields. The team’s lawyers are active across a wide range of cases, with a particular focus on antitrust litigation, such as unfair competition and related damages claims.

The department further assists with international commercial arbitration. Its experience extends to banking litigation and shareholder disputes, as well as insolvency proceedings and appeals before several levels of the courts.

**Strengths** One client notes the firm for its “great performance. Cleary is client-oriented and one of the best law firms I have worked with.”
Another referee says: “Cleary is well structured, with a 360-degree offering that provides high-quality work.”

Work highlights A Cleary team successfully represented Vivendi against Mediaset on two litigation streams relating to shareholder disputes, one of which was held before the European Court of Justice.

Notable practitioners

Ferdinando Emanuele is a knowledgeable lawyer who is able to represent renowned corporations in complex litigation and arbitrations, including class actions, manipulations, and disputes relating to derivative transactions and market manipulation. “Without a doubt, Enrico Castellani is one of the most eminent litigators in Italy. Enrico constantly shows encyclopedic and sophisticated legal knowledge.” Giuseppe Curti (see p.885) is an esteemed lawyer who advises on a variety of disputes, including class actions and criminal investigations. He is praised by an interviewee who states: “Giuseppe Curti is a natural born litigator with an astonishing accuracy in developing trial strategies.” The “personable” Fabrizio Arrossa (see p.875) represents prominent international companies in commercial litigation, including class actions and damage claims arising from antitrust proceedings. He also regularly assists with parallel criminal investigations.

Freshfields Bruckhaus Deringer

What the team is known for Freshfields Bruckhaus Deringer has an accomplished department within a reputable international firm. The team offers a specialised practice assisting notable local and multinational clients with their financial disputes. Its lawyers are well versed in handling a broad range of litigation and arbitrations, including class actions, damages claims and liability actions. The team is also well versed in competition infringement mandates. It assists clients from the automotive, financial services and energy sectors with multi-jurisdictional disputes in Europe, the UK and the USA.

Strengths One client states: “Our overall impression is an outstanding. Freshfields has top litigation skills and the capacity to accurately manage very complex workloads.” Another interviewee regards the practice group as “very good, with a best-in-class offering.”

Work highlights A Freshfields team led by Enrico Castellani successfully represented Morgan Stanley before the Italian Court of Auditors relating to derivatives transactions with the Italian Republic worth EUR3.07 billion.

Notable practitioners

Enrico Castellani (see p.882) is a highly distinguised lawyer who advises on corporate and commercial litigation. He is also acclaimed for assisting leading international financial institutions with disputes relating to derivative transactions and market manipulation. “Without a doubt, Enrico Castellani is one of the most eminent litigators in Italy. Enrico constantly shows encyclopedic and sophisticated legal knowledge.” Giuseppe Curti (see p.885) is an esteemed lawyer who advises on a variety of disputes, including class actions and criminal investigations. He is praised by an interviewee who states: “Giuseppe Curti is a natural born litigator with an astonishing accuracy in developing trial strategies.”

Strengths Enrico Castellani is well regarded by clients for his ability to manage international players. “One of the best lawyers among his peers, Enrico is very able to manage international players.”

Band 4

Leading Individuals

Star individuals

Castellani Enrico Freshfields Bruckhaus Deringer

Lombardi Giuseppe BonelliErede

Band 1

Dattinno Massimo Studio Legale Dattinno (ORL)*

Emanuele Ferdinandi Cleary Gottlieb Steen & Hamilton LLP

Band 2

Greco Massimo Allen & Overy

Pototschnig Paola Onsinger Ortu–Avvocati (ORL)*

Radicati di Brozolo Luca G. ARBLIT–Radicati di Brozolo

Rolla Francesca Hogan Lovells Studio Legale

Band 3

Allavena Vittorio BonelliErede

Barcellona Eugenio Pedersoli Studio Legale

Biglietti Sara Dentons Europe Studio Legale Tributario

Craca Alfredo Freshfields Bruckhaus Deringer

Dittrich Lotario Focus–Studio Legale Associato (ORL)*

Giampaolino Carlo Felice Clifford Chance Studio Legale

Guastadisegni Fabio Clifford Chance Studio Legale

Magliani Andrea Pedersoli Studio Legale

Mazzetti Valeria Onsinger Ortu–Avvocati (ORL)*

Nanni Alberto Gianni & Origoni

Paratore Stefano Legance–Avvocati Associati

Salvaneschi Laura BonelliErede

Traverso Maurizio Nixes

Villani Alessandro Linklaters

Band 4

Atteniato Andrea Hogan Lovells Studio Legale

Auroreto Antonio Gianni & Origoni

Bernava Andrea Chameleon

Crivellaro Antonio BonelliErede

Curti Giuseppe Freshfields Bruckhaus Deringer

Giagnossi Edoardo Grimaldi Studio Legale

Petronio Francesca Delphine et Associés Wilkie Farr (ORL)*

Santa Maria Alberto Greenberg Traurig Santa Maria

Santarelli Marina Pavia e Ansaldo

Toffolotto Alberto Advocaat Nctm

Band 5

Arossa Fabrizio Freshfields Bruckhaus Deringer

Bari Margherita Cambiati Law Firm

Carcaterra Giovanni Giovanni e Associati (ORL)*

Cardellinichio Pasquale Giovanni e Associati (ORL)*

Casol Filippo Pedersoli Studio Legale

Coppola Gian Paolo LCA Studio Legale

Geronzi Daniela Legance–Avvocati Associati

Iacovelli Monica BonelliErede

Marchelli Stefano McDermott Will & Emery Studio Legale (ORL)*

Origoni della Croce Gian Battista Gianni & Origoni

Pederoli Carlo Pedersoli Studio Legale

Santoschi Michele ARBLIT–Radicati di Brozolo Sabatini

Santoro Carlo Cleary Gottlieb Steen & Hamilton LLP

Zattoni Enrico Pedersoli Studio Legale

Band 6

Anglani Angelo Advocaat Nctm

Banti Federico Osborne Clarke

Bovo Loris Linklaters

Buresti Cecilia Norton Rose Fullbright (ORL)*

Carrara Cecilia Legance–Avvocati Associati

Degi Occhi Cesare LMS Studio Legale

Di Giovanni Paolo BonelliErede

Giovannardi Carlo Alberto Giovannardi Studio Legale

Modenesi Stefano DLA Piper Italy

Papagni Emanuele Carnelutti Law Firm

Rillo Silvio Studio Legale Cappelli RCCD

Sadà Armicale Allen & Overy

Tatossi Claudio Freshfields Bruckhaus Deringer

Vecchi Daniele Gianni & Origoni

Up-and-coming individuals

Breggia Emanuele Nixes

Castelli Luciano LCA Studio Legale

De Benedetto Luca Dentons

Star associates

Cacciananza Manuela Linklaters

Associates to watch

Bonello Alessandra Hogan Lovells Studio Legale

Salerno Lucia Norton Rose Fullbright (ORL)*
Clifford Chance is an international heavyweight well known for advising on both arbitration and litigation proceedings. The firm's lawyers offer expertise in banking and insolvency litigation, as well as representing companies in shareholder disputes. The team combines aptitude in these areas with criminal law expertise. Clifford Chance’s client roster includes international financial institutions and well-reputed companies from the energy and insurance sectors.

Notable practitioners

Massimo Greco is an eminent lawyer who offers considerable expertise in commercial arbitration. He also represents domestic and cross-border clients in real estate, banking, and product liability disputes. One interviewee compliments him by stating: “Massimo Greco is available and efficient.” Amilcare Sada is a highly regarded lawyer who frequently advises banking clients on civil litigation, as well as related regulatory and criminal proceedings. According to a client, “Amilcare Sada is technically excellent and always willing to help. He has a can-do attitude and is very responsive. His commercial acumen is excellent.”

Hogan Lovells Studio Legale

What the team is known for

Hogan Lovells is highly experienced in product liability work. The team combines this with expertise in a number of other areas, including corporate and contractual litigation and banking and insolvency disputes, including assistance with arbitration proceedings and criminal investigations. The firm's lawyers offer notable experience in insurance disputes. The team is well placed to handle matters with an international element, with particular activity in cross-border disputes involving French and Swiss aspects. The department also has knowledge of a wide range of industries, including food and drink, renewable energy and technology.

Strengths

One client says: “The service of Hogan Lovells Milan is excellent. They are really hands-on and I am very impressed.”

Another interviewee adds: “Hogan Lovells has shown a great flexibility, customer-oriented approach and simplicity.”

Work highlights

A Hogan Lovells team led by Francesca Rolla represented New York University in high-profile litigation before the Italian Constitutional Court concerning patrimonial rights.

Notable practitioners

Francesca Rolla is widely considered to be a knowledgeable lawyer in product liability, real estate and competition litigation, with further expertise in arbitration. A client enthuses: “Francesca Rolla is a strategic thinker who is organised and proactive. She is very precise and detail-oriented. She’s also very passionate about her job and takes good care of her clients.”

Andrea Atteritano is an adept lawyer who advises on corporate and commercial litigation and arbitration, including mandates arising from the insurance sector. One interviewee says: “Andrea Atteritano is client-focused and very skilled at translating the legal implications to the client’s business and interests.”

Alessandro Borrello is an experienced senior associate who often assists with commercial litigation, including product liability disputes. One client praises him as “very responsive; he answered questions fairly and in a way that meant the nuances of Italian law were easy to understand.”

Legance – Avvocati Associati

What the team is known for

Legance – Avvocati Associati is a well-regarded firm regularly advising a distinguished roster of international and local clients hailing from the energy, financial services and aviation industries. The team is experienced in handling both international and domestic disputes, particularly those concerning SPAs. Legance’s activity further extends to commercial and investor-state arbitration proceedings, as well as challenging the enforcement of foreign arbitral awards. The firm’s lawyers have recognised abilities in multi-jurisdictional proceedings.

Strengths

One client praises Legance as a “highly specialised team. It is very well coordinated among the
different departments and able to provide full-service support.”
Another interviewee says: “Legance’s lawyers proved to be very punctual, pragmatic and effective.”

Work highlights A Legance team led by Stefano Parlatore assisted Energreen Group with a series of international disputes relating to EPC contracts.

Notable practitioners
Stefano Parlatore (see p.900) is a well-reputed lawyer who has notable experience in complex corporate, commercial and bankruptcy disputes, including both litigation and arbitration proceedings. According to a client, “Stefano Parlatore is responsive and provide good practical advice on Italian insolvency and finance matters.” Daniele Geronzi (see p.890) is an adept lawyer who advises on corporate, commercial and financial litigation and arbitration proceedings. One source praises his quality of customer service, stating: “He is a problem solver and provides the best solutions even in complex situations, guiding the client towards significant goals and accomplish materialises.”

Work highlights A Chiomenti team led by Massimo Martini is very meticulous. Filippo Casò is a seasoned lawyer who advises on insolvency and shareholding disputes. He also assists with contentious bankruptcy proceedings. One interviewee says: “Filippo Casò is a robust lawyer.” According to a client, Carlo Pedersoli is “very prepared on contractual matters.” He is a lawyer experienced in handling banking and insolvency litigation on behalf of Italian clients. He additionally represents individuals in directors’ liability claims. Enrico Zattoni is experienced in handling cross-border litigation as a dual-qualified lawyer in both Italy and New York. “Enrico Zattoni is a terrific, brilliant and skilled lawyer.”

Band 4

Advant Nctm

What the team is known for Advant Nctm is a sizeable team instructed on a varied caseload covering banking litigation, commercial disputes and corporate litigation, with significant activity in contract disputes. Its lawyers assist a number of notable multinational clients, including banks and insurers. The firm’s disputes team enjoys strong knowledge of a number of industry sectors including telecoms, insurance, energy and sport. It handles both domestic and international arbitration, with team members acting as both counsel and chair.

Work highlights An Advant Nctm team led by Alberto Toffololetto advised Lega Nazionale Professionisti Serie A on proceedings against against a MediaPro Italia subsidiary on allegedly unlawful agreement for the sake of rights to Serie A.

Notable practitioners
Alberto Toffololetto (see p.908) is an increasingly prominent lawyer who has experience in banking, antitrust and energy litigation as well as on cross-border arbitration. One source acknowledges that he is “known in the field, especially for commercial litigation.”

Chiomenti

What the team is known for Chiomenti is an experienced disputes practice retained by an impressive list of a wide portfolio of clients encompassing financial services, life sciences, media and insurance. The firm handles a broad range of contentious issues, from product liability and defamation claims to commercial litigation.

Strengths A client concludes: “Chiomenti has always demonstrated an excellent ability in analysing the relevant legal and regulatory issues as well as reliability and clarity of answers.”

Work highlights A Chiomenti team led by Massimo Proto represents RAI on a series of proceedings regarding alleged defamation claims.

Notable practitioners
Andrea Bernava (see p.877) is widely recognised for his “high-level profile” in litigation. He advises on contractual and insolvency litigation for a variety of clients, including foreign states, financial institutions and family businesses.

Dentons Europe Studio Legale Tributario

What the team is known for Dentons offers a growing practice focusing on litigation and arbitration, with notable activity in proceedings before the ICC. Its lawyers are well placed to advise on multi-jurisdictional mandates owing to an extensive international footprint. The firm is active on a range of commercial, civil and contractual disputes, including trading claims and defamation claims.

Strengths One client praises the team by stating: “Dentons provides excellent service and handles international matters very well. The firm fully understands the client’s true needs.”

Work highlights A Dentons team led by Roberto Fabio Lipari represented Sinobec Trading in two arbitrations concerning customers defaulting on contractual obligations.

Notable practitioners
Sara Biglieri (see p.878) receives praise as an “available, able and responsive lawyer. Sara Biglieri is well prepared and has a robust depth of knowledge.” She regularly handles contractual litigation, including class actions, as well as real estate disputes. Luca De Benedetto is an increasingly prominent lawyer who provides contentious advice to clients in the life sciences, energy and food and beverage sectors. He is widely experienced in both civil and commercial proceedings. One client says: “Luca De Benedetto is reliable and very much aware of our needs.”

DLA Piper Italy

What the team is known for DLA Piper regularly advises clients on multi-jurisdictional litigation and arbitration proceedings. The firm assists a large number of international companies, with activity on behalf of major names from the fashion, technology and transport sectors, as well as established financial institutions. The team’s lawyers are also active in insurance litigation. DLA Piper’s disputes team often works with its insolvency, regulatory or IP practices to provide comprehensive assistance to clients.

Strengths One client notes: “DLA Piper has excellent legal preparation and understands the needs of the company.”

Work highlights DLA Piper team led by Stefano Modenesi and Davide Rossetti represented Airbus on an insurance litigation held before the Court of Civitavecchia.

Notable practitioners
Stefano Modenesi (see p.897) commands an increasingly significant reputation for his work on disputes concerning insolvency, real estate and contractual proceedings. One client observes: “Stefano Modenesi is a promising lawyer. He is smart.”

Fivelex Studio Legale e Tributario

What the team is known for Fivelex Studio Legale e Tributario is a notable firm in the Italian dispute resolution arena. The firm frequently advises companies from the financial services, sport and product manufacturing industries on corporate and banking litigation cases such as shareholder disputes, damages claims and directors’ liability actions. Its lawyers boast additional experience in arbitration.

Strengths One client states: “Fivelex’s advice is pungent and to the point.”

Notable practitioners
Alfredo Craca receives praise as a “strong lawyer with important insight into dispute resolution.” His practice encompasses corporate liability actions, shareholder disputes and contentious bankruptcy proceedings. The “hard-working” Claudio Tatozzi is an experienced lawyer who regularly advises on director liability actions. He also regularly assists with insolvency proceedings.

Giovanardi Studio Legale

What the team is known for Giovanardi Studio Legale has particularly strong expertise in liability actions and insolvency disputes. The team’s lawyers also assist with construction and real estate litigation. The firm regularly advises clients from across the financial and banking sectors. It is further active in corporate liability proceedings.
Strengths One interviewee concludes: “Giovanni di Vignoli is very present in banking and insolvency.”
Work highlights A Giovanni di Vignoli team led by Carlo Alberto Giovanni di Vignoli acted for Banca Nazionale del Lavoro on a special insolvency proceeding before the Court of Appeal.
Notable practitioners Carlo Alberto Giovanni di Vignoli (see p.892) is a prominent lawyer who advises on insolvency and banking disputes. He also regularly assists with commercial litigation. According to one source, “Carlo Alberto Giovanni di Vignoli is a very good litigator.”

LCA Studio Legale

What the team is known for LCA Studio Legale is a widely recognised firm with expertise in real estate, corporate and construction disputes. The team has significant experience in arbitration. Its lawyers act for a variety of domestic and international clients active in the fields of energy and technology. The firm has notable activity in insolvency litigation.

Work highlights One source says: “LCA Studio Legale is fully capable of assisting clients in cross-border international matters. Its strengths are that it combines a traditional approach with innovative solutions, and they will always be open to new ideas.”
Another interviewee enthuses that the practice is “very well structured and able to provide services worldwide.”

Work highlights An LCA team led by Salvatore Sanzo represented Milanosesto on a recovery action against Falck relating to the construction of the Città della Salute e della Ricerca.

Notable practitioners Gian Paolo Coppola is a highly regarded lawyer who regularly advises on litigation and arbitration proceedings on behalf of a variety of industries, including clients from the energy, entertainment and life sciences sectors. One client says: “Gian Paolo Coppola is a very well-prepared lawyer. He is very attentive to the needs of his client and responds very quickly to any matter submitted.” Luciano Castelli is an increasingly prominent lawyer who provides assistance with a variety of contentious matters, including antitrust, commercial and energy litigation. One client says: “Luciano Castelli is a forward-thinking and practical lawyer. His first goal is to help his clients to avoid litigation and provide practices for business protection. When that is not an option, he is ready to strongly assist them.”

Linklaters

What the team is known for Linklaters is capable of assisting clients with a wide variety of different matters, including commercial, insolvency, antitrust and banking litigation. Its strengths extend to support in arbitration proceedings. The firm’s lawyers assist clients with shareholder disputes, annulment proceedings, and class actions. The team is particularly active on behalf of tech companies, financial services and banks.

Strengths The team draws notable attention from sources for its experience in banking disputes.
Work highlights A Linklaters team led by Alessandro Villani advised Apple against a class action brought by Attonerno su over alleged unfair commercial practices. The case is being held before the Court of Milan.

Notable practitioners

Alessandro Villani leads Linklaters’ litigation department in Italy and regularly represents blue-chip financial services entities. He advises on commercial, banking and insolvency litigation. One client enthuses: “Alessandro Villani is able to provide clear and articulated answers to complicated matters. He is always prompt and available to address questions.” Loris Bovo is praised by sources as a “hard-working and prepared” lawyer. From the Milan office, he advises on financial, corporate and commercial litigation, as well as real estate disputes. Manuela Cacciola is adept at handling banking and corporate litigation from the Milan office of Linklaters. She also regularly assists clients with class actions as well as antitrust proceedings.

Band 5

Carnelutti Law Firm

What the team is known for Carnelutti Law Firm enjoys broad expertise in the dispute resolution arena. The team is adept at handling insurance, insolvency and commercial litigation, as well as proceedings relating to matters with cross-border elements. The firm’s lawyers advise on a mixture of domestic and international clients from a range of industries, including those with activity in luxury goods and energy. Furthermore, it assists clients with cross-border arbitration proceedings.

Strengths One client regards Carnelutti as “very efficient” and “helpful in reaching an agreement.”
Work highlights A Carnelutti team led by Margherita Baric and Christian Patelmo advised Piacenti in connection with a real estate litigation.

Notable practitioners

Margherita Baric (see p.876) is an experienced lawyer in insolvency disputes and real estate litigation. She additionally represents corporations in cross-border arbitration proceedings. Emanuele Papagni (see p.900) enjoys a growing reputation in connection with cross-border disputes across a variety of matters. His experience extends to defiance disputes and damages claims. According to one source, “Emanuele Papagni is flexible and a perfect match for clients. He is responsive and tasks are always completed on time.”

Gatti Pavesi Bianchi Ludovici

What the team is known for Gatti Pavesi Bianchi Ludovici is an adept litigation practice advising on a range of commercial disputes, including banking and contractual cases. The firm’s lawyers are capable of handling domestic and international arbitration. The team typically handles cases flowing from insolvency proceedings or those regarding anti-competitive behaviour. It also offers notable experience in shareholder disputes.

Strengths One client praises the firm’s services, stating: “They were meticulous down to the smallest details in the preparatory phase and then managed the case with excellent tactical vision.”
Work highlights A Gatti Pavesi Bianchi Ludovici team led by Carlo Pavesi and Stefano Verzoni assisted Mediapro Italia on a dispute brought by Lega Calcio before the Court of Milan, relating to an alleged breach of contract.

Notable practitioners

Stefano Verzoni leads the department and is a key contact for clients.

Greenberg Traurig Santa Maria

What the team is known for International and domestic arbitrations form a significant part of Greenberg Traurig’s work. The firm also supports clients in litigation, with proceedings ranging from construction to real estate, including contractual disagreements. Clients belong to a range of different sectors, including leisure, technology and energy.

The team’s lawyers also represent a range of companies from the IP and life sciences sectors.

Strengths One referee concludes: “Greenberg Traurig Santa Maria is excellent. The service rendered is always satisfactory.”
Work highlights A Greenberg Traurig team represented Eni on a civil dispute relating to the environmental impact of an onshore oil field.

Notable practitioners

Alberto Santa Maria is a skilled lawyer who advises on environmental and corporate disputes, as well as acting on local and international arbitration proceedings as both counsel and chair. One interviewee praises him as “eminently” in the Italian arbitration space.

Work highlights One interviewer enthuses: “They are well known for their work with hi.lex is an established boutique that continues to win praise for its capabilities in litigation and arbitration. The firm assists with contentious IP, corporate and financial mandates. Its lawyers represent clients active in a variety of sectors, including heavy industry, real estate and finance. The team further advises on disputes arising from the insurance industry.”

Strengths One client says: “We regularly have cross-border matters with hi.lex. The team covers this territory from Italy just as well as an international firm. Their English language skills are excellent.”

Notable practitioners

Maurizio Traverso (see p.909) is an accomplished lawyer who advises on contractual litigation and arbitration, and has further experience in IP disputes. One client praises his cross-border capability, noting: “Maurizio Traverso is experienced and has an excellent command of English.” Emanuele Breggia (see p.879) is widely considered by sources to be a rising star for commercial, IP and insurance litigation. One client endorses him as “up-and-coming, with great drive.”

Pavia e Ansaldo

What the team is known for Pavia e Ansaldo is a well-regarded Italian firm regularly handling claims arising in the energy, telecoms and finance sectors. Its disputes team is well equipped to deal with international matters by virtue of lawyers with expertise in an array of countries such as Germany and the UK.

Work highlights A Pavia e Ansaldo team led by Eugenia Croce successfully represented Banca Generali on litigation before the Supreme Court concerning alleged financial misconduct.

Notable practitioners

Marina Santarelli (see p.905) is an experienced lawyer based in Milan. Her practice encompasses a variety of matters ranging from antitrust actions to healthcare advice. One source regards her as “a great lawyer who is determined and knows how best to act in an arbitration.”

Band 6

Bird & Bird

What the team is known for Bird & Bird fields an established IP litigation practice offering assistance with patent, trade mark and copyright infringement disputes. Its Italian team acts on competition and TMT matters. The firm’s lawyers advise on impres-
Osborne Clarke is an international firm representing notable clients in the construction, pharmaceutical and entertainment industries in corporate and bankruptcy disputes. The team’s lawyers regularly advise clients on shareholder disputes and controversies concerning corporate management. The team also assists clients with IP litigation.

Strengths One source praises “the way Osborne Clarke interfaces with the client and gives them continuous feedback relating to the proceeding.” Another commenter lauds: “The litigation team has a great know-how, but above all what distinguishes them is their customer service and commitment to obtain the maximum result for the client.”

Work highlights An Osborne Clarke team led by Federico Banti and Federico Ferrara represented Sony Music Entertainment Italy in a damages claim concerning rights to the catalogue of Lucio Battisti.

Notable practitioners

Cesare Degli Occhi

Massimo Dattrino

Valeria Giovannelli

Giovanni Carcaterra

Guido Alpa

Riccardo Luzzatto

Riccardo Baroncelli

Other Ranked Lawyers

“Astute lawyer” Guido Alpa is noted for his extensive experience as an arbitrator. One commentator notes: “Guido Alpa is a balanced person and a great mediator.” Francesco Benatti is widely recognised for his experience, particularly in domestic arbitration. One source says: “Francesco Benatti is one of the best in Italy.” Cecilia Buresti is a notable lawyer who heads the litigation team of Norton Rose Fullbright in Italy. She receives praise for her “accurate and prescient advice,” as well as for her “outstanding reputation.” She is active in arbitration and also advises on cases relating to damage compensation and corporate liability.

Genoa-based Sergio Maria Carbone is a renowned arbitrator who offers expertise in a variety of local and international proceedings. One client praises him as “very good, very practical, with a wide range of experience.” Giovanni Carcaterra (see p.881) is a lawyer based at Giovannielli e Associati who represents notable international clients in banking litigation. He further advises on contentious insolvency proceedings and issues related to breach of contract and unfair competition.

Pasquale Cardelicchio (see p.881) is a seasoned lawyer based at Giovannielli e Associati who represents notable international clients in banking litigation. He is a distinguished figure in the market, with sources lauding him as a “top” lawyer. Giorgio De Nova is a longstanding lawyer who receives praise for his considerable track record as well as for his academic credentials. He has a wealth of experience in litigation and arbitration proceedings. One source says: “He has a great ability to explain complex legal issues.”

Lotario Ditrich receives praise for his presence in the Italian debate on cross-border commercial litigation and arbitration on behalf of local and international clients. One client says: “Federico Banti is determined and fast, both in strategic planning and in execution. This is accompanied by his excellent knowledge of the law and litigation procedures.”

Studio Legale Cappelli RCCD

What the team is known for Studio Legale Cappelli RCCD is a boutique firm recognised for its expertise in financial disputes and related white-collar crime, offering support in both litigation and arbitration proceedings. Its lawyers frequently cover insolvency, insurance and regulatory enforcement proceedings. Clients include international banks and asset managers.

Notable practitioners

Silvio Riolo (see p.903) is a well-recognised lawyer who regularly advises banks and financial institutions on market abuse claims.

Enrico Giliberti receives praise from market commentators for being “present on national arbitration.” He is active at the ICC level as arbitrator and has a particular focus on energy mandates.

Natalino Irri is a senior lawyer who has longstanding expertise in litigation and arbitration proceedings. One impressed interviewee says: “Natalino Irri is the best legal mind in Italy.”

Milan-based Riccardo Luzzatto has notable experience as an international arbitrator.

Vincenzo Mariconda is a Milan-based lawyer who is highly regarded by market sources as “a great lawyer and arbitrator.” Interviewees acknowledge his long-standing experience as well as his previous career as a judge.

Valeria Mazzoletti (see p.896) of Orsinger Ortu – Avvocati Associati is well regarded in Italy for assisting on directors’ liability disputes. She notably advises financial institutions on contentious insolvency proceedings. According to sources, “Valeria
Mazzotti is prompt in replying and concise with her legal advice. The information we receive is always clearly organised, with easy to understand recommendations about the possible risks.”

Stefano Mechelli (see p.897) leads the dispute resolution practice of McDermott Will & Emery in Italy and advises multinational clients on litigation, arbitration and mediation proceedings. He is a qualified lawyer in Italy, Germany, Spain and the USA. A client praises him, saying: “He uses crisp and clear language. He is easy to work with and very focused on the topic.”

Francesca Petronio (see p.901) has recently joined Wilkie Farr & Gallagher in Milan. She is an adept lawyer who is well placed to act on a variety of cases, including domestic and international arbitration. She further assists with insolvency proceedings and shareholder disputes. “Astute lawyer” Giuseppe Portale of Studio Legale Portale Visconti has expertise in corporate and international arbitration proceedings. He has experience of appearing on proceedings as both counsel and arbitrator.

Paolo Pototschnig (see p.902) is an esteemed lawyer based at Orsingher Ortu – Avvocati Associati with commendable experience in banking and insolvency litigation. He frequently represents multinational clients in the TMT and financial services industries. One client notes: “We have a positive impression of Paolo Pototschnig. He is a great lawyer.”

Matteo Rescigno has commendable experience in international arbitration. One source lauds: “Matteo Rescino is a fine arbitrator. He is very in demand.” Giorgio Sacerdoti is an accomplished arbitrator who is senior counsel at CBM & Partners as well as professor emeritus at Università Bocconi. He is often cited by sources as a popular choice for international disputes. One interviewee praises him as “balanced and very in demand.”

Lucia Salerno is a well-established associate at Norton Rose Fulbright who frequently advises on corporate liability claims and assists clients also with mediation. One source asserts: “Lucia Salerno is an outstanding lawyer both technically and commercially.”

ITALY: An Introduction to Employment

Contributed by LabLaw Studio Legale Rotondi & Partners

Introduction

Note to the reader: The challenging situation described below is still largely affected by the COVID-19 pandemic.

On the basis of the preliminary estimate published by the National Institute of Statistics (Istat), the Italian GDP in the third quarter of 2021 marked an increase of +2.6%, after +2.7% in the second quarter. The variation for 2021 was equal to +6.1%. On the supply side, the preliminary estimate shows a strong expansion of the market services sector, recovering after the contraction caused by emergency measures to face the health emergency that continued until spring, as well as a growth in industry. In the average of the third quarter, the index of industrial production showed an economic growth of 1.0%, supported by non-durable consumer goods (+2.2%) and capital goods (+1.6%). In the same period, consumer durables showed a significant reduction (-1.6%), following two quarters of substantial stagnation. In September, the economic change in the general index was at +0.1%. Foreign trade continued to show a positive trend.

In the third quarter, exports of goods grew by a total of 2.8% compared to the previous three months – with increases on both EU and non-EU markets (+3.2% and +2.3% respectively) and imports by 5.5%. The export dynamic was sustained not only by energy (+7.1%), but also by intermediate and capital goods (3.7% and 3.2% respectively) while exports of non-durable consumer goods showed a modest increase (+0.7%).

In October, confidence surveys provided mixed signals across sectors. In September, the labour market returned to showing positive signs, with an increase in the number of employed (+0.3% compared to August, equal to +59 thousand) and a decrease in the number of unemployed (–1.2%, equal to –28 thousand) and inactive (–0.3%, –46 thousand). The unemployment rate stood at 9.2% (–0.1 percentage points). The increase in employment is led by the female component, with an increase of 0.5% (+46,000), against +0.1% (+13,000) for men. Compared to January 2021, there is a positive balance of just over 500,000 employed, due exclusively to the recovery of dependent work – up by about 520,000. The employment rate is higher by 1.5 percentage points. The current phase of rising inflation (+1.8% in October) is accompanied by a strong moderation in contractual salaries (+0.6% the average projection for the year 2021 in September). The overall trend in contractual remuneration in September shows a more pronounced trend for manufacturing (+1.2%) than for private services (+0.8%).

Legislative Changes

The most significant legislative changes in 2021 relate to prosecution of the ban on dismissals. To address the COVID-19 pandemic, the Cura Italia Decree (Law Decree 18/2020) introduced a ban on individual terminations for economic reasons and on collective dismissals. The ban, which entered into force on 17 March 2020, was extended until 31 December 2020 and then further extended until 31 March 2021 and later until 30 June 2021 for companies of the industrial sector and until 31 October 2021 for companies of the trade sector.

Any termination in breach of the ban was considered null and void. It was therefore possible to dismiss only for just cause and/or during the trial period and/or exceeding the maximum sickness leave period and/or for the exemptions provided by the law (i.e. among others: definitive termination of production activity, which however implies the liquidation of the company itself without the possibility – not even partially – of continuing production; mutual termination of the employment relationship with the employee in cases where the company’s collective agreement provides an incentive to leave etc.).

The ban applies until 31 December 2021 only to those employers who have opted for the use of shock absorbers, both ordinary and extraordinary, made available by the Italian Government.

Furthermore, the Italian Government, similarly to other EU countries, has introduced the so called Green Pass: under the extension of the state of emergency until 31 March 2022, in order to access workplaces to carry out any kind of work, it is necessary to have and present on request the green COVID-19 certification. In the event of entry into the workplace in breach of the green pass obligation, the worker is subject to an administrative sanction imposed by the competent Prefecture for the territory between €600.00 and €1,500.00.
If the green pass expires during work, there are no provisions for disciplinary sanctions nor the administrative sanction imposed by the Prefecture (from €600.00 to €1,500.00) in the event of a breach of the obligation to hold the possession of the green COVID-19 certification. Staying in the workplace is permitted only for the time necessary to complete the work shift.

Trends for 2022
The government has introduced an amendment to Article 77-bis to the 2022 Budget Bill, with new provisions on the termination of production activities.

More specifically, companies with an average of 250 or more employees in 2021 will only be able to make collective and individual redundancies next year if they have given ‘notice’ 90 days before the planned termination date (which means that they cannot make redundancies before April). In the absence of communication, dismissals are null and void.

The most significant trend for 2021, which will carry on into 2022 and is clearly connected to the pandemic, was the increase of so-called ‘smartworking’. Smartworking is a flexible way of carrying out the employment relationship outside the company premises and was introduced by Law 81/2017. Following the pandemic outbreak, most companies in Italy have implemented smartworking, as required by the Italian Government with the various decrees released starting from January 2020.

The formalities of implementing smartworking have been simplified as much as possible. Currently companies are required to send to the Labour Office a list of the employees who are ‘smartworking’ with a start and end date. Such simplified procedures will apply until 31 March 2022, following the extension of the emergency situation. Following the above, many Italian employees working abroad have asked their employer to go back to Italy and to perform their duties remotely (holiday house/family house etc). Such requests have required foreign companies to verify multiple aspects with regards to visa authorisation, tax perspectives and social contribution, as well as the possible implications on data privacy.

Italian Employment Law: How to face the post-pandemic?
The main question that all Italian employers have right now is: “How to face the post-pandemic?” Italian employment law offers a range of actions to be implemented to face the post-pandemic situation, specifically:

1) Dismissals for objective reasons, for those companies not benefitting from shock absorbers: for up to 4 individuals the dismissals may be managed as individual dismissals; starting from 5 dismissals (within 120 days) they shall be treated as collective dismissals.
2) Extraordinary Wage Fund: for company crisis, reorganisation or solidarity agreement.
3) Outsourcing/transfer of undertakings.
4) Collective transfers.
5) Agreement with the Trade Unions to modify job duties/reduce remunerations/change terms and conditions of employment, also by derogating to Law and National Collective Bargaining Agreement.
6) Agreement with Trade Unions to harmonize and regulate a more efficient resort to self-employment agreements.
7) Implementation of a net of enterprises to maximize synergies.
8) Training programs for reskilling.

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**Employment**

**Band 1**

**BonelliErede**

**What the team is known for** BonelliErede is a first-class firm which frequently handles employment law aspects of high-value M&A transactions, working closely with the firm’s financial, regulatory and corporate teams. The law firm is capable of covering the full gamut of employment issues, including trade union negotiations, remuneration policies, social security matters and corporate reorganisation. Its lawyers are often sought out for their expertise in top management succession proceedings.

**Strengths** One client praises BonelliErede’s client service as “outstanding. The law firm is always reachable and very fast in answering.”

**Work highlights** A team led by Marcello Giustini and Giovanni Muzina assisted Assicurazioni Generali on the reorganisation of its top management team, including a series of exit agreements.

**Notable practitioners**

Marcello Giustini (see p.892) has vast experience advising public and private companies on the management of their remuneration policies, as well as matters in relation to executive succession. One source says: “He is a professional of great standard, specialised in assisting top managers as well as on the operation of big M&A deals.” Antonella Negri (see p.898) provides expert advice on a range of employment mandates such as damages claims against former managers, collective redundancies and negotiations with trade unions. One source praises her customer orientation by stating: “She is very good at communicating and orienting the client towards a strategy.” According to one client, Marco Maniscalco (see p.896) is “a very kind and technically good lawyer.” He provides advice to local and multinational corporations on negotiations of trade union agreements and the management of employment and health and safety matters. Vittorio Pomarici (see p.902) offers support to global players on collective redundancy procedures and employment matters related to M&A transactions. One interviewee says: “He understands complex issues and adopts a pragmatic approach to help his clients deliver solutions that work.”

**Toffoletto De Luca Tamajo**

**What the team is known for** Toffoletto De Luca Tamajo is a distinguished employment boutique excelling in numerous different areas, including the labour aspects of M&A, restructurings, trade union relations and contracts with commercial agents. Its lawyers often assist companies with national trade union disputes. The law firm is also active in the implementation of flexible working projects and data privacy audits. It advises an impressive roster of domestic and multinational corporations across a wide array of industries, including banking, technology and fashion.

**Strengths** The firm is praised by the market as “true stars. I am always happy to leverage their talents and recommend them to others.” One source confirms: “Toffoletto De Luca Tamajo is the best for its depth of knowledge. They are the leaders of the labour law market.”

**Work highlights** A team led by Franco Toffoletto and Emanuela Nespoli assisted Air Italy with a collective dismissal in relation to business closure.

**Notable practitioners**

Franco Toffoletto (see p.908) provides expert advice on collective dismissals, negotiations with trade unions and manager-related issues, as well as representing clients in contentious employment matters. One source enthuses that “he is a truly outstanding lawyer with a unique sense of care for his client.” According to a client, Aldo Bottini’s (see p.878) ‘experience combined with his responsiveness and kindness are rare qualities.’ He assists leading local corporates with a variety of employment matters, often concerning industrial relations. Emanuela Nespoli (see p.888) frequently lends her expertise to corporate clients on industrial relations and collective dismissals, as well as employment aspects of M&A. One client summarises her strengths as “exce-
Trifirò & Partners

What the team is known for

Trifirò & Partners is a well-known national firm with experience handling numerous areas of employment law, including trade union matters, the drawing up and termination of contracts, social security issues and agency relationships. Trifirò is experienced in assisting clients with the labour aspects of corporate restructuring operations, including collective redundancy procedures. The practice group advises clients from a variety of sectors, notably in the fashion industry.

Leading Individuals

Band 1

Trifirò Salvatore Trifirò & Partners ♦

Senior Statespeople and Eminent Practitioners

Trifirò Salvatore Trifirò & Partners ♦

Eminent Practitioners

Valeria Morosini

Leading Firms

UnitedLex – Stucchi & Partners

Studio Legale Associato Chiello & Pozzoli

Simmons & Simmons

Linklaters

Ferrario Provenzali Nicodemi & Partners

Carnelutti Law Firm

Dentons Europe Studio Legale Tributario

Ferrari Provenzali Nicodemi & Partners

Gattai, Minoli, Partners

Gati Pavesi Bianchi Ludovici

Hogan Lovells Studio Legale

LEXELLENT

Linklaters

Norton Rose Fulbright

Orringher Ortu – Avvocati Associati

Osborne Clarke

Simmons & Simmons

Studio Legale Associato Chiello & Pozzoli

Unilex – Stucchi & Partners

Valerio Barberis

Verdelli & Partners

Work highlights

A Chiomenti team led by Emanuele Barberis advised Michael Kors and Gianni Versace on a client roster comprising fashion powerhouses, private equity firms and financial service providers. Emanuele Barberis (see p.876) is recognised for his longstanding activity in the employment market. He frequently advises fashion groups and media companies on matters including the transfer of personnel, as well as dealing with the employment aspects of acquisitions and restructurings. One client says: “He is able to anticipate trends and to suggest possible options with a clear vision in mind. Emanuele also understands clients’ needs in multicultural environments and drives his team to excellent performance.”

Annalisa Reale (see p.903) routinely deals with top management employment issues, along with the implementation of welfare programmes, for a client roster comprising fashion powerhouses, private equity firms and financial service providers.

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Lexology is recognised for its longitudinal activity in the employment market. He is well known for his expertise in dealing with trade union matters, the drawing up and termination of contracts, social security issues and agency relationships. Trifirò is experienced in assisting clients with the labour aspects of corporate restructuring operations, including collective redundancy procedures. The practice group advises clients from a variety of sectors, notably in the fashion industry. Emanuele Barberis (see p.876) is recognised for his longstanding activity in the employment market. He frequently advises fashion groups and media companies on matters including the transfer of personnel, as well as dealing with the employment aspects of acquisitions and restructurings. One client says: “He is able to anticipate trends and to suggest possible options with a clear vision in mind. Emanuele also understands clients’ needs in multicultural environments and drives his team to excellent performance.”

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and harassment claims in national and European courts. Its lawyers also assist clients with preventive advice to avoid litigation as well as offering an ADR service.

**Strengths**
- One source highly rates the law firm, elaborating: “Ichino Brugnatelli & Associati Studio Legale is a boutique that enjoys great prestige. The law firm manages issues of quality.”

**Notable practitioners**
- Pietro Ichino (see p.893) is an esteemed lawyer who offers expert advice on a range of employment issues, including trade union negotiations. Carlo Fossati (see p.889) maintains a strong reputation in the employment market, advising a client roster including companies from the financial, telecommunications and chemical sectors. He is experienced in employment matters arising from M&A transactions and restructurings, as well as dealing with contentious mandates.
- Franco Tofacchi (see p.908) is noted for his solid experience in employment matters, with clients asserting that he provides “punctual, precise and very effective support, with an outstanding customer care approach.” He frequently deals with employers’ civil liability and disciplinary proceedings, as well as handling negotiations with trade unions.

**LabLaw Studio Legale Rotondi & Partners**
- What the team is known for: LabLaw is a well-reputed labour boutique with a strong presence in Italy. The team is able to handle multi-jurisdictional mandates via its L&E Global alliance membership. The law firm specialises in advising employers across a range of matters, including trade union negotiations, restructuring, reorganisations and litigation. Its lawyers are also capable of assisting with employment-related criminal matters. The firm regularly assists corporates with the drafting, establishment, modification and termination of contracts.
- Work highlights: A team led by Francesco Rotondi, Michela Bani and Angelo Quarto advised Ferrero Commerciale on industrial relations in connection with the sale of a business unit.

**Notable practitioners**
- Francesco Rotondi (see p.904) has a wealth of experience advising on the negotiation of directorship and trade union agreements, alongside managing the employment aspects of M&A transactions. Market sources describe him as “very accessible and responsive across cases. He leads his team with a very strong understanding of customer needs.”

**Legance – Avvocati Associati**
- What the team is known for: Legance offers a highly esteemed employment practice adept at handling a broad range of issues including transfers of undertakings, redundancies, remunerations and workforce restructurings. Legance combines expertise in non-contentious matters with its ability to handle high-value litigation. Its lawyers provide experience in the termination of managers and strategic issues that could impact the management of employment relations in general. The practice group regularly assists Italian clients with an international presence, as well as multinational household names. The law firm is also equipped to handle employment matters relating to the acquisition of companies and contract merging. It retains an international network to support clients’ businesses in various jurisdictions.
- Strengths: One interviewee enthuses: “Legance shows an exceptional ability in understanding the complex legal framework connected to the limitations of changes in remuneration policies and delivering effective solutions to clients.”

**Notable practitioners**
- The “highly competent and extremely responsive” Alberto Maggi (see p.895) is praised by interviewees for his experience managing employment mandates and for his ability to build strong relations with clients. He demonstrates longstanding expertise in the management of relations with trade unions and hiring and dismissal procedures, as well as the development of implementation of incentive plans for employees.
- Silvia Tozzoli (see p.909) handles collective dismissals and matters involving top management, as well as the implementation of bonus and commission schemes. She also has a strong grip on restructuring and reorganisation.

**Band 3**

**Advant Nctm**
- What the team is known for: Advant Nctm is a robust Italian firm experienced in all manner of employment matters, including trade union relations, dismissals and the employment law aspects of M&A transactions and restructurings. The law firm regularly advises on new management structures. Its lawyers also handle major employment litigation, with considerable experience in the healthcare, sport and technology sectors.
- Work highlights: An Advant team led by Michele Bignami assisted Elior Group with a series of employment litigation mandates throughout Italy.

**Notable practitioners**
- Roberta Russo (see p.904) assists Italian corporates with the employment aspects of their expansion plans, as well as handling trade union negotiations and the labour aspects of M&A. One client praises her “managerial mindset that means she immediately grasps needs and objectives. Thanks to her legal competence and ability to read business dynamics, she is able to propose targeted solutions.”
- Michele Bignami (see p.878) deals with a range of employment mandates, such as collective dismissals, litigation proceedings and reorganisations. A client describes him as “a very strong lawyer and a pleasure to work with.”

**DLA Piper Italy**
- What the team is known for: DLA Piper assists clients with a variety of employment matters that are often related to major company reorganisations, such as trade union consultations, collective dismissals and social security issues. The practice group’s strengths include designing large-scale welfare plans for employees. The law firm also advises renowned multinational clients from a range of industries including technology, e-commerce and hospitality.
- Work highlights: A team led by Giampiero Falasca assisted just Eat on drafting and negotiating a collective agreement.

**Notable practitioners**
- Giampiero Falasca (see p.888) frequently deals with restructuring procedures, contentious employment matters and the development of smart working projects. One client says: “His competence, his availability and his customer orientation are the key factors of the firm’s service.” According to a client, Fabrizio Morelli (see p.898) is “a trusted and highly skilled HR lawyer” who deals with corporate restructurings and reorganisations. He routinely represents financial services providers, as well as companies active in the hospitality and software sectors.

**Gianni & Origoni**
- What the team is known for: Gianni & Origoni is capable of handling a wide range of matters, including litigation, industrial relations and dismissals. The firm assists big-name national and multinational clients and provides a full-service approach by working closely with internal teams specialising in other practice areas, including tax, antitrust and public law. Its lawyers have prominent litigation skills used by multi-jurisdictional clients in the retail, manufacturing, and finance sectors. The law firm is a strong choice for employment issues related to cross-border M&A, benefiting from its offices in international financial centres.
- Strengths: A client says: “Despite the complicated nature of the case, a high level of competence is displayed by the firm at all times.”
- Work highlights: A Gianni team led by Alessandra Ferroni assisted EniProgetti and Eni with health and safety measures.

**Notable practitioners**
- Alessandra Ferroni (see p.888) is well versed in a number of employment mandates, such as the implementation of health and safety systems and the employment aspects of corporate disposals. She additionally assists with elements of M&A. Matteo Fusillo (see p.890) is a skilled lawyer who often assists international companies with transfers of personnel, collective dismissals and negotiations with trade unions. He also assists clients with restructurings and reorganisations.

**Grimaldi Studio Legale**
- What the team is known for: Grimaldi Studio Legale offers an impressive domestic practice that is particularly active in individual and collective redundancies. Its lawyers’ expertise extend to negotiations with trade unions on a variety of topics, as well as advising on contracts, secondments and employee transfers. The law firm maintains a strong contentious team, acting on employment litigation. Grimaldi often advises high-profile Italian and international clients belonging to a variety of industry sectors, including luxury, healthcare, finance and food and beverages.
- Work highlights: A Grimaldi team led by Angelo Zambelli and Alberto Testi represented UBS Europe in a series of arbitrations alleging breaches of non-competition and non-solicitation obligations.

**Notable practitioners**
- Angelo Zambelli has a wealth of experience representing leading corporates in litigation, most notably those relating to breaches of non-competition obligations and unfair dismissals. One market source says: “He has got years of experience and a lot of credibility.” Barbara Grasselli frequently advises Italian and multinational companies from the manufacturing, media and life sciences sectors on a variety of employment issues. One client describes her as “a very reliable and highly customer-oriented lawyer.”

**Studio Legale Maresca Morrone Boccia & Associati**
- What the team is known for: Studio Legale Maresca Morrone Boccia & Associati is a respected boutique based in Rome with broad industry knowledge
encompassing all areas of employment. The firm is seasoned in assisting clients with restructuring, remuneration policies, discrimination and mobbing, collective dismissals, social security and outsourcing. The law firm is capable of representing clients in both contentious and non-contentious cases.

Notable practitioners

Arturo Maresca is an expert lawyer on a variety of employment issues, in which he frequently represents key employer associations. One source praises him as “very prepared and ultra-present in the employment space when assisting corporate clients.”

Scorcelli & Partners

What the team is known for Scorcelli & Partners fields a wide-ranging employment practice encompassing collective agreements and industrial relations matters. The law firm represents a portfolio of clients, with notable activity on behalf of those in the entertainment, food and beverage and banking sectors. Scorcelli is also able to advise on collective dismissals as well as executive terminations.

Strengths According to a client, “Scorcelli & Partners is not only always available, but its responsiveness and attitude towards finding the right solution are outstanding.”

Notable practitioners

Renato Oscar Scorcelli (see p.906) has a strong track record advising both corporates and individual executives on unfair dismissal proceedings. One client highlights his “strong competencies in matters of labour law, in which he is very helpful. He gives the right advice considering the needs of the company and delivers on time.”

Band 4

Baker McKenzie

What the team is known for Baker McKenzie is an international firm offering an integrated approach to employment matters, including transfers of business, trade union negotiations, restructuring and business divestitures. The team is able to call on the expertise of other practices at the firm to provide clients with a complete overview of their issues, including insolvency, M&A and litigation.

Strengths A client says: “The law firm is reactive and the team is fully ready to support us every time we have a problem. When we bring a problem to the table, they do a good job.”

Work highlights A team led by Massimiliano Biolchini assisted Whirlpool EMEA on implementing health and safety measures in relation to the COVID-19 pandemic.

Notable practitioners

Uberto Percivalle is routinely involved in trade union negotiations, collective litigation proceedings and the implementation of redundancy plans. A client enthuses: “He is fully aware of any regulatory change that impacts the company and he proactively communicates any developments.” Massimiliano Biolchini regularly provides labour advice to companies involved in corporate transactions as well as employment compliance disputes. He also assists corporates with company restructuring and reorganisations.

Bird & Bird

What the team is known for Bird & Bird benefits from a strong cross-border practice and utilises its established international network to provide a full international service for clients. The practice group has developed knowledge on hirings and dismissals, litigation and trade union negotiations. The law firm is also able to provide advice on the employment aspects of corporate transactions, as well as carrying out workplace investigations. Its lawyers assist a large roster of international clients in the pharmaceutical and TMT sectors.

Strengths Clients praise Bird & Bird for its ability to navigate through “articulated and complex topics, and it can handle critical business situations.”

Notable practitioners

Amedeo Rampolla is a highly regarded lawyer who provides advice to domestic and international companies on hiring, dismissal and disciplinary procedures, as well as employment disputes. According to sources, “Amedeo is an experienced and very skilled lawyer.”

Clifford Chance Studio Legale Associato

What the team is known for Clifford Chance is an esteemed international firm whose employment practice acts for multinational and notable domestic clients on a raft of mandates. Its expertise includes M&A-related employment matters such as employee transfers. The law firm is also well versed in assisting with cross-mergers and remuneration policies. Its lawyers draw on the firm’s wide network to advise corporates on multi-jurisdictional employment matters, and it leverages its full-service offering to support clients with insolvency or contentious issues.

Work highlights A team led by Simonetta Candela advised a consortium including Cassa Depositi e Prestiti, Blackstone and Macquarie on labour issues in relation to their acquisition of Autostrade per l’Italia.

Notable practitioners

Simonetta Candela is an adept lawyer who deals with dismissal procedures, drafting of remuneration policies and negotiations with trade unions, along with the employment aspects of M&A. A client says: “She has a deep knowledge and high skills in labour law. She has a rare capacity to understand the issues and help us cope with them.”

Studio Legale Daverio & Florio

What the team is known for Studio Legale Daverio & Florio is a boutique law firm with experience in a range of employment matters, including dismissal procedures, outsourcing and litigation. The firm’s expertise includes trade union and social security law. Its lawyers are experienced in advising clients on regulating employee use of information as well as general technological issues.

Notable practitioners

Fabrizio Daverio routinely deals with collective redundancies and internal policies, including employment aspects of business transfers and M&A. According to sources, “he is good at handling litigation.”

De Luca & Partners

What the team is known for De Luca & Partners is respected in the market for its significant experience in the employment aspects of M&A transactions and collective dismissals. The firm is the go-to-lawyers for clients in complex M&A-related employment matters.

Notable practitioners

Alberto De Luca (see p.886) is adept at handling the employment aspect of reorganisations and cross-border due diligence in the context of restructuring and private equity transactions. His client roster includes manufacturers and private equity firms, as well as individual executives. One source says: “He has a really good awareness of the clients’ needs and always gives to-the-point answers. His experience in employment matters in the context of M&A transactions makes him a very useful lawyer to have at your side.” Vittorio De Luca (see p.886) frequently deals with restructurings, executive dismissals and employment law aspects of private equity transactions. He is also adept at representing clients in litigation proceedings for unfair dismissal. One respondent enthuses: “He is a highly experienced lawyer who makes sure his clients clearly understand the situation and possible actions. In doing so, he is also very to-the-point and pragmatic.”

Freshfields Bruckhaus Deringer

What the team is known for Freshfields Bruckhaus Deringer advises domestic and international clients on both contentious and non-contentious matters relating to employment, including labour union relations, remote working arrangements and corporate governance issues. The law firm is seasoned in assisting with employment issues related to M&A transactions and restructurings as well as high-profile senior executive appointments. Its lawyers represent a portfolio of major clients, with notable activity on behalf of those in the TMT sector.

Strengths One client praises Freshfields by noting: “The labour team is strong, resilient and fast at identifying solutions. The team demonstrates absolute commitment and dedication to clients’ needs.”

Work highlights A team led by Luca Capone assisted Bristol Myers Squibb on a workforce reorganisation following its acquisition of Celgene.

Notable practitioners

Luca Capone (see p.881) is an eminent lawyer who offers insight on employment law to leading companies from the food and beverage, telecoms and automotive sectors. One source compliments him as “a top legal partner. He always goes beyond the client’s expectations and he leads a fabulous team of professionals that are very committed.”

Band 5

Allen & Overy

What the team is known for Allen & Overy offers a consolidated practice with a strong focus on employment aspects of M&A, including negotiations with trade unions. The law firm’s expertise includes redundancy programmes and collective dismissals. Leading multinational and Italian corporations, as well as financial institutions, benefit from the team’s international reach. Its lawyers collaborate with other teams at the firm to provide complete support to clients, including on IP privacy and data protection matters.

Work highlights A team led by Livio Bossotto assisted Aivia with the employment elements of the
disposal of its insurance business in Italy.

**Notable practitioners**

Livio Bossotto is experienced in an array of employment mandates, including individual dismissals, agency agreements, mass terminations and reorganisation processes. One client enthuses: “He is an international lawyer who is able to cover several jurisdictions.”

**Carnelutti Law Firm**

What the team is known for: Carnelutti Law Firm's employment team offers a full-service approach in collaboration with other departments. The law firm assists with workforce restructuring, revision of employment rules, due diligence, executive dismissals and service contracts.

**Notable practitioners**

Marco Sartori is the key contact department.

**Dentons Europe Studio Legale Tributario**

What the team is known for: Dentons is a skilled team that regularly advises international clients on a range of employment law matters, especially collective dismissals and negotiations with trade unions. The law firm makes use of its integrated global network to advise on cross-border issues, including the employment law components of M&A transactions. Its lawyers regularly act on mandates in the healthcare, financial services and consumer goods industries.

**Strengths**

“The law firm communicates fluently and the team is super practical, taking a commercial approach,” according to one client.

**Work highlights**

A Dentons team led by Davide Boffi and Junyi Bai advised Arbos Group on negotiations with trade unions regarding its reorganisation and staff reduction plan.

**Notable practitioners**

Davide Boffi (see p.878) is well reputed for his experience dealing with an array of employment mandates. He often assists corporates with management restructuring and negotiations with trade unions, as well as handling employment disputes.

**Ferrario Provenzali Nicodemi & Partners**

What the team is known for: Ferrario Provenzali Nicodemi & Partners is widely recognised for handling a variety of issues, from the employment aspects of corporate transactions through to executive dismissals. The firm also represents clients in employment-related litigation, with notable ability representing individual executives in proceedings against former employers. Ferrario Provenzali further offers assistance with employee reorganisations.

**Strengths**

One client regards the firm as "very prepared and effective.”

**Work highlights**

A Ferrario team led by Andrea Nicodemi assisted Net Insurance with a collective bargaining agreement aimed at introducing a remote working plan.

**Notable practitioners**

Andrea Nicodemi is experienced in employment-related disputes, reorganisations and incorporation processes as part of M&A transactions. He advises leading Italian and multinational insurers and private equity firms, as well as executives. One source says: “I appreciate his dedication, effectiveness and sensivity on various matters.” Roberto Ferrario is an adept lawyer in employment disputes, as well as providing regulatory advice and dealing with issues in relation to remuneration structures. He is additionally experienced in handling the employment aspects of acquisitions. According to a client, Paolo Provenzali “has a very deep understanding of labour law which makes him a subject matter expert.” He frequently assists with reorganisations and dismissal procedures, as well as representing executives in disputes against former employers. He also deals with trade union consultations in the context of redundancy processes.

**Gattai, Minolini, Partners**

What the team is known for: Gattai, Minolini, Partners is experienced in dealing with a variety of employment matters, including individual and collective dismissals. Its lawyers regularly assist with the employment aspects of restructurings and M&A. Gattai's roster of clients includes e-commerce and manufacturing companies.

**Work highlights**

A team led by Lorenzo Cairo assisted ENGIE Italia with a collective dismissal redundancy resulting from the restructuring of its site in Bari.

**Notable practitioners**

Lorenzo Cairo is a skilled lawyer who often handles collective redundancies as part of restructuring procedures, as well as dealing with the implementation of health and safety measures.

**Gattai Pavesi Bianchi Ludovici**

What the team is known for: Gatti Pavesi Bianchi Ludovici is a respected team providing comprehensive employment advice. The law firm assists clients with reorganisations, health and safety measures and employment issues arising from corporate transactions. The practice group is experienced at dealing with trade union negotiations, including in the context of collective dismissals. Additionally, its lawyers often handle contentious proceedings relating to insolvency matters.

**Work highlights**

A team led by Nicola Bonante assisted Moncler with labour issues relating to its acquisition of Stone Island.

**Notable practitioners**

Paola Tradati (see p.909) has an excellent standing in the market as an active adviser on high-profile employment mandates. On top of assisting with reorganisations and corporate transactions, she is well versed in union negotiations and executive dismissals. One market commentator enthuses: “She has a great ability to manage clients in tough cases.”

Nicola Bonante (see p.878) deals with an array of employment mandates such as health and safety measures, reorganisations and terminations. He assists a broad client roster composed of financial institutions and fashion powerhouses, as well as top executives.

**Hogan Lovells Studio Legale**

What the team is known for: Hogan Lovells is a solid team able to cover all aspects of employment law in Italy, as well as being able to call on its M&A practice and collaborate across its international network to provide clients with an all-round perspective. Hogan Lovells’ areas of expertise include health and safety, dismissals, regulation of bonuses and union negotiations. The practice group also provides an internal service aimed at finding evidence of employee misconduct. The law firm is skilled in litigation, with disputes forming a significant proportion of its work load. Its lawyers are active in a variety of industries, including energy and retail.

**Strengths**

One client summarises: “The team is incredibly quick to understand the business context. Hogan Lovells is very capable of handling complex and sophisticated matters.”

**Lexellent**

What the team is known for: Lexellent assists clients with a variety of employment issues, including health and safety, trade union negotiations and collective and individual dismissals. The team also advises on employment-related litigation, whilst its non-contentious practice often acts in relation to M&A transactions. The law firm represents national and multinational clients belonging to a range of industry sectors, with notable activity on behalf of those present in the life sciences industry.

**Work highlights**

A team led by Giulietta Bergamaschi advised Gruppo Jimmy Choo on a series of executive terminations.

**Notable practitioners**

Giulietta Bergamaschi provides assistance to clients with restructuring and reorganisation procedures, alongside advising on executive dismissals and health and safety matters. She additionally deals with trade union negotiations. One source says: “She is a smart lawyer, and I admire her strength in leading the firm.”

**Linklaters**

What the team is known for: Linklaters is a highly regarded international law firm that is well placed to deal with a variety of employment matters, particularly those relating to M&A. Its primary areas of expertise include executive hiring and terminations, equity-based incentive plans and workplace restructurings. The law firm counts banks, renewable energy companies, and companies in the food and beverage sector among its clients.

**Work highlights**

A Linklaters team led by Federica Barbero assisted Morgan Stanley on a variety of employment matters, including issues relating to the secondment of employees from the UK to Italy.

**Notable practitioners**

Federica Barbero is a well-regarded lawyer who advises on executive hiring and termination agreements, as well as dealing with the employment aspects of market entry processes. According to clients, “she is able to enter a new case and quickly find a solution. She is an excellent lawyer who understands the needs of the company.”

**Norton Rose Fulbright**

What the team is known for: Norton Rose Fulbright offers a well-regarded employment team that frequently assists with employment issues relating to M&A transactions, including post-M&A integration. The team is known for its expertise in the implementation of smart working policies, health and safety measure and issues related to top management. The practice group advises a roster of clients ranging from engineering entities to renewable energy companies.

**Work highlights**

A team led by Attilio Pavone advised Coca-Cola HBC on the employment aspects of its acquisition of a minority stake in Casa del Caffè
Orsinger Ortu – Avvocati Associati
What the team is known for
Orsinger Ortu fields an excellent employment team, assisting clients with collective and individual employment law matters. The practice group assists with trade union consultations, litigation proceedings and issues related to top management. Its lawyers also act for a broad range of clients, including investment banks, technology companies, retailers and luxury fashion houses.

Strengths
One client lists Orsinger’s strengths as being “supportive, punctual and precise.” Another source says: “The law firm is very client-oriented. The team understands the client’s needs and provides tailored legal assistance.”

Work highlights
A team led by Cesare De Falco advised Hugo Boss Ticino on regulations applicable to Italian cross-border employees during the COVID-19 pandemic.

Notable practitioners
Alessandro De Palma (see p.886) has a considerable track record of advising clients on trade union consultations and contentious proceedings, as well as the implementation of remote working policies. Sources regard him as a lawyer who is “able to liaise with clients and explain complex topics in a very comprehensible way.”

Osborne Clarke
What the team is known for
Osborne Clarke handles a range of issues including litigation, hires and dismissals, and trade union negotiations. The law firm advises on employment matters in relation to transfers of business, restructurings and other corporate transactions. The practice group offers further support in outsourcing procedures. Osborne Clarke frequently acts for clients in the manufacturing, retail and financial services sectors.

Work highlights
A team led by Stefano Lava assisted Just Eat with the so-called ‘Deliverygate’ case brought by the Labour Inspectorate of Milan.

Notable practitioners
Stefano Lava is a key contact at the practice.

Simmons & Simmons
What the team is known for
Simmons & Simmons assists multinational and domestic clients with individual executive terminations, negotiations with trade unions and employment-related litigation, among other matters. Additionally, the practice group is well-versed at handling employment law issues in relation to corporate matters, including cross-border operations. The department is experienced in drafting global reorganisation projects for multinational corporations. Key clients include luxury fashion companies, financial advisors and technology corporations.

Work highlights
A Simmons & Simmons team led by Davide Sportelli acted for Giorgio Armani against an unfair dismissal claim brought by a former employee alleging sexual harassment.

Notable practitioners
Davide Sportelli regularly deals with the implementation of health and safety measures as well as employment disputes and termination proceedings, often including cross-border mandates. One source compliments him as “an extremely prepared lawyer who is clear in his opinions and empathetic with his clients.”

Studio Legale Associato Chiello & Pozzoli
What the team is known for
Studio Legale Associato Chiello & Pozzoli is an independent Italian employment firm valued by clients. The team handles industrial and employment litigation matters concerning labour disputes, including those relating to reorganisations, transfers of undertakings and disciplinary actions. Clients include corporations in the food and drink, financial services and gaming sectors.

Strengths
One market commentator says: “The team know their business, they are sophisticated in labour law.”

Notable practitioners
Angelo Chiello and Cesare Pozzoli are key client contacts.

UnioLex – Stucchi & Partners
What the team is known for
UnioLex – Stucchi & Partners is a solid employment practice advising an array of corporate clients active in the banking and finance, manufacturing and educational sectors. The practice group assists with both contentious and non-contentious mandates, such as claims involving breach of collective agreements, trade union negotiations and downsizings. The team is also adept at handling the employment aspects of M&A transactions.

Work highlights
A UnioLex team led by Olimpio Stucchi, Andrea Savoia and Paola Gobbi assisted Essate Group with health and safety matters relating to the COVID-19 pandemic.

Notable practitioners
Olimpio Stucchi advises clients on reorganisations and trade union negotiations, as well as assisting with matters related to top management. He is also well versed in handling litigation mandates.

Other Ranked Lawyers
Giuseppe Bulgarini d’Elci has a strong track record of advising local and multinational clients on employment mandates such as collective dismissals, transfers of undertakings and employment litigation. One client says: “I am impressed with the advice he provides, he is able to dive into our corporate needs.”

Aldo Calza is an esteemed lawyer who often deals with collective dismissals, trade union agreements and reorganisations. One client says: “Aldo Calza is always available to support. He has the ability to manage complex matters.”

Founding partner of EIKOS Legal Martino Canal often advises corporations on day-to-day employment matters. He is additionally experienced in contentious proceedings.

Enrico Del Guerra (see p.886) frequently aids major clients with trade union negotiations, collective dismissals and issues related to executives. One client summarises: “He has strong organisational skills and is very careful in providing effective and focused solutions.”

Luca Failla has a solid track record of advising on contentious and non-contentious employment issues, such as reorganisations, disciplinary dismissals, downsizings and trade union negotiations.

One client acclaims him, saying: “He is a very reliable and well-prepared lawyer.”

Andrea Gangemi (see p.890) is experienced in handling collective dismissal procedures and employment issues related to the transfer of employees. Clients highlight his “excellent, practical advice. He turns things around quickly and thinks strategically.”

Department head Marco Lanzani provides advice to corporate clients on various labour matters, including transfers of business and industrial relations. He also has a strong track record in dealing with reorganisations.

Carlo Major provides advice to technology and manufacturing companies, as well as clients in the life sciences and logistics industries, on employment and termination agreements. One client assesses: “He is very responsive and provides a very high level of service.”

Marco Marzotta is an increasingly prominent lawyer who is well-versed in industrial relations and other contentious labour aspects. He is additionally highlighted for his academic experience.

Matia Persiani oversees Studio Legale Persiani and lends his extensive experience to clients dealing with social security and labour relations. He is additionally highlighted for his academic credentials.

Roberto Pessi is highly regarded in the market and has vast experience advising on contentious and non-contentious employment matters.

Valentina Pomares enjoys recognition from clients who are “very positively impressed” with her employment practice. She often assists in connection with executive terminations, as well as providing corporates with advice on the management of personnel.

Founding partner of Studio Legale Proia & Partners, Giampiero Proia is well regarded for his experience dealing with industrial relations as well as social security issues. Sources laud him as “a genius in the labour space.”

Adelio Riva is widely recognised for his employment law expertise, with a particular focus on trade union negotiations. He frequently assists with employment issues related to bankruptcy. One source praises him as “a lawyer of great experience.”

Caterina Rucci is a skilled employment lawyer who provides assistance with restructuring and transfers of personnel. She also advises corporate clients on contentious matters. One source says: “She is reliable and able to manage different complex issues.”

Rosario Salonia has a strong track record of handling contentious employment mandates. He is additionally experienced in handling negotiations with trade unions.

Francesco Simoneschi is highly regarded for his expertise in corporate and regulatory employment matters. He regularly deals with the employment aspects of M&A transactions, industrial relations and negotiations with trade unions. Sources say: “He has been present for years and has quality work.”

Andrea Stanchi is noted for his expertise in handling both contentious and non-contentious employment proceedings, including mandates involving senior executives. One source describes him as “prepared, professional and present.”

Federico Torzo assists a variety of corporate clients with mandates encompassing unfair dismissals and agency agreements, as well as matters involving senior executives. One client appreciates his “high acumen on all labour aspects. He is very good at finding out-of-the-box solutions.”
The Italian energy market – Overview, trends and prospects

The Italian energy market has undergone profound evolution in the last ten years, with an increasing attention and focus on renewable energies, leveraging several European and Italian laws and regulations aimed at facilitating the development of renewable assets and power production plants with lower environmental impacts in terms of CO2 emissions.

Thanks to this favourable regulatory framework and to the attractive incentive schemes introduced by the Italian Government, installed capacity in the Italian renewable energy sector during the 2010s grew significantly from around 30GW to approximately 59GW. This resulted in a highly fragmented landscape, for the most part owned by independent developers through portfolios with an aggregate installed capacity of below 10 MW. Within this landscape, starting from 2016 the Italian renewable energy market witnessed intense M&A activity, with a strong trend towards aggregation and several transactions completed by large utilities and investment funds through the acquisition of small- to medium-sized portfolios. This process is still ongoing and it is predicted that this aggregation trend will continue at least until the end of 2024.

At the same time, with the introduction of new incentive schemes (particularly through the Ministerial Decree of 9 August 2019) and simplified administrative procedures for revamping works on existing plants and for the authorization of greenfield projects (particularly, by means of the Ministerial Decree of 16 July 2020), since 2018 several investors have been promoting the development of new projects. However, the regulatory framework for the authorisation of new projects is in constant flux, often overly complex and subject to political and administrative changes. As a consequence, the development of greenfield renewable assets must be assessed very carefully at every step.

This trend towards greenfield projects is expected to grow further thanks to the additional boost provided by:

- The “Green Deal” and “Next Generation EU” scheme provisions, agreed following the COVID-19 pandemic;
- Decarbonization targets set for the coming years at both an EU and Italian level;
- Further simplification of authorization procedures;
- The significant rise in energy prices which occurred in 2021, entailing changes in medium-term forecasts and consequently investor appetite for market parity projects;
- The growing efficiency of renewable technologies and reduced construction and maintenance costs;
- The need for Terna and the Italian Government to ensure both an appropriate energy mix and grid stability, which has involved the promotion of several pilot projects (storage systems and green hydrogen production) and will entail new forms of incentive.

It is expected that this new boost will lead to an increase in M&A activity in the renewable sector, starting from the end of the current aggregation process, in reference to greenfield and recently built assets.

The market has also seen a rise in long-term power purchase agreements, mainly taken up by corporations – a trend which is expected to continue.

Moreover, the COP21 agreement (2015), European directive no. 2018/2001/EU (“RED II”) and the COP26 agreement (2021) set goals regarding climate and energy transition, entailing a profound impact on policies to be adopted by governments in the years to come, with a particular focus on electrical energy production, transportation, industry and real estate. These binding policies will be undertaken by national governments through an energy transition process of electrification and efficiency in consumption, considering that:

1. renewable energy can support the growth of electricity consumption but with a lower impact on climate compared with traditional carbon energy sources; and
2. in order to limit an excessive growth in overall energy consumption, a reduction in energy intensity will be necessary in the future.

The Italian Government has implemented the RED II Directive by means of Legislative Decree no. 199/2021, although a significant number of measures will need to be implemented through further ministerial decrees. Italy has also enacted the “National Recovery and Resilience Plan (Piano Nazionale di Ripresa e Resilienza)”, which is part of the “Next Generation EU” programme, developed around the definition of six missions. Most notably among these is the “Green Revolution and Ecological Transition” that foresees the distribution of a total of 68.6 billion euros, with the main goals of improving the sustainability and resilience of the economic system and ensuring a fair and inclusive environmental transition.

This energy transition process, together with other factors, has boosted M&A activity in the Italian energy efficiency market, the energy digitalization process and investments in new technologies applicable to the energy sector.

As far as M&A activity is concerned, it must be remembered that more than 78% of operators in the energy efficiency field are represented by companies with less than €10m of annual revenues. This landscape means, on the one hand, a compelling aggregation opportunity for more structured players like utilities, bigger ESCOs (energy service companies) and private equity funds. On the other hand, the structuring of partnerships between these players and smaller operators represents a great opportunity for the latter, having acquired crucial know-how of the energy efficiency market and a widespread network, to raise funds in order to foster their growth.

The M&A market is therefore expected to be a target for deals involving both renewable energy production plants and energy service companies.

Energy transition will be increasingly driven by an energy digitalization process aimed at enabling and interconnecting new technology applications with the energy system in order to make it more efficient, safe and dynamic. The increasing demand for digital energy represents a trigger for the implementation of these ongoing energy changes. Digital transformation is one on the most disruptive features of energy digitalization, which is actively transforming the processes through which energy is produced, distributed and consumed, from power plant management (leveraging predictive maintenance tools and artificial intelligence) to new consumer services (e.g. through home automation) and smart grids.

Finally, more and more investors are eagerly looking at companies developing the next generation of technology. The world of energy is attracting venture capital from large companies, utilities and venture capital funds which are interested in start-ups that are active in a variety of fields in the energy sector (smart grid, smart building, smart mobility, energy storage, energy efficiency and renewable energy). In fact, investments in innovative start-ups and scale-ups have...
increased remarkably and are being further nurtured by state-backed institutions.

In such a framework, the ability to understand aspects of intellectual property and the specifics of technology transfer transaction issues is (and will increasingly be) critical for all investors and players in the market.

In conclusion, energy transition in Italy may well unlock a new world of opportunities. In getting ready for this, players and investors alike will need expert advice and guidance.

*Authorised by Michele Di Terlizzi, Davide Pellosa, Bartolomeo Cazzoli, Pia Lombardi, Valentina Banono.*

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### Energy & Natural Resources

#### Leading Firms

**Band 1**
- Gianni & Origoni
- BonelliErede
- Legance - Avvocati Associati
- Band 3
- Ashurst
- Chiomenti
- Clifford Chance Studio Legale Associato
- DLA Piper Italy
- Herbert Smith Freehills LLP
- Ornic, Herrington & Sutcliffe

**Band 4**
- L&B Partners Avvocati Associati
- Norton Rose Fulbright
- Watson Farley & Williams LLP

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#### Energy & Natural Resources

#### Eminent Practitioners

**Band 1**
- Colombera Monica (Legance –Avvocati Associati)
- Parola Lorenzo (Herbert Smith Freehills LLP)
- Punttillo Giuseppe (Gianni & Origoni)
- Sanseverino Ottaviano (Gianni & Origoni)
- Tomasetti Catia (BonelliErede)

**Band 2**
- Cassar Germana (DLA Piper Italy)
- Martorana Cristina (Legance –Avvocati Associati)
- Meacci Carloandrea (Ashurst)
- Montella Carla (Ornic, Herrington & Sutcliffe)
- Velluto Giuseppe (Gianni & Origoni)

**Band 3**
- Antonini Carola (Chiomenti)
- Crisafulli Angela (Gianni & Origoni)
- Di Terlizzi Michele (L&B Partners Avvocati Associati)
- Maroncelli Giulio (DLA Piper Italy)
- Mastromarini Pierpaolo (Bird & Bird (ORL))
- Penco Salvi Umberto (Clifford Chance Studio Legale)
- Ragionni Bosco Lucarelli Giovanni (DLA Piper Italy)
- Ragnoni Bosco Lucarelli Giovanni (DLA Piper Italy)
- Roti Mario (BonelliErede)
- Sferruzza Arturo (Norton Rose Fulbright)

**Band 4**
- Steinhauser Carsten ( Dentons Europe Studio Legale (ORL))
- Tranchino Eugenio (Watson Farley & Williams LLP)

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#### Up-and-coming individuals

- Gentili Andrea (Ornic, Herrington & Sutcliffe)
- Lombardi Pina (L&B Partners Avvocati Associati)
- Morra Francesca (Herbert Smith Freehills LLP)
- Rufatto Filippo (Legance –Avvocati Associati)

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### Band 1

**Gianni & Origoni**

What the team is known for

Gianni & Origoni has outstanding bench strength and is well versed in the full scope of energy mandates such as project finance, administrative issues, M&A and PPP. The firm offers a multidisciplinary approach through close coordination with corporate, environmental and public law experts. It possesses a well-reputed domestic outfit with experience in cross-border mandates, including corporate reorganisations involving multiple jurisdictions. Its lawyers represent clients before regional administrative courts in contentious matters and offer further skills in energy efficiency matters.

**Strengths**

Clients appreciate the team for being “very knowledgeable and up to date on market standards.” The team is also praised for “supporting the client through 360 degrees on all aspects, including civil, corporate, administrative and regulatory laws. They always find effective and protective solutions.”

**Work highlights**

The team assisted Predica, a subsidiary of Crédit Agricole, with the EUR600 million acquisition of a 30% stake in EF Solare, Italy’s largest solar power generator.

The firm also assisted MIRA (Macquarie Infrastructure and Real Assets) with the EUR600 million disposal of its stake in Italy’s largest natural gas distributor, SGI.

**Notable practitioners**

Francesco Punttillo (see p.902) is one of the most highly respected lawyers in the energy sector with extensive experience of international acquisitions and divestments, corporate restructuring and complex domestic M&A. Clients say he exhibits “excellent commercial sense and judgement on how to secure contractual arrangements.”

**Ottaviano Sanseverino** (see p.904) is based in Milan and has substantial experience in corporate finance and M&A, which gives him an edge in arranging domestic and international financing structures as well as refinancing arrangements. Clients say that he is “always fully involved in every detail of a transaction” and that “he has a very refined mindset and always strikes the right balance between risk mitigation and commercial requirements.”

**Giuseppe Velluto** (see p.910) is based in Milan and often advises on financing initiatives in the photovoltaic and water utility industries. He is also well versed in PPP projects regarding energy efficiency and M&A in solar and biomass power generation. Clients say he “shows a high degree of understanding of the commercial aspects of a case, which frequently needs to be taken into consideration together with the legal aspects.”

**Angelo Crisafulli** (see p.884) advises on regulatory and administrative aspects of a wide range of matters involving international and domestic M&A in all areas of the energy sector. Clients commend him for being “extremely supportive and insightful.”

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### Band 2

**BonelliErede**

What the team is known for

BonelliErede is a renowned full-service law firm covering diverse transactional and contentious matters in the energy sector, often with cross-border elements. It offers a wide-ranging practice covering complex M&A and joint venture agreements. The firm is particularly focused on renewables and utilities, with further expertise in oil and gas. Its lawyers have considerable experience in assisting financial institutions with financing for energy and infrastructure projects.

**Work highlights**

The law firm assisted Enel X Italia with the structuring of a contractual framework for energy efficiency and seismic protection measures covered by tax incentives.
Clifford Chance Studio Legale Associato

The team is known for Clifford Chance is a well-established international firm offering advice on the full spectrum of energy issues, including financing and due diligence matters. It is particularly popular among international clients looking to invest in Italy, while also counting a number of major domestic players among its client portfolio. The law firm has a broad client base, including oil and gas and renewable energy industries. Its lawyers are especially capable of handling M&A energy matters with international elements.

Work highlights Clifford Chance advised Edison on the USD1 billion sale of its E&P activities to Enenergy Pte, which is now listed on the LSE.

Notable practitioners

Monica Colombera (see p.883) has a strong track record in energy asset acquisitions and disposals, joint ventures and project finance transactions. A variety of sources say she has built a strong team at Legance. Cristina Martorana (see p.894) handles the administrative law aspects of M&A in the oil and gas, wind and solar energy fields. She also advises clients on disputes brought before the regional administrative courts. Clients appreciate her “very high level of service in project development” and for “always being available to answer and solve customer problems.” Filippo Ruffato (see p.904) is an increasingly prominent lawyer who assists clients with structuring project financings. He also has experience in handling M&A mandates in the energy sector, as well as advising on tender’s and partnerships.

DLA Piper Italy

What the team is known for DLA Piper provides clients with a full-service approach to the energy sector, advising on transactions, regulatory issues and M&A. It offers a wide-ranging practice that is able to provide clients with financial, employment and antitrust assistance. Its extensive global network facilitates coordination on cross-border mandates. Its lawyers are also particularly active in the renewables market, advising on wind, biogas and photovoltaic mandates.

Work highlights The firm assisted ERG with the disposal of its hydroelectric power assets to Enel in a deal with a value of more than EUR1 billion.

Notable practitioners

Francesco Novelli (see p.899) has considerable experience in domestic and international M&A in the energy sector. His clientele includes leading Italian corporates from the energy infrastructure sector, Germana Cassar (see p.882) is notably active in administrative litigation proceedings, as well as providing regulatory and antitrust support with acquisitions, divestments and financings of energy projects.

Giulio Maroncelli (see p.896) has extensive experience in acquisitions and sales of wind and photovoltaic power projects. He regularly advises a client base comprising of both Italian and multinational companies.

Herbert Smith Freehills LLP

What the team is known for Herbert Smith Freehills engages in a wide range of energy matters including M&A, joint ventures, antitrust and regulatory issues. It has substantial experience in mandates involving photovoltaic, wind and biomass assets. The firm can assist clients across multiple jurisdictions due to its comprehensive international network.

Notable practitioners

Lorenzo Parola advises on sizeable M&A transactions in the energy sector. Sources commend him for his ability to resolve legal issues while prioritising clients’ needs. Francesca Morra is appreciated by clients for her negotiating skills in high-profile M&A, as well as for her expertise in energy matters and contract negotiations. Clients praise her “very strong legal judgement, knowledge and business awareness.”

Orrick, Herrington & Sutcliffe

What the team is known for Orrick, Herrington & Sutcliffe’s respected energy team is highly active in capital markets and the financing and refinancing of renewable energy projects, particularly in the solar and wind sectors. It frequently advises international clients on all aspects of their energy investments and regularly assists with related litigation. It also has expertise in regulatory and tax matters.

Work highlights The firm assisted Glenmont Partners with an appeal brought before the Regional Administrative Court (TAR) of Lazio relating to a halt in authorisation of the construction of a 54 MW photovoltaic plant in the region.

Notable practitioners

Carlo Montella (see p.897) often handles litigation in addition to acquisitions, sales and joint ventures involving renewable energy assets. He also excels in project finance and refinancing mandates. Interviewees appreciate him as “a problem solver with a great understanding of client needs” and praise his “very strong commercial vision.” Andrea Gentili (see p.890) has assisted in a number of photovoltaic projects, including in acquisitions, disposals and joint ventures. Clients say that he is a “very skilled lawyer and a very good team leader. He has the ability to centre the scope of the matter and give his best view to solve it.”

Band 4

L&B Partners Avvocati Associati

What the team is known for L&B Partners offers a range of activities in the energy sector, in collaboration with its financial advisory division. The law firm advises on a wide range of energy transactions, including project financing, acquisition financing and refinancing. It also excels in M&A involving PV plants, wind farms and hydroelectric plants. Its lawyers have experience of working with both local and foreign energy companies.
Notable practitioners
Michele Di Tertulli has considerable experience in M&A, corporate restructuring and project finance in the energy and infrastructure sectors. He focuses particularly on financial and commercial matters. Pina Lombardi specialises in administrative law relating to the environmental and energy sectors, including PPP contracts. She also has experience in M&A, as well as assisting with financial matters.

Norton Rose Fullbright
What the team is known for Norton Rose Fullbright has considerable expertise across the full range of energy matters, including biomass, wind and photovoltaic projects. The firm’s clients include both Italian and multinational companies seeking assistance with cross-border transactions, project financing, commercial contracts and development. Its lawyers have also assisted clients with capital markets operations in the energy sector.

Notable practitioners
Arturo Sferruzza has substantial experience in financing and refinancing mandates in relation to photovoltaic plants. He regularly assists domestic and multinational enterprises with investments in renewable energy projects.

Watson Farley & Williams LLP
What the team is known for Watson Farley & Williams offers a well-regarded energy practice which provides assistance with M&A, regulatory matters and financing. Renewable energy projects are a key area of expertise for the firm, combined with knowledge of conventional energy and natural resources issues. The team’s lawyers are active in transactions across Italy and Europe, and advise a wide client roster of international investors, energy companies, global banks and construction companies.

Strengths One client says: “Their problem-solving approach is highly valued.”

Work highlights The firm advised Blue Elephant Energy on its joint development agreement with Green Future for a 119 MW solar power portfolio.

Notable practitioners
Eugenio Tranchino has a strong track record of handling project financing and M&A involving wind farms and photovoltaic assets in both the domestic and international markets. One highly impressed client enthuses: “He is capable of great strategic vision and he is brilliant at identifying innovative and targeted solutions.”

Other Ranked Lawyers
Pierpaolo Mastromarini of Bird & Bird is based in Rome and advises on acquisition financing and refinancing mandates relating to solar, hydroelectric and wind portfolios. He assists leading domestic and international financial institutions and energy infrastructure companies. Clients depict him as a “very pragmatic lawyer.”

Carsten Steinhauser (see p.907) of Dentons has considerable experience in M&A, private equity and project development in the energy industry. He is particularly well known for his skills in cross-border mandates, especially in advising German-based clients on transactions within the Italian market. One client states: “He knows to listen and is quick in grasping the counterparty’s needs and in identifying solutions that satisfy the interests of both parties.”

Insurance

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Indicates individual with profile.
(ORL) = Other Ranked Lawyer.
Alphabetical order within each band. Band 1 is highest.

Band 1

DLA Piper LLP
What the team is known for DLA Piper is widely recognised for its outstanding insurance team adept at handling contentious and non-contentious issues. The team assists with a range of insurance matters, including regulatory, transactional and compliance issues. Its lawyers also handle claims under D&O and PI policies, and the firm is particularly popular among multinational insurance companies thanks to its extensive network. DLA Piper is frequently instructed by a broad clientele, encompassing insurers and reinsurers.

Strengths “They have a broad range of expertise to draw on,” enthuses a client.

Insurance

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Work highlights DLA Piper advised Howden Group on the set-up of its brokering operation in the Italian market and all related regulatory and compliance requirements.

Notable practitioners
Bruno Giuffré (see p.892) is called upon by clients for his litigious skills in insurance matters, with a focus on D&O disputes and professional liability. He is a popular choice of counsel for clients in the automotive sector. A client praises his “great knowledge of the market, wide experience and relevant commercial skills,” further commenting that he is “very reliable.” David Marino (see p.896) advises on a range of matters including policy structuring, regulatory framework and litigation. Clients highlight his “good network in the insurance industry” and describe him as an “expert in insurance law who can give strong advice in a short span of time.” Francesco Cerassi (see p.883) is an adept lawyer who is noted for his experience advising clients with regard to transactional mandates such as acquisition, regulatory and portfolio reinsurance work. Chiara Cimarelli (see p.883) is sought out for her skills advising on cross-border acquisition mandates and regulatory issues. She often acts for creditors and clients in the shipping industry.

Band 2

Advant Nctm
What the team is known for Advant Nctm has a comprehensive team combining expertise in a range of practice areas to provide clients with a full-service approach to insurance mandates. Coordination between the firm’s offices in Italy and London allows for strong support on cross-border mandates. The practice is regularly sought out by international
insurers and reinsurers and is skilled in insurance disputes, particularly those involving D&O litigation. Its lawyers are also noted for their expertise in handling damages claims relating to civil unrest. Strengths The team wins praise for its high level of service, with a source commenting: "Collaboration, feedback and dialogue are the firm’s main characteristics, which make the client more confident, even in difficult matters. They are prompt with responses and always cognizant of the client’s needs.”

Work highlights Advant Nctm acted for Allianz GC in relation to the preparation, structuring and drafting of its new cyber policy wording for the Italian market.

Notable practitioners Anthony Perotto (see p.901) frequently advises clients on contentious insurance and reinsuranceres, with additional expertise in policy advisorywork. One client praises his “ability to think out of the box” while another notes: “Anthony is very responsive with a collaborative approach, ensuring timely delivery and a high standard of legal support.” Guido Fregia (see p.899) has an established practice acting for major insurers in relation to complex litigation, as well as experience advising on non-contentious insurance matters. “He is very thorough in analysing and presenting all legal aspects surrounding a claim,” comments a source, who adds: “His detailed reports help clients to make informed decisions.” Michele Zucca (see p.911) offers a notable insurance practice, with a focus on distribution and indemnity claims. He advises both international and domestic clients.

Gianni & Origoni

What the team is known for Gianni & Origoni is well regarded for advising on a variety of issues in the insurance sector, being particularly active in structured finance transactions, litigation and regulatory matters relating to insurance. The law firm attracts major domestic and international insurance players as well as funds as clients and is well versed in bancassurance operations and the drafting and restructuring of distribution models. Its lawyers additionally advise clients on anti-corruption issues including money laundering and terrorist financing.

Work highlights Gianni & Origoni acted for Generali in relation to the acquisition of a 24.4% stake in Cattolica Assicurazioni via a EUR300 million capital increase.

Notable practitioners Emanuele Grippi (see p.893) comes highly recommended for his advice on joint venture and acquisition matters, and offers additional expertise in regulatory matters. Clients describe him as “business-oriented” and “very approachable.”

Norton Rose Fulbright

What the team is known for Norton Rose Fulbright fields an experienced insurance team with expertise spanning regulatory, corporate and litigation matters. It is well regarded for issues relating to insurance M&A, policy revision and compliance within the insurance sector. The firm is skilled in PI, D&O and casualty claims and its lawyers are also active in the areas of banking, driving and travel insurance. The team is highly sought after by international insurers for advice on their Italian assets and it benefits from the strength of the firm’s global insurance and reinsurance network.

Strengths A client comments: “They know the market very well and can advise on the law and how it is applied. They can help translate the theoretical to the practical.”

Work highlights Norton Rose Fulbright acted for AIG in relation to civil proceedings initiated by Nayak Aircraft against its former general manager. AIG participated in the suit as a third party in consideration of a D&O policy held by Nayak Aircraft.

Notable practitioners Cecilia Buresti is well renowned for her insurance litigation expertise and often advises on risk and casualty matters. Clients describe her as “simply outstanding” and praise her “strong preparation and technical approach.” Salvatore Iannitti is a well established insurance lawyer whose practice includes advising on warranty and indemnity as well as regulatory matters. A client notes: “He knows how companies work and has a practical approach in providing advice. He is the one lawyer that can always give advice or suggest something you did not think about before.”

Band 3

BonelliErede

What the team is known for BonelliErede has a notable insurance team offering assistance with contentious and non-contentious mandates. It often advises insurance companies on regulatory issues and corporate transactions. The team benefits from additional expertise in insurance-related competition matters and also assist with insurance claims and disputes. Its lawyers are frequently instructed by global insurance companies investing in Italy.

Work highlights BonelliErede acted for Cattolica Assicurazioni in relation to a recourse action against the German company Bastra.

Notable practitioners Stefano Michelli (see p.897) is noted for his insurance expertise relating to joint venture terminations, company dmemerger and reorganisations. His practice also includes advising on regulatory matters. A source describes him as “extremely client-oriented.”

Chiomenti

What the team is known for Chiomenti is recognised for its multidisciplinary practice which is well versed in assisting insurance companies and other regulated financial entities. The firm acts for clients on day-to-day legal queries in addition to offering support on M&A and other transactions. The team is skilled in negotiation of agreements and also advises on regulatory issues, including Solvency II compliance, and is further adept at handling bancassurance related mandates.

Work highlights Chiomenti represented Generali in the acquisition of an indirect stake in BG Saxo SIM through the subsidiary Banca Generali.

Notable practitioners Alessandro Portolano (see p.902) is well renowned for his regulatory insurance advice and offers additional expertise in long-term lease and M&A matters. He is recognised by clients as being “supportive and collaborative.”

Legance – Avvocati Associati

What the team is known for Legance – Avvocati Associati frequently advises clients on insurance-related M&A as well as administration procedures and regulatory matters. The law firm is frequently sought out by Italian banks and international insurance companies for advice concerning bancassurance transactions and insurance intermediation activity. The practice fields additional capabilities in insurance disputes.

Work highlights Acted for UniCredit, the owner of 49% of Aviva, in relation to the acquisition by CNP Assurances for the acquisition of the remaining 51% of Aviva and Aviva Life.

Notable practitioners Gian Paolo Tagariello (see p.907) offers a range of insurance advice on M&A, regulatory and reinsurance matters for international and domestic clients. He offers additional skills advising on bancassurance mandates. A client comments: “He’s always mindful of the economic and operational impact of matters.”

Band 4

Hogan Lovells Studio Legale

What the team is known for Hogan Lovells is an international firm active in insurance disputes and transactions that regularly advises on related regulatory and compliance issues. The team is well regarded for advising insurance companies on distribution issues and represents clients in both the insurance and reinsurance spaces. The law firm also offers expertise advising clients on insurance matters relating to the aerospace industry.

Work highlights Hogan Lovells acted for BNP Paribas Cardif in relation to the sale of the entire share capital of Gargeas Assicurazioni to the Intesa Sanpaolo group.

Notable practitioners Silvia Lolli is an adept lawyer who is often called upon by clients to advise on insurance M&A and regulatory matters. “She is a great lawyer in solving complex insurance problems,” comments one impressed client.

Molinari Agostinelli

What the team is known for Molinari Agostinelli advises clients on transactional insurance matters, including joint venture agreements and product distribution agreements. Its client base includes domestic and international insurers as well as banks. Its lawyers demonstrate additional skills in advising on regulatory and compliance matters.

Strengths A source who praises the team’s “client-oriented approach” also comments: “The team is always able to reach the defined goal.”

Work highlights Molinari Agostinelli advised Cattonica Assicurazioni on the sale to UBI Banco of its shareholding in Lombarda Vita. The transaction was in context of the termination of the existing bancassurance partnership in the life insurance sector between Cattolica and UBI.

Notable practitioners Nicolò Juvara is a distinguished lawyer who advises on a broad range of insurance matters, with a focus on insurance distribution work. He is identified by clients as “one of the most skilled insurance experts in the Italian market” and wins praise for his “in-depth knowledge of the industry and market developments.”

Other Ranked Lawyers

Giovanna Aucone is a well-regarded lawyer who handles contentious and non-contentious insurance cases. She focuses her practice on insurance product structuring and distribution matters, as well as financial lines claims and D&O cases. “Giovanna is an excellent professional,” comments one client.
Bird & Bird

Bird & Bird has a wealth of expertise in the insurance market and is frequently sought out by clients for her advice on regulatory matters. Matteo Cerretti offers expertise in liability, D&O and damages claims and is skilled in cross-border matters. He is identified as "a very experienced lawyer who is clever and commercial" by one client, while another adds: "He has strong knowledge of the Italian market and a very good approach with clients."

Leonardo Giani regularly handles insurance litigation claims. He offers additional skills advising on D&O, PI and warranty and indemnity claims for international insurers. A client who identifies him as "a very skilled lawyer with strong leadership capabilities" also notes: "He provides fast replies and results, always gets to the point and is aware of the needs of his clients."

Antonio Longo offers a range of insurance advice, with a focus on regulatory issues. He is a popular choice of counsel for domestic and international insurance companies. Alberto Monti is noted for his expertise in D&O and PI-related matters. He also is endorsed for his experience in contentious mandates.

Laura Opilio offers a range of insurance-related advice, including on matters pertaining to bankruptcy and damages. She is also adept at handling company insolvency mandates. "She has a very pragmatic attitude and identifies the best solutions to protect the client, with strong attention to commercial aspects," comments one interviewee.

Andrea Polizzi is noted for his advice on compliance and product liability issues. He also handles matters relating to distribution.

Claudio Russo is noted for his insurance advice and is equally adept at handling reinsurance mandates.

One source comments: "He is always available and aware of the client’s needs," while another adds: "He has a great ability to deal with complex situations, simplifying and rationalising choices in order to support the client."

Michele Siri is noted as a skilled adviser in matters pertaining to regulatory issues. His experience in the insurance market is complemented by his notable academic track record.
Giovanni Galimberti has a wealth of experience handling patent litigation and frequently assists clients with trade mark and copyright infringement mandates. “I have always appreciated Giovanni Galimberti’s high competencies and skills as well as his availability and his friendly way of communicating,” reports one interviewee, adding: “With his support we have always got good results.” Massimiliano Mostardini represents clients in complex patent, trade mark and design proceedings, as well as anti-counterfeiting matters. Market commentators call Massimiliano Mostardini “an excellent practitioner.” Fulvio Mellucci acts on patent and trade mark enforcement and litigation mandates. Fulvio Mellucci acts for local and international corporates from a variety of sectors including fashion, technology and manufacturing.

Hogan Lovells Studio Legale
What the team is known for Hogan Lovells is a leading firm in the IP field with expertise ranging from patents, copyright and trade marks to unfair competition and trade secrets misappropriation cases. The team boasts noteworthy activity in design issues for clients in the fashion industry. The firm is adept at complex IP litigation as well as non-contentious work, such as the management of IP portfolios. The team further advises a diverse client base including companies from the technology and pharmaceutical industries. Hogan Lovells additionally benefits from an extensive international network. Strengths “Hogan Lovells has always been helpful and advised us in our best interest,” according to clients, who say that the lawyers “welcome our views of different matters and let us know their views and recommendations.” Another client appreciates that the team “understands the technical issues, and the lawyers involve me in all stages of the matter.”

Notable practitioners
Luigi Mansani is skilled at advising leading local and international players from the retail, manufacturing and IT sectors on an array of IP matters such as trade mark infringement and copyright regulatory proceedings. One client describes Luigi Mansani as a “very knowledgeable lawyer who gives clear advice.” Giovanni Ghirardi has extensive experience representing clients from the pharmaceutical and IT sectors in patent protection and trade mark opposition proceedings. “Giovanni Ghirardi is a great lawyer who is able to provide the highest-quality legal advice whilst having a clear perspective of what the internal needs are and business standpoints of the client,” reports one interviewee.

Trevisan & Cuonzo
What the team is known for Trevisan & Cuonzo remains an outstanding firm on the Italian IP landscape. The team is capable of handling the most complex of litigation, combining its skill in dealing with domestic issues with excellent cross-border capabilities. The law firm advises a roster of impressive clients and boosts strong knowledge of an array of industry sectors including life sciences, automotive, TMT and manufacturing. The team is adept at handling patent infringement, with additional activity in trade mark and brand protection strategy. The team further advises on design enforcement, anti-counterfeiting actions and trade secrets. Strengths “Trevisan & Cuonzo is very reactive and delivers high-quality work,” clients enthuse. Additional clients highlight the firm’s “excellent services, in terms of quality and time to action.”

Work highlights Advised 3M Company on a broad enforcement programme for the client’s trade mark protection.

Notable practitioners
Gabriel Cuonzo (see p.885) has an impressive track record handling patent litigation for companies active in the pharmaceutical and technology sectors. Clients laud Gabriel Cuonzo’s experience, with one of them describing him as a “top lawyer with a deep understanding of client needs and broad experience in handling litigation matters.” Clients report that Luca Trevisan (see p.909) is “a top-notch intellectual property lawyer who is very quick in mastering all the details of a case and clearly advising on it.” Luca Trevisan’s clientele comprises leading corporates from the automotive, manufacturing and construction sectors. One interviewee describes Daniela Ampollini (see p.875) as “very responsive and client-friendly,” adding: “She knows the issues and does cross-border work well.” Daniela Ampollini rises in the rankings due to her notable track record of handling patent litigation and expertise in infringement litigation. Donatella Capelli (see p.880) handles patent and unfair competition disputes for a variety of clients, including pharmaceutical companies and manufacturers.

DLA Piper Italy
What the team is known for DLA Piper is a global firm with a reputable IP offering in the Italian market. The firm advises clients on trade mark, patent and copyright issues in a contentious and non-contentious context, and combines its domestic expertise with excellent cross-border capabilities. The firm’s client portfolio includes key local names as well as international heavyweights from a variety of sectors such as life sciences, consumer goods and fashion, with noteworthy activity in the sports sector. The team is also notable for providing advice on IT matters.

Strengths A client draws attention to DLA Piper’s “good litigators but especially good mediators,” adding: “I would say that the intellectual property services at DLA Piper are very solid and tailor-made for the client.” Other clients consider the DLA Piper team to be “well organised and easy to work with,” going on to say: “The lawyers’ advice is to the point, concise and practical.”

Work highlights Advised Bonomelli on the management of its trade mark portfolio, including a large amount of registrations.

Notable practitioners
Gualtiero Dragotti (see p.887) handles high-profile patent infringement proceedings for manufacturing and retail companies. Clients laud Gualtiero Dragotti for being “very reliable, approachable and always catering to our needs with quick, effective and pragmatic advice.” Roberto Valenti (see p.910) has considerable experience in patent and trade mark disputes, as well as matters related to violation of trade secrets. Clients believe Roberto Valenti is “an astounding lawyer with thorough knowledge of IP litigation.” Elena Varese (see p.910) rises in the rankings, following extensive client feedback, with one highlighting “her coordination, supervision and leadership.” Elena Varese remains busy with a wide range of IT matters such as copyright, trade marks and unfair competition.

Ip Law Galli Studio Legale
What the team is known for IP Law Galli Studio Legale is a well-established IP boutique that offers solid expertise in patent-related matters especially in the pharmaceutical and biotechnology domains. The team is highly skilled at providing both contentious and non-contentious assistance. The law firm is active in trade mark and copyright infringement, litigation, brands and unfair competition. The team is also experienced in mandates involving the fashion, insurance and food production sectors.

Notable practitioners
Cesare Galli has a longstanding presence in the IP market. Cesare Galli handles high-profile patent and trade mark litigation mandates for clients from the IT, life sciences and pharmaceutical sectors, as well as advising on design protection and anti-counter-
featuring clients. Mariangela Bogni has a track record assisting clients with patent and trade mark infringement proceedings. Mariangela Bogni provides assistance to local and multinational clients from the retail, technology and fashion sectors. Alberto Contini acts for corporates from the technology, manufacturing and sports sectors. Alberto Contini is at his most visible acting on patent and trade mark infringement proceedings.

Band 3

Avvocati Associati Franzosi Dal Negro Setti

What the team is known for Avvocati Associati Franzosi Dal Negro Setti is an IP practice with expertise spanning patents, trade marks, trade secrets, copyright law and unfair competition. The firm boasts industry expertise extends to life sciences, technology and luxury goods. The law firm has notable abilities in matters related to China owing to an office in Shanghai. The firm’s cross-border abilities are further strengthened by Polish and Spanish speaking lawyers.

Strengths Clients describe the team as “very quick in their response” and say that “the responses are very accurate.”

Notable practitioners

Mario Franzosi has extensive expertise in trade mark and patent litigation. Federica Santonico has a wealth of experience in patent and trade secret misappropriation litigation. Federica Santonico frequently represents clients from the life sciences and IT sectors. Vincenzo Piccarreta has particular expertise in contentious mandates. He regularly handles IP mandates such as trade marks, patent and criminal law issues within IP. “Vincenzo Piccarreta is extremely smart and sensitive,” clients state, going further to say: “He is always present and always has a strategic view.”

LGV Avvocati

What the team is known for LGV Avvocati is a dedicated boutique offering broad IP expertise spanning patents, trade marks and industrial design. The team boasts strong capabilities in the copyright area. The law firm demonstrates notable expertise in the technology field, covering both contentious and non-contentious matters, including piracy, privacy and e-commerce. The lawyers are also able to assist with both civil and criminal proceedings. The team is further adept at handling both domestic and cross-border matters.

Strengths Clients appreciate LGV Avvocati’s “excellent organisation, division of skills and structured work,” as well as the firm’s “ability to respond quickly and to always work to expectations.”

“We work as a team to reach common goals and they perfectly understand our needs,” another client remarks.

Work highlights Advised IDEA on developments relating to e-sports within the video game industry, which included negotiation of agreements and launching online events.

Notable practitioners

Simona Lavagnini (see p.894) has a longstanding track record handling complex copyright issues relating to software and media. Clients enthuse that Simona Lavagnini is “always reactive on every question and ready with solutions that we can adopt quickly,” and emphasise that “she is very knowledgeable and we can always count on her skills and suggestions.” Luigi Goglia assists clients from the fashion, pharmaceutical and manufacturing sectors with patent and trade mark litigation.

Orsingher Ortu – Avvocati Associati

What the team is known for Orsingher Ortu services an enviable list of household-name clients active across the entertainment, fashion and automotive sectors. The firm primarily handles litigious mandates concerning copyright, trade mark and patent infringements, with added capabilities in brand protection strategy and the patent box scheme. The firm has notable expertise in related areas such as TMT and data protection. The team also handles global enforcement matters.

Work highlights Advised Ferrari on the global enforcement of its intellectual property rights, including anti-piracy and anti-counterfeiting elements.

Notable practitioners

Matteo Orsingher (see p.899) is admired by interviewees, who describe him as “an excellent practitioner.” Matteo Orsingher is highly experienced in handling contentious and non-contentious mandates in relation to patents, trade marks and copyright. Interviewees speak at length about Fabrizio Sanna (see p.904), with one highlighting his “impressive business acumen, strong technical skills and deep knowledge.” Fabrizio Sanna has a longstanding presence in the IP market, frequently handling copyright and anti-counterfeiting mandates.

Simmons & Simmons

What the team is known for Simmons & Simmons advises on a broad scope of IP matters, spanning patents and trade marks. The firm’s client roster includes well-known names from the fashion, media and pharmaceutical sectors. The team is well versed in handling cross-border matters. The team also offers additional expertise in issues relating to trade secrets and unfair competition.

Strengths “My overall impression concerning Simmons & Simmons is very good; they are able to provide services timely and precisely,” one satisfied client comments.

Work highlights Advised LinkedIn in its IP and domain name disputes.

Notable practitioners

Stefania Bergia goes up in the rankings after receiving great client feedback, with one stating: “Stefania Bergia has great expertise, and is very practical and very available.” Stefania Bergia leads a range of patent and trade mark litigation as well as advising on unfair competition issues. Her client roster includes local and multinational pharmaceutical, media, and food and beverage companies. Giulio Enrico Sironi regularly assists leading corporates from the life sciences, food and beverage, and manufacturing sectors. Giulio Enrico Sironi often advises on patents and validity of IP rights cases.

Band 4

Advant Nctm

What the team is known for Nctm acts for an impressive list of local and international heavyweights from the worlds of music, media, automotive and fashion. The team aids companies with patent and trade mark disputes and copyright protection, as well as rights transfers. The team also handles mandates relating to unfair competition, anti-counterfeiting and design infringement.

Strengths “They are responsive, knowledgeable and a pleasure to work with,” a client states.

Further clients describe Nctm as “solid, thorough and well connected.”

Work highlights Represented Brunello Cucinelli in proceedings regarding infringement of IP rights of its product designs and subsequent unfair competition claims.

Notable practitioners

Lorenzo Attolico (see p.876) represents a number of high-profile international clients from the fashion and technology sectors in copyright litigation, as well as advising on regulatory matters. Clients describe Lorenzo Attolico as “always available and the quality of his work is always really excellent.” Clients say that Paolo Lazzarino’s (see p.894) “answers are always clear and focused on our need,” with one of them adding: “Paolo Lazzarino is simply great.” Paolo Lazzarino has a track record of handling a range of contentious IP issues, such as trade marks, patents, copyright and design.

Gianni & Origoni

What the team is known for Gianni & Origoni handles contentious and non-contentious matters, ranging from proceedings over counterfeit products to licensing agreements. The team offers additional expertise in unfair competition, art law and media law. The law firm services an impressive client roster comprising major Italian and multinational companies. The team has further experience in the technology, entertainment and fashion industries.

Strengths “They are very skilled both in cross-border litigation and agreements,” says one client, highlighting Gianni & Origoni’s international abilities. Additional clients draw attention to the firm’s “problem solving, availability and courtesy.”

Work highlights Advised adidas on an IP dispute before the EU courts regarding similar trade marks that were filed by a competitor.

Notable practitioners

Nino Di Bella (see p.887) is regularly instructed by local and international clients active in the fashion and retail sectors to assist with contentious and non-contentious IP mandates. Clients say: “Nino Di Bella is a rock star in his wide experience in IP issues.” Massimo Sterpi (see p.907) rises in the rankings after garnering strong client feedback, where one describes him as a “very good lawyer,” and says he is “very good at handling litigation.” Massimo Sterpi is frequently instructed to handle patent and trade mark litigation. Vanessa Fanchini (see p.889) supports clients from the manufacturing and healthcare sectors on trade secret and patent infringement mandates, as well as unfair competition matters. “Vanessa Fanchini applies herself to be very practical in her approach and she is customer-oriented,” reports one client.

Studio Legale Jacobacci & Associati

What the team is known for Studio Legale Jacobacci & Partners is a strong team of IP lawyers and trade mark and patent attorneys. The firm specialises in litigation, exhibiting skill in a variety of areas including patents and trade marks. The team regularly assists clients with cross-border issues. The firm’s clients hail from a variety of sectors, including pharmaceuticals, fashion, automotive and technology. The team
is also further able to advise on anti-counterfeiting measures. 

**Strengths** Clients say they have a “very good overall impression of Studio Legale Jacobacci & Associati which provides accurate and reliable services.” Others praise Studio Legale Jacobacci & Associati’s cross-border handling, stating that it was conducted in a “very agile and smart way.”

**Work highlights** Represented Nuceria Adesivi in proceedings regarding patent infringement of packaging and marking of medicines, which is owned by the client.

**Notable practitioners** Fabrizio Jacobacci is widely recognised by interviewees for being “extremely talented, being able to stand in clients’ shoes and solving clients’ problems.” Fabrizio Jacobacci frequently assists clients with patent litigation with a particular focus on the pharmaceutical and technology sectors.

**Mondini Bonora Ginevra Studio Legale**

What the team is known for Mondini Bonora Ginevra Studio Legale is a longstanding player in the IP market in Italy. The team offers expertise in copyright, trade marks and advertising issues, and provides further advice on domain names. The law firm’s client portfolio includes household names from the cosmetics, music and media industries. The team often assists with cross-border litigation.

**Strengths** Clients describe Mondini Bonora Ginevra as “very knowledgeable and great to work with.” “Their expertise is wide and complete,” other clients say.

**Work highlights** Assisted Kiko with a dispute against a competitor regarding the design of its stores under copyright law.

**Notable practitioners**

- **Giorgio Mondini** is widely respected for his expertise in IP matters, with one of the interviewees reporting that he is “very experienced, knowledgeable and well connected.” Giorgio Mondini has a wealth of experience in copyright mandates, as well as trade mark and patent infringement litigation. Carlo Ginevra rises in the rankings on the back of positive client feedback, where one highlights his “extreme competence, helpfulness, kindness and ability to direct the customer towards the best solution.” Carlo Ginevra is experienced in a range of IP issues, including patent infringement and trade mark litigation.

**Sena & Partners**

What the team is known for Sena & Partners is a known IP boutique with expertise in all manner of matters including patents, trade marks and copyrights. The team is experienced in litigious mandates, with particular strength in patent disputes in the biotechnology and life sciences industries. The team is also able to advise on advertising-related IP issues. The law firm’s clients benefit from the experience and recognition of key members of the team. The firm additionally advises clients on cross-border mandates, with English and French speakers in the team. The team’s further strengths include unfair competition and trade secrets.

**Notable practitioners**

- **Giuseppe Sena** is highly regarded for his expertise in the field of IP. Giuseppe Sena has a longstanding track record advising clients on patents as well as Community and national trade marks. Giancarlo Del Corno possesses expertise handling patent litigation, frequently assisting clients from the pharmaceutical sector. Giancarlo Del Corno additionally deals with anti-counterfeiting mandates.

**Spheriens**

**What the team is known for** Spheriens is an experienced firm with a strong focus on providing trade mark counsel, assisting clients with both litigious and non-contentious issues. The firm’s activity extends to anti-counterfeiting measures and criminal proceedings as well as design infringement. The team also frequently assists clients from the luxury goods sector. The law firm is additionally well versed in cross-border disputes.

**Strengths** Clients highlight Spheriens’ cross-border capabilities, saying that “international elements are exercised with diligence and knowledge, and they are able to relay the information in a clear and concise manner.”

**Work highlights** Defended Kocca in proceedings related to patent infringement relating to the design of jeans pockets.

**Notable practitioners**

- **Pier Luigi Roncaglia** frequently handles trade mark disputes for leading clients from the luxury goods, fashion and manufacturing sectors. Pier Luigi Roncaglia is also involved in design infringement and unfair competition proceedings.

**Band 5**

**Herbert Smith Freehills LLP**

What the team is known for Herbert Smith Freehills is a dedicated IP team advising a high-profile local and international clientele from the pharmaceutical, manufacturing and automotive sectors on a range of contentious and non-contentious IP mandates. The team assists with complex patent litigation and enforcement, design infringement and trade mark regulatory mandates. The firm also acts on copyright matters, including litigation and provides strategic advice.

**Strengths** One interviewee praises Herbert Smith Freehills’ cross-border capabilities, stating: “Their network is the true strength, and the overall quality is very high in every single jurisdiction.” Others describe the lawyers as “always very responsive and proactive.”

**Work highlights** Advised Gilead Science on patent litigation proceedings regarding anti-HIV drugs being planned to be sold as generic drugs in Italy.

**Notable practitioners**

- **Clients praise Laura Orlando**, saying: “She is incredibly smart and formidable,” and one adds: “She is also very hands-on and a very pleasant person.” Laura Orlando leads patent litigation, as well as unfair competition and regulatory mandates. Pietro Pouché enters the rankings after garnering great client feedback, with one stating: “Pietro Pouché is reactive, responsive and understands clients’ interests.” Pietro Pouché focuses his work on design infringement cases and copyright litigation. Sara Balice is recognised for her expertise in copyright and regulatory matters, where clients depict her as “always responsive and to the point, very knowledgeable but pragmatic.” Sara Balice assists clients with patent, trade mark and design infringement cases, as well as unfair competition matters.

**LCA Studio Legale**

What the team is known for LCA Studio Legale is a solid team servicing a wide spectrum of clients, including those with activity in the publishing, fashion and technology sectors. The firm’s typical work includes advice on advertising law, unfair competition, and trade mark and domain name usage. The team provides further advice on copyright issues. The team assists clients with both domestic and cross-border mandates.

**Strengths** “They provide answers in a very fast and complete manner and are available to discuss new issues as well as to give clarifications on the pending ones at any time,” satisfied clients comment.

Further clients say that “LCA Studio Legale’s services are very effective and fast, and their negotiating skills are impressive.”

**Work highlights** Advised Golden Goose on obtaining the transfer of several domain names which were registered without authorisation by third parties.

**Notable practitioners**

- **Gianluca De Cristofaro** is known by clients for his “very practical approach and ability to understand and address issues very fast.” Gianluca De Cristofaro is proficient at handling contentious and non-contentious mandates relating to trade marks, copyright and design infringement cases.

**Martini Manna Avvocati**

What the team is known for Martini Manna Avvocati is a compact team experienced in a wide range of matters including trade marks, copyright issues, design and patents. The team boasts strong capabilities in IP litigation and additional abilities in non-contentious issues such as licensing agreements. The team is additionally experienced in multi-jurisdictional disputes. The team also assists with mandates arising from the life sciences, technology and automotive sectors.

**Strengths** Clients say that Martini Manna Avvocati’s lawyers are “super quick to respond and really look into the cases.”

**Work highlights** Advised Gallicci on the development of its trade mark portfolio as well as on EU and US trade mark registrations, and opposed any rejections.

**Notable practitioners**

- **Elena Martini** offers experience in trade mark infringement, as well as patent and design mandates. “Elena Martini is very precise; she has great analytical skills as she can go in depth and is always able to give you all the options you can have,” according to clients.

**Pavia e Ansaldo**

What the team is known for Pavia e Ansaldo is an adept team with noteworthy activity in contentious matters, including multi-jurisdictional proceedings. The team deals with a wide variety of IP mandates including patent, trade mark, copyright, design infringement and unfair competition issues, with particular experience in the life sciences industry. The firm further offers further expertise in the consumer products, fashion, manufacturing and technology sectors.

**Strengths** “Pavia e Ansaldo has a meticulous, precise and efficient service,” clients enthuse.

**Work highlights** Advised Polo Ralph Lauren on designing an anti-counterfeiting programme which resulted in several criminal proceedings arising against third parties.

**Notable practitioners**

- **Gian Paolo Di Santo** (see p.887) furnishes advice on
a wide range of litigation proceedings, covering trade mark, patent and copyright. One client describes Gian Paolo Di Santo as "easy to work with," and highlights that "he understands everything immediately."

**Band 6**

**CBA Studio Legale e Tributario**

What the team is known for CBA offers expertise in trade marks, patents, copyrights and designs. Their work ranges from in-court representation, including damages claims, to advice on licensing, anti-counterfeiting mandates and unfair competition issues. The team is highly capable in cross-border instructions, with particular expertise in matters involving Germany. The team additionally has experience in the technology, gaming and fashion industries.

**Strengths** Clients describe CBA’s team as “very highly skilled, fast and very responsive.” Others highlight that the “communication is easy and quick.”

**Work highlights** Advised PatchAI on implantation of an artificial intelligence chatbot made to operate in the tele-medicine area, which included contract negotiations and development of its features.

**Notable practitioners**

Mattia Dalla Costa (see p.885) is dual-qualified in Italy and Germany, and assists with contentious and non-contentious work relating to patents and trade marks. Clients describe him as “very bright, knowledgeable and well experienced.” Barbara Sartori (see p.905) remains involved in contentious work relating to trade marks as well as licence agreements and copyright infringement cases. “Barbara Sartori helps me to keep things simple,” one satisfied client remarks.

**Milalegal – Mina Lanfranconi & Associati**

What the team is known for Milalegal – Mina Lanfranconi & Associati is a domestic boutique specialising in IP rights, advertising, unfair competition and industrial law. The team regularly advises clients belonging to the fashion, design and entertainment industries on trade mark and copyright matters. The firm assists with the management and protection of portfolios as well as licensing agreements. The team additionally handles domestic and cross-border mandates.

**Notable practitioners**

Marina Lanfranconi has experience in non-contentious matters, including licence agreements and the management of trade mark portfolios. Marina Lanfranconi is additionally adept at handling the IP aspects of M&A transactions.

**Osborne Clarke**

What the team is known for Osborne Clarke is a well-known international firm with a growing presence in Italy, with strong focus on copyrights. The firm often advises clients from the media, music and TV industries. The team additionally handles trade marks and patents.

**Strengths** Clients appreciate that Osborne Clarke has “offices all over the world, all responding very fast to any issue.” Additional clients say that the lawyers are “all extremely competent and available, they make you feel like the only customer.”

**Work highlights** Assisted PDU Music & Production with negotiation and drafting of a synchronisation licence agreement as well as assignment of IP rights for the use of two songs in a marketing campaign.

**Portolano Cavallo**

What the team is known for Portolano Cavallo enters the rankings as an established boutique firm, offering IP services to media, technology and telecom clients. The firm advises on copyright, trade mark and design infringement cases. The team also handles mandates regarding licensing agreements and broadcasting rights.

**Strengths** Clients depict Portolano Cavallo as “very agile and always available.” “Portolano Cavallo has a modern and flexible approach,” further clients mention.

**Notable practitioners**

Lydia Mendola (see p.897) is experienced at handling an array of copyright, trade mark and design proceedings. Lydia Mendola often assists clients in the media sector.

**Other Ranked Lawyers**

Marco Annoni (see p.875) of DWF makes his debut in the rankings after receiving extensive client comments, one of whom highlights his “extraordinary experience and true approach to problem solving, associated with great human and professional qualities.” Marco Annoni is adept at handling trade mark and design infringement cases, in particular in the fashion and finance sectors.

**Giorgio Assumma** of Assumma Avv. Giorgio is a highly respected practitioner with significant experience in copyright infringement litigation. Giorgio Assumma represents prominent names in the music production sector.

Margherita Barì (see p.876) of Carnelutti Law Firm enters the rankings on the back of strong client feedback, with one saying: “Margherita Barì has shown great knowledge and expertise in the field as well as a capacity to get to the core of a problem with a problem-solving approach.” Margherita Barì is active in handling trade marks and design matters within IP.

Daniele Caneva of Ernst & Young is skilled at handling a range of IP mandates including patents and trade marks. Daniele Caneva has a solid track record assisting clients from the cosmetics and life sciences sectors. He is known by his clients to be “quick and fast.”

Massimo Cartella of Studio Legale Cartella Manzoni has longstanding expertise in IP issues including domain names. Massimo Cartella is widely recognised for his experience in patent litigation.

Clients underline that Licia Garotti of Gattai, Minoli & Partners is “always open to offer a variety of solutions.” Licia Garotti frequently handles patent and trade mark-related mandates, as well as unfair competition.

Described as a “well-prepared practitioner,” Alessandro La Rosa of Studio Prevalti – Associazione Professionale rises in the rankings due to activity in the market and market recognition. Alessandro La Rosa regularly handles litigation proceedings relating to the online distribution of audio-visual content.

Gianluca Morretta of RP Legal & Tax furnishes advice on trade secrets matters and unfair competition issues. Gianluca Morretta is described by clients as a “charismatic litigator with great capacity for strategy planning.”

Marco Ricolfi of Weigmann Studio Legale commands extensive expertise in a range of IP mandates. Marco Ricolfi is considered by sources to be an authority in trade mark disputes.

Monica Riva (see p.903) of Legance – Avvocati Associati represents Italian companies in the manufacturing and fashion industries on patent and trade mark litigation. Monica Riva additionally deals with licence agreements and anti-counterfeiting mandates, “I am so impressed by her capability to handle issues,” one client states.

Luigi Carlo Ubertazzi of Studio Ubertazzi benefits from a wealth of experience in trade mark and copyright mandates. Luigi Carlo Ubertazzi has a track record of representing clients from the publishing sector.
ITALY: An Introduction to Life Sciences
Contributed by LCA Studio Legale

A. Pharma: Repealing of the “patent linkage”
A draft bill currently pending before Parliament (“Annual law for the market and competition, d.d.l. 2469/2021”) is due to be approved in the next few weeks, within the framework of the National Recovery and Resilience Plan (Piano Nazionale di Ripresa e Resilienza, “PNRR”) as part of the Next Generation EU (“NGEU”) Program.

The bill includes important provisions for the Life Sciences industry, among which the repealing of paragraph 1-bis of Article 11 of Law-Decree 158/2012, in order to promote the development of competition and remove regulatory obstacles.

The current paragraph provides that “generic medicines cannot be classified as medicines reimbursed by the National Health Service, (Servizio Sanitario Nazionale, “SSN”) before the date of expiry of the patent or supplementary protection certificate (“SPC”) of the originator reference medicine”. This legislation has indirectly introduced in the Italian legal framework a form of “patent linkage”, a practice repeatedly blamed by the European Authorities and by the Italian Competition Authority as an obstacle to the market access of generic medicines. A “patent linkage” practice, as provided by the current law, defecto excluded generic products from “Class A” (and reimbursed accordingly by the SSN) until the expiry of the patent or SPC of the reference originator medicine. The Italian regulatory authority (“AIFA”) has always interpreted this rule in a strict sense, taking into consideration the patent of active ingredients only.

A repeal of paragraph 1-bis would mainly respond to the interest of companies marketing generic medicines, to the extent they may avoid delays in marketing their products, pending disputes on industrial property rights. On the other hand, it was stressed that during the procedure for the granting of a marketing authorization (“MA”) for a generic medicine, AIFA should only focus on the assessment of the quality, safety and efficacy requirements of the medicines, being released from having to settle controversies related to industrial property (“IP”) rights.

Clearly enough, the abolition of this rule does not affect at all the protection of industrial and commercial property rights, especially in the light of the legal responsibility of the generic MA holder (“MAH”) in the event of a violation of the originator’s IP rights. The new law is aimed at avoiding inappropriate limitations to marketing of generic medicines, not at unlimitedly allowing it.

B. Pharma: New criteria for the negotiation of reimbursable medicines’ prices.
Prices of reimbursable medicines are negotiated by AIFA with the respective MAHs under Article 48(33) of Legislative Decree 269/2003. Criteria and procedures AIFA must take into account are now set by a Ministerial Decree dated 2 August 2019 (repealing a prior 2001 resolution).

On 30 December 2020 AIFA issued guidelines making the new criteria and procedures effective. The most important innovations are: the assessment of the “added therapeutic advantage” provided by the new medicine in comparison to those already available on the market; the insertion in the agreement between AIFA and the MAH of conditions for reimbursement, including:
- volume of sales;
- availability of the medicine in the market;
- agreed discount for public entities;
- financial contributions to public research plans.

C. Pharma: the “payback” system in the Italian pharmaceutical sector
The governance of public pharmaceutical expenditure includes actions aimed at adapting reimbursement of medicines supplied by the SSN to the level of financial resources available. Over the years, several measures have been introduced in this respect, the “payback” (actually, a clawback) system being probably the most relevant one.

This system was introduced in 2008 for expenditure incurred through retail distribution, and in 2013 for expenditure borne by hospitals, and was modified over the years. It is based on a maximum annual overall spending limit for medicines administered at the expense of SSN and mandatory payback of any over-run by the pharma companies.

In 2021 the limit was 14.85% of the national healthcare fund, of which 7.85% was for medicines distributed through the retail channel (“spesa convenzionata”), and 7% for medicines purchased by hospitals (“spesa diretta”). In particular, should the “spesa diretta” exceed the national limit in any given year, the Italian MAH must cover 50% of the deficit by making a payback to the Regions “proportionately to the respective market share”, determined on the basis of their turnover. Should the companies not meet their payback obligations, the Regions may withhold the amounts which are due from considerations accrued in supply contracts with local health authorities.

While the “spesa convenzionata” is under control and has never exceeded the limit, in contrast the “spesa diretta” has shown a constant upward trend. It has been recently decided that the limit for the “spesa diretta” will be increased to 8% in 2022 and to 8.3% in 2023, but only MAHs in order with their payback duties for 2019 and 2020 may benefit from said increases: the others are at risk that their medicines not be reimbursed any longer by the SSN.

The system envisages: (i) special safeguards for small companies (not subject to payback obligations if their turnover is below €3 million); (ii) a separate budget for medicinal gases (0.20% of the fund); and (iii) special measures and funds for innovative and orphan drugs.

The Italian payback system for “spesa diretta” has always been strongly challenged in court by most of the Pharma companies operating in Italy. Many procedures (for 2020 payback) are still pending before the Administrative Court of Rome.

D. Pharma: Clinical Trials: change in rules, change(s) of mind needed
The start of the application of EU Regulation 536/2014 (“Regulation”) and its implementation in Italy have been the most important feature of 2021 in the sector of clinical trials. A law (3/2018) had been passed by Parliament to govern the legislative transition, delegating ample powers to the Government for the issuance of several decrees, legislative (primary legislation) and ministerial (secondary legislation).

The instability of the political majority (from the general election of 2018 until February 2021) and the subsequent outbreak of the COVID-19 pandemic explains only in part the delays in the issuance of the implementing regulations. Indeed, within the deadline of 31 January 2022 only one legislative decree (52/2019) and a ministerial decree (30 Nov. 2021, published only on 19 February 2022) were issued, respectively dealing with framework aspects and further (sub)delegating tasks to the Ministry of Health (“MoH”) and AIFA, in the former case, and regulating “not-for-profit” trials/studies (an Italian peculiarity), in the latter. The most crucial points that were capable of making
Italy an attractive (and competitive) venue for important trials under the Regulation were substantially missed.

Indeed, the current pipeline of ministerial decrees currently covers (i) the transitional period, during which trial protocols may be submitted in accordance with Directive 2001/20; (ii) a single national tariff for protocol evaluations (the idea of scrapping them altogether was unfortunately unsuccessful); and (iii) the definition of the 40 “new” Ethics Committees charged with the evaluation of protocols under the Regulation (upon agreement with the Regions). All decrees are expected “fairly soon”: a somewhat more complex reorganisation will follow in the coming months also in respect of studies not specifically encompassed by the Regulation, as well as the foreseeable increase in PMCF clinical investigations on devices under Regulation 745/2017.

AIFA proposed (29 January 2022) interim rules for the management of studies pending the issuance of the above decrees. The National Coordinating Centre of Ethics Committees issued (i) a revised format of trial agreement (in Italian and English), and (ii) an Italian version of the Part II forms (Art. 7 of the Regulation) to help sponsors in the transition phase.

Such regulatory effort must now be mirrored by all stakeholders: companies too loyal to their mandatory templates (and of course keen to pursue their legitimate interest); centres, with their IECs, scared of exiting their bureaucratic, local comfort zones; CROs creating more problems than solving existing ones; academics concerned with their careers and remuneration. Legislation is a necessary but not sufficient condition to ensure swifter procedures and reduce the bureaucratic steps needed to set up a trial, while at the same time guaranteeing maintenance of (and reliable controls over) the undoubted, if not always so orderly, qualitative excellencies of the Italian research and clinical trial system.

E. Medical devices: the Italian implementation of regulation 2017/745

From 26 May 2021, EU Regulation 2017/745 on medical devices (“MDR”) applies also in Italy.

The MoH has played an active role to ensure the achievement of common European objectives and proposed solutions compliant with the needs of the SSN and the Italian regulatory and business context.

Firstly, the national classification of medical devices (“CND”) has been acknowledged as a nomenclator at EU level, aimed at guaranteeing uniform availability and market access of devices.

The MoH has also supported the design of the European database (“Eudamed”) and joined the registration system on a voluntary basis. However, at the Italian level it is still mandatory for operators to register also with the national database of medical devices, as clarified by Circular Letter No. 12 of November 2021.

Law no. 53 of 22 April 2021, in force since 8 May 2021, aligned the national legislation to the MDR but kept national provisions in force as far as they are in line with the new European framework, including criminal and administrative penalties for breach of manufacturers’, importers’ and distributors’ obligations.

A MoH Circular of 25 May 2021 provided some further clarification for clinical investigations, especially with reference to medical devices with and without CE marking, substantial amendments to clinical investigation protocols, information to be provided by sponsors, requirements for clinics and hospitals, digital ways and devices for applications and submissions.

Finally, MoH Circular 49052 of 8 July 2021 has been directed both to harmonise the MDR reporting scheme with the legal remedies for consumers’ protection and to update the post-marketing surveillance system. In brief, public and private health workers detecting or having reason to fear a serious incident are required to serve a notice onto the MoH. The incident must be reported immediately to the competent authority. The manufacturer or its authorized representative must also be informed in a timely manner.

Any corrective actions on the field must be taken by manufacturers and operators to remove or reduce the risk of death or serious deterioration of health associated with the use of a medical device. The manufacturer is also responsible for the management of all other minor incidents.

Pending the implementation of Eudamed, manufacturers must continue to send incident reports directly to the Italian “General Directorate for Medical Devices and Pharmaceutical Service”. Additionally, the manufacturer must fill in a form – the s.c. FSCA, Field Safety Corrective Action – being compliant with the model provided under Meddev 2.12-1 Rev. 8, January 2013 – “Guidelines on a medical devices vigilance system” and other guidance regarding the vigilance system. The FSCA must be accompanied by the field safety notice sent to the Ministry of Health in Italian language.

MDR implementation is still in progress: therefore, the Italian Ministry of Health is expected to lay down additional guidelines as soon as other provisions will be binding at EU level and new regulatory documents will be enacted.

F. Italian FDI/Golden Power rules: Life Sciences as a strategic sector

Different areas of Life Sciences, including Health, Pharma and Biotech, are qualified as a strategic sector for the purposes of the Italian Foreign Direct Investment (“FDI”) regime resulting from the combination of the Italian Law-Decree 21/2012 (and implementing Decrees, including No. 179/2020) and EU Regulation 452/2019. The aim of this FDI regime is (i) safeguarding ownership structures of companies operating in strategic sectors of national interest, holding critical assets, relationships and/or technologies in the Italian territory, and (ii) monitoring certain operations, acts and activities.

According to the Italian FDI regime, whenever a transaction falls within the scope of its applicability, there is an obligation for the parties (the foreign investor and/or target company, depending on the circumstances) to notify it to the Italian Government (under penalty of a fine), disclosing information about the terms and conditions of the relevant act, agreement or transaction, in order to allow the Government to exercise special powers (“Golden Power”) granted to it by the applicable Law. Such powers can be exercised under certain conditions and may include: (i) vetoing the relevant act and/or transactions, such as acquisition of shareholdings in companies active in strategic sectors or holding critical assets, as well as on the execution of agreements modifying the ownership, availability and control over such strategic assets; as well as (ii) imposing specific conditions or requirements on the transaction; or (iii) giving clearance to the transaction. According to the current status of the legislation (which includes some special rules linked to COVID-19 emergency laws) acquisition of control over Italian companies or assets operating in the Life Sciences sectors by EU and Non-EU entities must be notified. Acquisition of stakes in excess of 10% by non-EU entities is subject to FDI notification as well.

The rules substantiating the Italian FDI regime must be interpreted extensively, given the public (and strategic) interest protected thereby, thus implying the amplest discretion of the Italian Government in their interpretation and application.
Bird & Bird is a distinguished international team advising a variety of life sciences players, including generic drug companies, research organisations and healthcare providers. The practice group is strongly recommended for IP issues such as patent infringement and subsequent court proceedings. The department also has a growing focus on technological developments. Bird & Bird’s additional areas of expertise include licensing agreements, transactions and related criminal proceedings. The firm’s lawyers demonstrate a significant understanding of developing and implementing antitrust compliance programmes in the life sciences space.

Strengths One interviewee compliments Bird & Bird’s breadth of service by stating: “Their holistic approach is what you need to tackle today’s difficulties. They are very good in terms of their ability to work in an international context, handling several projects with the same depth of complexity.”

Work highlights A team led by Giovanni Galimberti acted for Teva and Actavis on invalidity and preliminary injunction proceedings relating to anticancer medicinal products.

Notable practitioners
Giovanni Galimberti is a highly regarded lawyer who is well known for litigation in life sciences. According to clients, he is able to deliver “a very strong service.” He advises biotechnology and pharmaceutical companies on patent infringement, IP mandates and clinical trials. Massimiliano Mostardini enjoys recognition for his IP mandates in the life science sector. He frequently advises a variety of research institutes and offers additional expertise on clinical trials.

Hogan Lovells Studio Legale

What the team is known for Hogan Lovells is a formidable practice covering all aspects of life sciences, including IP, product liability, distribution agreements and compliance. The team advises an established clientele across the medical device, biotechnology and healthcare sectors. The law firm has a multidisciplinary team with constantly evolving knowledge of new technological developments, including in digital health and data matters. Hogan Lovells’ additional areas of expertise include corporate transactions in the life sciences industry. Its lawyers possess solid experience representing clients in international arbitration cases pertaining to the enforceability of international distribution agreements.

Work highlights A Hogan Lovells team led by Andrea Atteritano assisted Angelini Holding in a dispute before the Court of Appeal of Rome relating to alleged licence agreement breaches.

Notable practitioners
According to one client, Luigi Mansani is “a very good lawyer who is nice and prepared.” He is a longstanding lawyer who is highly regarded for advising on complex litigation involving patent enforcement, as well as IP rights and compliance issues. Francesca Rella is a highly regarded lawyer who is very responsive.” She is well known for advising on product liability matters and internal investigations for a variety of pharmaceutical and medical device companies.

Strengths One interviewee states: “She is one of the drivers of this practice group has a great international awareness and ability to seamlessly fit into a multi-jurisdictional team.”

Notable practitioners
Gabriel Cuonzo (see p.885) advises clients on enforcement and infringement rights, as well as the launch of generics and related court challenges. According to one client, “he is very experienced, a strategic mind and a multi-language talent.” Daniela Ampollini (see p.875) is a well-regarded lawyer who often assists pharmaceutical clients with contentious patent matters. One client says: “She is highly responsive and provides practical, useful advice.” Federica Bocelli (see p.878) is an esteemed associate who advises on contentious matters in the life sciences space, often providing assistance with litigation as well as due diligence matters. She is praised by sources as “an excellent and clear communicator who is very responsive.”

Notable practitioners
Roberto Valenti (see p.910) advises a number of pharmaceutical and healthcare clients on IP, clinical trials and regulatory matters. He receives praise as “well prepared on life sciences issues, and he has the ability to be on the same page with the client’s issues.”

Trevisan & Cuonzo

What the team is known for Trevisan & Cuonzo is a popular choice for IP and patent litigation in the life sciences space. The practice group offers assistance on contentious issues, infringement actions and patent rights. Its lawyers also handle regulatory matters and are experienced in representing clients before national regulatory bodies. The team is specialised in assisting clients from the pharmaceutical and biotechnology sectors.

Strengths One client says: “The practice group has a great international awareness and ability to seamlessly fit into a multi-jurisdictional team.”

Work highlights A team led by Gabriel Cuonzo assisted Boehringer Ingelheim with infringement proceedings in relation to a blockbuster product.

Notable practitioners
Gabriel Cuonzo (see p.885) advises clients on enforcement and infringement rights, as well as the launch of generics and related court challenges. According to one client, “he is very experienced, a strategic mind and a multi-language talent.” Daniela Ampollini (see p.875) is a well-regarded lawyer who often assists pharmaceutical clients with contentious patent matters. One client says: “She is highly responsive and provides practical, useful advice.” Federica Bocelli (see p.878) is an esteemed associate who advises on contentious matters in the life sciences space, often providing assistance with litigation as well as due diligence matters. She is praised by sources as “an excellent and clear communicator who is very responsive.”
clients in contentious matters before regional and national courts. Its international clients benefit from the firm’s ability to act on multi-jurisdictional life sciences matters. Its lawyers are often involved in negotiations on behalf of research organisations for a variety of domestic and international service agreements.

**Strengths** According to one source, “BonelliErede has the ability to interact with the high end of the life sciences market.”

**Work highlights** A team led by Vincenzo Salvatore advised Pikdare on compliance for marketing of needles and syringes during the COVID-19 pandemic.

**Notable practitioners**
- Vincenzo Salvatore (see p.904) is a skilled lawyer who advises on pricing matters, abuse of dominance and cross-border acquisitions in the life sciences sector. Market commenters consider him to be “a go-to-lawyer in pharma” and “someone who is always available to support the team.”

### Avvocati Associati Franzosi Dal Negro Setti

**What the team is known for** Avvocati Associati Franzosi Dal Negro Setti is a well-regarded team strongly recommended for regulatory matters and related IP issues. The practice group assists clients throughout all stages in the research, manufacture and use of pharmaceutical, medical or veterinary products, in addition to related transactional or antitrust work. Its lawyers show additional strength assisting with privacy matters arising from clinical trials and market surveys.

**Strengths** One client says that the firm is “reliable, precise, pragmatic, fast and straight to the point.”

**Notable practitioners**
- Mario Franzosi is a longstanding lawyer who is acknowledged by sources for his strong expertise in the life sciences space, with a specific focus on IP. According to clients, “he is often considered the man for ‘hopeless cases.’” Francesco Setti offers experience in commercial transactions in the pharmaceutical sector. One client affirms: “He is able to link the regulatory issues with the business perspective, delivering original solutions. He is outstanding in Italy and well recognised abroad.”

### Pavia e Ansaldo

**What the team is known for** Pavia e Ansaldo is a highly regarded law firm that assists pharmaceutical and biotech companies with matters including patent infringement, product liability and contracts. The law firm provides further assistance with criminal inquiries and instances of medical malpractice, in addition to solid transactional, regulatory and compliance practices. Additionally, the practice group acts for Italian and international regulatory agencies in the life sciences space, such as AIFA. Its lawyers are also skilled in dealing with GDPR matters relevant to clinical trials and patient information.

**Work highlights** A team led by Gian Paolo Di Santo assisted Ethypharm with IP issues in relation to a generic drug product.

**Notable practitioners**
- Gian Paolo Di Santo is a key contact for Pavia e Ansaldo.

### Portolano Cavallo

**What the team is known for** Portolano Cavallo is an established firm with wide-ranging skills in the life sciences sphere encompassing patent infringement, clinical trials and distribution agreements. The law firm offers further advice on regulatory and compliance issues as well as data protection and IP law. The team’s lawyers act for a range of clients in the medical device and pharmaceutical industries.

**Strengths** One client praises Portolano as a “very agile firm with an entrepreneurial way of assisting clients.”

**Notable practitioners**
- Elisa Stefani (see p.907) is highly rated by the market for her strength in the life sciences space, with one source stating: “I feel in good hands with Elisa and I trust her to take care of clients.” She advises on clinical trials and contentious matters as well as compliance issues.

### RP Legal & Tax

**What the team is known for** RP Legal & Tax advises public and private clients on a range of mandates from the pharmaceutical, biotech and healthcare sectors. The law firm provides further advice on privacy, compliance, regulatory and intellectual property issues. Its lawyers provide robust assistance to pharmaceutical startups and tech companies. The team’s key areas of strength include advice on distribution contracts across multiple jurisdictions.

**Work highlights** A team led by Paolo De Carlo advised Sicor on a variety of corporate and commercial matters relating to the life sciences space.

**Notable practitioners**
- Paolo De Carlo offers advice to clients on clinical trials, licensing and agreement negotiations as well as development issues. One client extols: “He has a very international outlook and fantastic commercial awareness, particularly in the fields of life sciences and IP.”

### Sena & Partners

**What the team is known for** Sena & Partners is a longstanding IP and competition boutique that is particularly active in patent disputes involving companies from the pharmaceutical and biotech sectors. The law firm is well known for its work in litigation. Sena & Partners is also able to handle patent matters at national, European and international levels.

**Notable practitioners**
- Giuseppe Sena is a highly regarded lawyer for his expertise in the field of IP. He has a longstanding track record advising clients on patents as well as Community and national trade marks. Giancarlo Del Corno is an eminent lawyer who is well regarded for his notable experience in life sciences. He advises a range of clients on patent litigation.

### Other Ranked Lawyers

- Stefania Bergia is added to the rankings following strong market support as a prominent lawyer in life sciences. According to one client, she is “a supremely sophisticated and smooth performer.” She is well versed in contentious matters and IP-related work.
- Paola La Licata is well regarded for her expertise in clinical trials and drug registration procedures, as well as compliance issues. According to one highly impressed source, “she is the most prepared lawyer in the pharmaceutical field I have ever worked with.”
- Agostino Migone De Amicis is a skilled lawyer who frequently offers advice on clinical trials, compliance and data protection policies in the pharmaceutical and healthcare sectors.
- Laura Orlando advises global life science players on patent rights and infringement disputes, further advising clients in the healthcare sector on data protection and privacy issues. One client regards her as “simply a genius. She has vision and is a creative thinker.”
- Diego Voiano enjoys a robust reputation in litigation and administrative matters, particularly for advising pharmaceutical clients. One source says: “He has a solid background.”
Private Equity

**Band 1**

**BonelliErede**

What the team is known for BonelliErede is a multi-disciplinary team drawing on tax, corporate and financial expertise to assist clients with private equity transactions. The law firm boasts an impressive client portfolio of domestic and international entities. The team is regularly instructed by private equity funds and other financial institutions, as well as shareholders. Its lawyers act in a diverse range of industries, including manufacturing, energy and infrastructure.

**Work highlights** Assisted Apax Partners and NBRP with the EUR1.5 billion disposal of a controlling stake in Engineering Group to a consortium comprising Bain Capital and a number of funds advised by NBRP.

**Notable practitioners**

Umberto Nicodano (see p.898) has accumulated rich experience during the course of his career. He provides domestic sellers and private equity houses with top-notch expertise in relation to various private equity transactions. Eliana Catalano (see p.882) is an increasingly prominent lawyer who is praised by commentators for her private equity expertise. She routinely advises a diverse roster of local and international funds on sizeable investments and divestments.

**Chiomenti**

What the team is known for Chiomenti is a market-leading practice comprising lawyers specialising in different areas, such as finance and tax. The team often advises on the consolidation of portfolio companies and M&A transactions, while strong fund formation expertise allows the firm to provide a full-service offering to private equity clients. Its lawyers have an established client base that includes major domestic and international private equity firms. The team’s industry knowledge covers the energy, financial, infrastructure and fashion sectors.

**Private Equity: Fund Formation**

**Leading Individuals**

**Band 1**

Schavelz Enzo Legance–Avocati Associati

**Band 2**

Cacciapuoti Emidio McDermott Will & Emery (ORL) 0

Corno Alessandro Alma Società tra Avvocati (ORL) 0

Papa Agostino DLA Piper (Italy) (ORL) 0

Troiano Vincenzo Chiomenti 0

**Band 3**

Arcangeli Andrea CMS (ORL) 0

Meschia Giovanni K&L Gates (ORL) 0

Sancisi Barbara Legance–Avocati Associati 0

**Associates to watch**

Pepe Tommaso Alma Società tra Avvocati (ORL) 0

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**Private Equity**

**Senior Statespeople**

Nicodano Umberto BonelliErede

**Leading Individuals**

**Star individuals**

Gattai Bruno Gattai, Minoli, Partners

Croff Carlo Chiomenti 0

Gianni Francesco Gianni & Origoni 0

Montironi Paolo Advant Nctm 0

Scolia Stefano Latham & Watkins 0

Triscornia Alessandro Gianni & Origoni 0

Troioli Filippo Legance–Avocati Associati 0

**Band 2**

Bonsignore Roberto Cleary Gottlieb-Steen & Hamilton LLP 0

Fantacchioti Giorgio Linklaters 0

Marena Alessandro Pdersoli Studio Legale 0

Martoglia Gianni Gatti Pavesi Bianci Ludovici 0

Pavesi Carlo Gatti Pavesi Bianci Ludovici 0

Zanoni Pietro Advant Nctm 0

**Band 3**

Accornero Andrea Simmons & Simmons

Agopyan France Chiomenti 0

Asti Nicola Freshfields Bruckhaus Deringer 0

Bucci Stefano Gianni & Origoni 0

Cortolano Francesco Giuberti Triscornia e Associati 0

Catenacci Stefano Gattai, Minoli, Partners

Copolla Fabio TARGET Coppola Malguzzi (ORL) 0

Gherardi Giacurca Gianni & Origoni 0

Giovannelli Alessandro Giuberti Triscornia e Associati 0

Labruna Fabio LMS Studio Legale 0

Molinari Ugo Molini Agostinelli (ORL) 0

Pappalettera Carlo Cameliuti Law Firm (ORL) 0

**Band 4**

Cappelli Roberto Studio Legale Cappelli RCCD (ORL) 0

Casati Roberto Linklaters 0

Catalano Elisa BonelliErede 0

Cerabolini Chiara Marcellino Chance Studio Legale Associato 0

Gabrielli Gerardo Gattai, Minoli, Partners

Giallombardo Renato EY Tax & Law (ORL) 0

Pircherat Cataldo Latham & Watkins 0

Picone Luca Hogan Lovells Studio Legale (ORL) 0

Scarpato Fabrizio Giovanni e Associati 0

Testa Guido Orrick, Herrington & Sutcliffe (ORL) 0

Trapani Matteo Advant Nctm 0

Valentino Stefano Gatti Pavesi Bianchi Ludovici 0

China is a highly regarded Italian firm assisting key domestic and multinational private equity players with their investments. The law firm frequently advises clients on the luxury, real estate, health and insurance sectors. Its lawyers are capable of handling big-ticket transactions, such as cases involving public intervention, as well as participating in competitive bidding processes. The team offers additional experience in venture capital transactions. Gianni & Origni benefits from its network of offices in key financial centres, making it a strong choice for cross-border mandates.
Latham & Watkins

**What the team is known for** Latham & Watkins is a well-established international private equity practice handling a broad scope of issues. The firm boasts an impressive client roster comprising leading global and private equity firms and has additional expertise in the manufacturing and fintech sectors. The team is well placed to handle large-cap deals, and comes recommended for major cross-border M&A transactions.

**Work highlights** Represented Gamenet Group and Apollo in the acquisition of 100% of International Game Technology's participation in Lotomatica Scommesse and Lotomatica Videolot, valued at EUR950 million.

**Notable practitioners** Carlo Pavesi (see p.892) offers expertise in acquisitions, recapitalisations and disposals. One interviewee values his "broad knowledge, experience and attention to the client." Gianluca Ghersinì (see p.891) maintains a notable practice in the private equity space and is especially skilled at handling multi-jurisdictional transactions. He assists both investment funds and portfolio companies with sizeable acquisitions and disposals.

Gatti Pavesi Bianchi Ludovici

**What the team is known for** Gatti Pavesi Bianchi Ludovici is a respected law firm that regularly assists local law firms with mid-market acquisitions. The team acts on behalf of both international law firms and Italian investors. The law firm offers notable expertise in the pharmaceutical and manufacturing industries.

**Work highlights** Advised Idea Taste of Italy on the EUR340 million disposal of Casa Vinicola Botter to Clessidra.

**Notable practitioners** Paolo Montironi (see p.898) has a wealth of experience advising on private equity transactions and leveraged buyout matters. He routinely assists global investment funds with mid-market acquisitions.

Legance – Avvocati Associati

**What the team is known for** Legance utilises its regulatory, corporate finance, banking and tax practices to provide full support to private equity clients. Its lawyers are experienced in both fund formation and M&A transactions for leading domestic and international investors. Asset management is another key area of expertise for the law firm. The team's industry expertise encompasses the manufacturing, energy, pharmaceutical and TMT sectors.

**Strengths** One client underlines: "The lawyers at the firm are technically excellent and very reactive." One work highlights assisted Blackstone, in consortium with CDP Equity and MIR, with the EUR9.3 billion acquisition of Autostrade per l'Italia from Atlantia. One notable practitioner Enzo Schiavelli (see p.905) is highly esteemed in the fund formation space, particularly for advising a range of clients on fundraising and subsequent investment mandates. "He provides strong support in all phases of fundraising. He is very clever and well known in the industry," reports one client. Filippo Troisi (see p.909) deft handling of high-value transactions is sought after by global and domestic private equity funds. "He is one of the best private equity lawyers I have ever worked with," one client remarks, while another describes him as "a highly sophisticated negotiator who is able to properly balance commercial issues with the legal context." Clients report that Barbara Sancisi (see p.904) is "experienced and smart," as well as "very able to negotiate with the counterparty." She assists private equity funds and asset managers with a range of mandates, including fund formation and investments.

Advant Ncmr

**What the team is known for** Advant Ncmr has a broad expertise covering M&A, private equity investments and IPOs. The law firm focuses on small-cap and mid-market deals, with a strong track record of representing private equity firms, as well as multinational corporations. The team has a solid track record assisting clients with transactions affecting the pharmaceutical and manufacturing industries.

**Work highlights** Advised Idea Taste of Italy on the EUR340 million disposal of Casa Vinicola Botter to Clessidra.

**Notable practitioners** Pietro Zanoni (see p.911) expertise in acquisitions and other corporate transactions is sought after by sellers and buyers. "He is very good on the business aspects and can manage all the legal aspects very well," one client reports. Sources laud Matteo Trapani's (see p.909) "great ability to understand clients' priorities and strong negotiation skills." He frequently handles acquisitions, disposals and share deals for local investors and foreign private equity firms.

Gatti Pavesi Bianchi Ludovici

**What the team is known for** Gatti Pavesi Bianchi Ludovici is a respected law firm that regularly assists international clients and domestic clients with complex M&A transactions in the private equity sector, as well as advising on related contractual issues. Its lawyers offer additional expertise in fund formation. The law firm’s clients include banks, mezzanine funds and private equity houses. Gatti Pavesi Bianchi Ludovici specialises in various industries such as biotechnology, energy, and food and beverages.

**Strengths** "The law firm is very good in negotiations," reports one client.

**Work highlights** Assisted F2i SGR with the EUR250 million acquisition of an 80% stake in Geasmar from Asilarda.

Notable practitioners

Nicola Asti (see p.876) enjoys a broad client base in the private equity sector, frequently assisting leading international players with mergers, disposals, takeovers and share deals. "He was very clear in his exposition and good in managing the project," one client highlights.

Giovannelli e Associati

**What the team is known for** Giovannelli is a growing local law firm with a wealth of experience in private equity matters including M&A transactions and LBOs. The team acts on behalf of both international and Italian investors. The law firm offers notable experience in transactions concerning the pharmaceutical, technology and chemical manufacturing industries.

**Strengths** "Giovannelli is well prepared, technically solid, constructive in finding solutions, flexible and responsive," asserts one client.

**Work highlights** Represented Ansa F2i Fund in the...
acquisition of a majority shareholding in Compagnia Ferrovie Italiane.

**Notable practitioners**

**Alessandro Giovannelli** (see p.882) is experienced advising prominent Italian private equity players with acquisitions targeting the infrastructure and chemicals sectors. "He is very well prepared technically but also very flexible, constructive, available and always ready to help," one client confirms. **Fabrizio Scaparco** (see p.905) regularly receives support from clients, who believe he is "reliable and a problem solver," as well as "available, responsive and very good in providing legal advice on a number of matters." He frequently receives instructions from private equity houses in relation to investment and acquisition deals.

**Linklaters**

**What the team is known for** Linklaters has a multi-disciplinary team combining expertise in areas such as restructuring, tax and finance to advise clients on private equity transactions. The law firm boasts an impressive client portfolio comprising renowned multinational private equity houses, banking institutions and blue-chip corporations. Its lawyers often leverage the firm's broad international network to act on cross-border transactions.

**Work highlights** Assisted DBG Capital Fund VII with the EUR180 million acquisition of PM Plastico Materials and its subsidiaries.

**Notable practitioners**

**Giorgio Fantacchioni** is recognised for his expertise in sizeable inbound acquisitions, attracting mandates from private equity houses and investment firms. His expertise covers the banking, manufacturing and real estate sectors. **Roberto Casati** has lengthy experience in private equity transactions. He often advises mid-market private equity firms investing in the Italian market.

**Pedersoli Studio Legale**

**What the team is known for** Pedersoli Studio Legale has an established practice offering assistance with the full spectrum of private equity-related matters, from fund formation to divestment of portfolio companies. The team acts for domestic clients on cross-border transactions and as international entities looking to invest in Italy. The law firm's notable areas of expertise include media, food, manufacturing and luxury goods. Its lawyers are also adept at handling deals in the context of refinancing and capital market transactions.

**Strengths** "Pedersoli understands the business, and thanks to that can it lead the negotiation," reports one client.

**Work highlights** Represented FSI and all shareholding banks in the disposal of equity stakes owned in Cederici to ION.

**Notable practitioners**

**Alessandro Marena** is respected by sources for his extensive experience in private equity transactions, acting for both buyers and sellers. Clients note that he is "always on top, with plenty of leadership during negotiations," as well as "very experienced and able to find solutions to close transactions very fast."

**Band 4**

**Clifford Chance Studio Legale Associato**

**What the team is known for** Clifford Chance is a renowned global firm with a consolidated presence in Italy. Its lawyers have wide-ranging experience in private equity transactions, such as acquisitions and disposals of portfolio companies. The law firm is highly active in cross-border transactions for market-leading multinational and domestic funds. The private equity team works in collaboration with the firm's finance, tax and capital markets departments to offer a full range of services to private equity funds. Clifford Chance is experienced in regulated sectors such as insurance, with experience extending to transactions concerning the infrastructure and real estate sectors.

**Strengths** Clients are impressed by Clifford Chance's ability to cover several industries.

**Work highlights** Assisted Ardian with the acquisition of the healthcare software solutions business of DXC Technology, through its portfolio company Dedalus Holding.

**Notable practitioners**

**Claudio Cerabolini** has considerable experience in the private equity sphere, with regular instructions in regard to acquisitions and disposals. Clients believe he is "extremely dedicated, very responsive and able to adapt to commercial needs."

**Dentons Europe Studio Legale Tributario**

**What the team is known for** Dentons is a well-known practice with a consolidated track record in the private equity sphere. The law firm offers expertise on disposal, acquisition and financing transactions. The team also acts for investors and corporate clients. Thanks to its international network, the practice is well equipped to advise on cross-border transactions.

**Notable practitioners**

**Alessandro Dubini** is a key contact for the practice.

**Giliberti Triscornia e Associati**

**What the team is known for** Giliberti Triscornia is a notable Italian boutique offering clients significant expertise in the private equity sector. The team routinely handles acquisitions and disposals targeting Italian companies. Its lawyers have a strong track record advising leading private equity funds and investment companies, as well as portfolio companies. Giliberti Triscornia is also adept at advising on the Italian aspects of cross-border transactions.

**Strengths** "Giliberti Triscornia has a very good combination of technical and legal knowledge and also understands the commercial relevance of a transaction," one client reports. "The lawyers at the firm are very fast and able to keep the client’s attention on the things that matter," affirms another interviewee.

**Work highlights** Assisted Quadriavio Industry with the acquisition of EPI.

**Notable practitioners**

**Clients** say that **Alessandro Triscornia** is "exceptionally talented, balanced and commercial." He provides expert advice to financial holding companies, as well as global private equity firms investing in the luxury fashion and healthcare sectors. **Francesco Cartano** frequently provides assistance to private equity funds investing in the Italian market, as well as to local entities disposing of shares towards funds. His sector expertise covers the food and beverage, manufacturing and pharmaceutical industries.

**Simmons & Simmons**

**What the team is known for** Simmons & Simmons has extensive activity in the European market. The law firm offers expertise on acquisitions and disposals targeting Italian companies. The team acts for investors and corporate clients. Thanks to its international network, the practice is well equipped to advise on cross-border transactions.

**Notable practitioners**

**Andrea Accornor** acts for Italian and multinational private equity players investing in the Italian market. He is well versed in sizeable acquisitions and capital increase mandates, often with cross-border elements to them.

**Other Ranked Lawyers**

**Andrea Arcangeli** has a notable track record of handling fund formation work and related transactions, such as investments and private equity deals. He acts for both local and multinational private equity players.

**Clients** highlight that **Emidio Cacciapuoti** (see p.880) is "technically prepared and very available." He has vast experience handling fund structuring and regulatory matters.

**Roberto Cappelli** (see p.881) has many years of experience in dealing with private equity transactions. He is well equipped to act on behalf of corporate clients and investors.

**Fabio Coppola** has a notable track record of working with investment and private equity houses on a range of corporate matters, including acquisitions, disposals and reorganisations.

**Alessandro Corno** is recognised for his track record handling fund formation mandates such as the setting up of private equity, as well as alternative investment funds. "He has a very deep, state-of-the-art knowledge and is capable of finding solutions in any commercial negotiation," confirms one client.

**Renato Giampolillo** offers assistance with various acquisitions and disposals in the private equity sphere. He offers expert advice to both Italian and multinational investment funds.

**Giovanni Meschia** has a solid experience across a range of fund formation mandates, including the structuring of funds, regulatory matters and investments. One client describes him as "always reliable..."
and hard-working.”

Ugo Molinari provides expert advice on disposals and capital increase mandates to both private equity firms and holding companies. One client describes him as “strong in negotiations.”

Clients underline that Agostino Papa (see p.900) is “respectful of deadlines and attentive to the different needs of the business.” His expertise in fund formation and related operational matters is sought after by asset management companies, investment groups and private equity funds.

Carlo Pappaletrera (see p.900) has considerable experience in private equity and structured finance transactions. He frequently advises portfolio companies with acquisitions and disposals.

Tommaso Pepe is an increasingly prominent associate who is experienced assisting with investment mandates, as well as with the setting up and fundraising of private equity funds. One client says he is “always on time and technically prepared.”

Luca Picone has a strong track record assisting with disposals, acquisitions and investment deals. One client says that he is “decisive and very good at finding solutions.”

Ottaviano Sanseverino (see p.904) is a lawyer who is esteemed for advising on domestic and cross-border structured finance and project financing in the renewable energy, infrastructure and waste sectors. One client states: “We are extremely satisfied with the services provided and in the precision of the work carried out.” Arrigo Arrigoni (see p.875) assists banks and institutional investors with financings and refinancings for projects in the energy and infrastructure sectors. One client says that he is “a rising star among Italian lawyers. He is able to understand complex legal matters, find the most efficient legal strategy, identify the business drivers and propose tailored solutions.”

Legance – Avvocati Associati
What the team is known for
Legance is well regarded for its capabilities in project finance and refinancing schemes. It is popular among major clients in the banking, construction, infrastructure and energy sectors. The team’s lawyers are particularly strong in administrative and tax law and can support lenders and sponsors. Its lawyers are considered to be highly qualified in providing support to major institutions.

Strengths One client says: “They are very fast in their approach. They are able to understand the business and close the deal in the best way.”

Work highlights Assisted the issuance of two senior secured non-convertible bonds for Azzurra Aeronordi which raised EUR660 million.

Notable practitioners
Monica Colomba (see p.883) is a highly respected lawyer who advises on project financing, structured lending and acquisition financing for developments in the energy and infrastructure sector. One satisfied client asserts: “She is one of the top players in the market.” Francesca Brilli (see p.879) is widely considered to be an increasingly prominent lawyer who assists with project finance, acquisition financing and venture capital investments in the renewable energy and infrastructure sectors for both domestic and international operators. One client says that she is “very good in contractual tasks.”

Project Finance

BonelliErede
What the team is known for
BonelliErede is highly acclaimed in project finance with notable expertise in green energy, power, water, infrastructure and transport. The law firm assists lenders and borrowers with all aspects of corporate and property financing and refinancing. Clients include prestigious Italian and international banks and energy companies. The firm’s strategically located offices in Cairo, Addis Ababa and Dubai boost its reach for energy and infrastructure projects.

Strengths Clients enthuse that the team is “always available and willing to go the extra mile,” adding: “The quality of the service provided is par excellence and very tailored and specific.”

Work highlights Assisted Aletica/IFM Investors with the financing of Intesa Sanpaolo’s acquisition of a controlling stake in the Società di Progetto Brebemi, which owns and operates the motorway connecting Milan and Brescia.

Notable practitioners

Catia Tomasetti (see p.908) is a highly distinguished lawyer who heads the project finance team at BonelliErede and has substantial experience in the financing and refinancing of energy, transportation and infrastructure projects. One client states: “Her calm and collected attitude during heated negotiations sets her apart.” Gabriele Malgeri (see p.895) is an adept lawyer who regularly assists with both domestic and cross-border financing and refinancing of renewable energy and infrastructure projects. Giorgio Frasca (see p.889) is an increasingly prominent lawyer who assists with projects in the energy, environmental and infrastructure sectors. His contribution is valued by clients, who state: “His attention to detail as well as his tactful and diplomatic nature enable him to perform very well in complex negotiations.”

Gianni & Origoni
What the team is known for
Gianni & Origoni is esteemed by clients comprising large multinational energy and transport companies, as well as banks. Its lawyers often provide assistance with project financing and advise on infrastructure, healthcare and energy transactions. Clients highlight the firm’s extensive international network and experience in handling large cross-border deals.

Strengths Sources affirm that the team “cooperates well with the client and other advisers, and is also solution-oriented.”

Work highlights Assisted a syndicate of European banks with amending and increasing the EUR4 billion financing of Open Fiber’s ultra-broadband project for Italy.

Notable practitioners

848
Ashurst

What the team is known for
Ashurst is renowned for advising on the full range of infrastructure and energy projects, including telecoms, technology and renewables. The team represents lenders and agents and is widely recognised for its track record in deals both within the domestic market and on the international stage. It is notably active in advising major financial institutions, as well as large construction companies.

Strengths
Clients often acknowledge Ashurst's cross-border capabilities, particularly in project finance and administrative support.

Work highlights
Advised Basalt Infrastructure Partners on the EUR170 million refinancing of its portfolio of photovoltaic energy assets in Italy.

Notable practitioners
Carloandrea Meacci has extensive experience in domestic and cross-border project financing, refinancing and structured finance in the renewable energy, infrastructure and technology infrastruc- ture sectors. Clients praise his "excellent commercial ability" and say he is "a reliable and experienced transaction lawyer."

Chiomenti

What the team is known for
Chiomenti has a deep bench of finance lawyers offering wide-ranging expertise across PPPs, project financing and refinancing mandates. The team advises a variety of clients from the energy, infrastructure, healthcare and banking spheres and has also carved a strong niche in the sports sector. The project finance team works closely with the firm's administrative law, competition and tax departments.

Strengths
One client concludes that they are "highly impressed by the achievements of the Chiomenti team. We recognise the added value that the practice is able to bring into any transaction."

Another client says: "The firm has been a terrific asset for us, being able to consistently contribute a different point of view aimed at bringing us the best deal possible."

Work highlights
Advising on the project financing of a new hospital in Trento. This EUR315 million project will be part-funded by a PPP.

Notable practitioners
Carola Antonini (see p.875) acts for borrowers and institutional investors on financings and acquisitions in the energy sector. Her expertise includes advising venture capital investors on projects relating to wind and solar power.

Marco Cerritelli (see p.883) is a highly regarded lawyer who is very much appreciated by financial institutions and commercial clients. He frequently advises on projects in the sports sector as well as the infrastructure, healthcare, transport and construction industries. One client praises his "ability to manage complex situations in a balanced way and his ability to address innovative issues and identify unconventional solutions."

DLA Piper Italy

What the team is known for
DLA Piper offers a strong practice advising leading banks on both domestic and international project financing and PPP transactions. Its extensive network of offices in Europe and beyond allows it to work with a broad range of international clients. The team is particularly active in the infrastructure and renewable energy sectors, including assistance with transportation and infrastructure projects.

Strengths
A client highlights the firm's "great expertise in managing complex deals and deep knowledge in the renewable energy sector."

Work highlights
Assisted Ferrovie dello Stato, with a USD255 million refinancing, USD488 million and USD295 million respectively.

Notable practitioners
Sutcliffe is a highly respected international firm that is well prepared and has a very practical approach to solving problems. Arturo Sferruzza has notable projects in the energy and infrastructure sectors. One client comments: "Arturo is a very experienced lawyer who is hands-on and with a deep understanding of commercial matters. His pro-deal approach and ability to work with the client is also key to the success of the projects he is involved in."

Eugenio Siragusa (see p.906) is a skilled lawyer based in the Rome office of Advant Nctm. He advises a range of clients, including financial institutions, on notable projects in the energy and infrastructure sectors. One client affirms: "He has a broad experience, is well prepared and has a very practical approach to solving problems."
STATE OF PLAY IN ITALY

New opportunities and incentives for the legal industry are emerging in the current context, which is still recovering from the COVID-19 pandemic. However, it seems clear that the lessons drawn from 2020 and 2021 will help pave the way for fundamental changes in the way law firms operate and interact with customers. As a result, we face a significant cultural challenge that stems from a new vision of the lawyer archetype that will transcend the characteristics of those who have traditionally practised the profession, focusing on key aspects such as work organisation, specialisation and technological innovation.

The pandemic also enabled us to identify and assess which aspects of the legal system are the most susceptible to variations, as well as which sectors require the most relevant renovation and improvement. This resulted in additional expectations, especially those linked to environmental preservation and long-term sustainability, which will be key challenges on the road to recovery.

1. Developments in the near future

On 13 August 2021, following the positive assessment of the National Recovery and Resilience Plan (“Piano Nazionale di Ripresa e Resilienza” – PNRR), the European Commission granted Italy 24.9 billion euros as pre-financing (of which 8.957 billion euros in grants and 15.937 billion euros in loans). The plan identifies six macro-areas, defined as ‘missions’, to which the funds are to be allocated:
- “Digitisation, Innovation, Competitiveness, Culture”;
- “Green Revolution and Ecological Transition”;
- “Infrastructure for Sustainable Mobility”;
- “Education and Research”;
- “Inclusion and Cohesion”;
- “Health”.

Thus, the PNRR provides for a long list of structural reforms and investments to be made, distributed in various areas. These include the development of ports, logistics, and maritime transport; digitisation measures for the safety of roads and highways, quality of living and social infrastructure; protection and enhancement of water resources; construction of new waste management facilities and remediation of “orphan sites”.

In this framework, precise and in-depth knowledge of the law, as well as a thorough awareness of the options and operational tools available, become essential.

2. The legal market overview

Looking at some of the areas to which we devote our activity on a daily basis, we would like to give a brief overview of the legal market from the perspective of public law and of the topics that we consider of major interest and with significant opportunities for development.

2.1 Real estate

Due to the global sanitary crisis caused by the coronavirus pandemic, all markets, including the real estate business, were put on hold.

However, the outlook for Italy in 2022 is extremely positive, as the real estate sector is undergoing a revolution in terms of services and management thanks to various incentives aimed at increasing the recovery, regeneration and renovation of buildings and urban areas that are applicable to existing assets.

In this regard, it is worth noting that the Italian legislature has implemented a number of measures, including the so-called Superbonus, which is a benefit adopted by Legislative Decree 19 May 2020, No. 34 (“Decreto Rilancio”) to ensure that buildings are more efficient and safer.

The Law 30 December 2021, No. 234 (“Budget Law 2022”) confirmed this incentive until 30 June 2022, after which there would be a further extension that varies depending on the beneficiary.

Another notable measure, in keeping with current environmental protection regulations, is the so-called Ecobonus, which is awarded for the completion of works that improve building energy efficiency.

Furthermore, the PNRR considers the real estate sector as having a critical role to play in accomplishing the plan’s goals, particularly sustainability.

The latter is tied to urban regeneration, as PNRR’s Mission 5 “Inclusion and Cohesion” makes clear. In compliance with the EU framework for the European Green Deal, urban redevelopment would also allow for the planning of contemporary, ESG-compliant buildings.

In this regard, PNRR’s Mission 2 “Green Revolution and Ecological Transition” includes a plan to replace obsolete school buildings in order to promote: reduced energy consumption and pollutant emissions; increased seismic safety of buildings and the development of green areas; school environment planning involving all stakeholders with the goal of positively impacting teachers’ and students’ teaching and learning; and sustainable development.

The initiative also involves investments in the strongly growing student housing sector and improvements on court buildings with the goal of enhancing energy efficiency and lessening the structures’ seismic risk.

In addition, the PNRR seeks to encourage quick energy conversion of the building stock through a series of incentives, encouraging in-depth renovation and transformation into “nearly zero-energy buildings” (nZEB), in line with the national building stock’s energy requalification strategy.

A “National Boroughs Plan” is also being considered. This would be a program to aid the economic and social growth of disadvantaged areas through cultural regeneration of small towns and tourism revitalisation, as well as efforts to restore old Italian parks and gardens.

In this context, having a thorough understanding of the market from the inside out, as well as all of the intricacies that may apply to certain clients and different sorts of transactions, is essential.

Legal expertise service in this field is fundamental, both in terms of assessing the feasibility of corporate operations and in terms of support during the works, which includes the administrative process aimed at approving the interventions.

2.2 Public procurement

In the domain of public tenders, Legislative Decree 31 May 2021, No. 77, also known as the “Simplification Decree bis”, established a number of rules aimed at making it easier to meet the PNRR’s targets and objectives.

Firstly, the Simplification Decree bis devotes the entire Title IV to public procurement, including important simplification measures, valid until 30 June 2023, regarding the awarding of public contracts below the EU threshold and replacing those already provided for by
the previous Decree-Law 16 July 2020, No. 76 ("Simplification Decree").

The direct awarding threshold for service and supply contracts has been raised to 139,000 euros, including engineering and architectural services and project works.

The number of economic operators who must be consulted as part of the negotiation procedure without a tender notice is reduced in works contracts. The above-mentioned Decree in particular establishes a new threshold – between 150,000 and 1 million euros – below which only five operators must be consulted, as well as a requirement that contracts exceeding 1 million euros and up to the EU threshold request only 10 operators instead of the previously required 15.

The legislator also weighed in on the topic of subcontracting limits, striking a compromise between European rules aimed at enabling small and medium-sized businesses access to the market and national opposition.

Article 49 of the Simplification Decree bis provides a temporary exception from Article 105 of the Public Contract Code, which increases the overall restriction on subcontracting to 50% of the total amount of contracts for public works, services, and supplies until 31 October 2021 (40 percent according to the latest version of the "Sblocca Cantieri" Decree). As of November 10, 2021, all general and planned constraints for subcontracting, including with regard to so-called super-specialised works, have been eliminated under the revision to Article 105 of the Public Contract Code.

In addition to the liberalisation of subcontracting, some counter-limits have been added to protect the most vulnerable parties and prevent circumvention by economic operators, such as the obligation to guarantee the same quality and performance standards as those set out in the contract, and to pay workers an economic and regulatory treatment not less favourable than that provided by the main contractor.

2.3 Energy sector
The Simplification Decree bis contains some significant innovations aimed at achieving the European goals of decarbonisation and increased energy production from renewable sources set out in the 2030 National Integrated Energy and Climate Plan ("Piano Nazionale Integrato per l’Energia e il Clima 2030" – PNIEC). A new Annex I-bis has been added to Part Two of Legislative Decree 3 April 2006, No. 152 (the “Environmental Code”) to identify the actions mentioned in the PNIEC, listing the works, plants, and infrastructures required to meet the PNIEC’s targets (e.g. plants for the production of energy from renewable sources, energy efficiency projects, infrastructures for hydrogen production, transport and storage).

The Decree also made a number of adjustments to the regulatory and normative components of the above-mentioned actions in order to speed up and simplify their implementation.

Articles 30 to 32, in particular, simplify authorisation procedures for the installation of wind power plants, solar, geothermal, and biogas plants.

First and foremost, the Ministry of Culture must participate in the single procedure – and thus in the Conference of Services (“Conferenza di Servizi”) convened by the Region or the Ministry of Economic Development to decide on the authorisation requests – in relation to projects involving renewable energy plants and the works and infrastructures related to their construction and operation that are located in precluded areas.

Furthermore, Article 32 of the Simplifications Decree bis alters Article 5 of the Legislative Decree No. 28 of 2011, identifying non-substantial interventions, and thus subject only to the procedure of the communication relating to the free building activity.

The simplification of authorisation and environmental assessment procedures for photovoltaic installations with a capacity of up to 20MW in industrial, productive, or commercial areas, the transfer of repowering procedures to PAS, and the reintroduction of incentives for so-called agri-voltaics are all worth noting.

2.4 Telecommunications
The Minister for Technological Innovation and Digital Transition and the Ministry of Economic Development approved on 25 May 2021, at the kick-off meeting of the Inter-Ministerial Committee for Digital Transition, the Italian Strategy for ultra-wideband called "Towards the Gigabit Society", which defined the actions necessary to achieve the digital transformation objectives and to promote the development of fixed and mobile telecommunications infrastructures.

The concrete objective of such strategy, as indicated in the PNRR, is to bring connectivity to one Gbit/second throughout the country by 2026, which is ahead of the European objectives set at 2030. The strategy is therefore composed of seven interventions, two of which are already underway and provided for in the 2015 Strategy ("White areas Plan" and “Voucher Plan”) and five plans approved by the Council of Ministers on 29 April 2021 in the PNRR.

The latter are: 1) “Italy at 1 Giga” Plan (PNRR resources 3,863.5 million euros); 2) “Italy 5G” Plan (PNRR resources 2,020 million euros); 3) Plan “Connected Schools” (PNRR resources 261 million euros); 4) Plan “Connected Health” (PNRR resources 501.5 million euros); 5) Plan “Smaller Islands” (PNRR resources 60.5 million euros).

The investment will be accompanied by the simplification of authorisation procedures – to accelerate the diffusion of infrastructures on the territory – and regulatory amendments, recognising fixed and mobile high-speed infrastructures as strategic.

2.5 Health law
The pandemic highlighted the limits of the Europe healthcare sector in many countries, including Italy, due to funding cuts in recent years and a procurement system characterised by a high degree of complexity in its interpretation and application.

It follows that a new system able to respond promptly and effectively to unforeseen events and emergencies has to be implemented, as well as a comprehensive regulation, and a process of digitalisation able to provide a timely analysis of needs and to manage stocks.

2022 is therefore the greatest opportunity ever to adapt healthcare to the demands of community, firstly by adopting a procurement system focused on innovation and long-term planning capable of creating value for citizens, patients and economic operators.

In order to meet these urgent and imperative challenges, the PNRR devotes the sixth mission to health, for which investments of 15.6 billion euros are allocated from the European fund for recovery (Next Generation EU). The PNRR’s ‘Health’ mission is thus divided into two parts: proximity networks, intermediate structures, and telemedicine for territorial health care (7 billion euros); innovation, research and digitisation of the National Health Service (8.63 billion euros).

The main interventions envisaged are as follows:
- The reform of territorial health care and the structural standards necessary for the implementation of a new organisational model of the territorial care network (creation of territorial structures such as Community House and Community Hospital);
- The reform of the legislation regarding the new institutional structure of prevention in the health sector, embracing the “One Health” approach;
- The reorganisation of the
network of research and care institutions of a scientific nature; infrastructural investments dedicated to persons with disabilities and the elderly, starting with the non-self-sufficient.

In such a way, the PNRR intends to launch a reform to pursue a new healthcare strategy, which will enable Italy to achieve adequate quality standards of care, in line with other European Countries, and which will increasingly consider the National Healthcare System as part of a broader community welfare system.

2.6 Environmental law
In the aftermath of the COVID-19 pandemic, the focus on sustainability and the Green Deal has grown exponentially.

It is worth mentioning firstly that the proposal to alter the Italian constitutional text to include a particular clause on the conservation of the environment, biodiversity, and ecosystems as proof of how the environment is a significant issue on the road to recovery.

The Senate and the Chamber of Deputies have in fact approved the draft of a Constitutional Law, which would add the following paragraph to Article 9: ‘[the Republic] protects the environment, biodiversity and ecosystems, also in the interest of future generations. The law of the State regulates the terms and conditions for the protection of animals’.

Furthermore, the increased incentive to invest in sustainability is reflected in the National Recovery and Resilience Plan, which considers the green transition to be a critical guideline for future development. The second Mission, dubbed “Green Revolution and Ecological Transition”, focuses on the major themes of sustainable agriculture, circular economy, energy transition, sustainable mobility, building energy efficiency, water resources, and pollution, with the goal of improving the economic system’s sustainability and ensuring a fair and inclusive transition to zero environmental impact. To achieve these goals, the Environment Code has undergone some significant changes in the last year, including:

- The simplification measures to promote the circular economy and to accelerate environmental procedures (e.g., amendments to the Environment Impact Assessment (EIA) and Strategic Environment Assessment (SEA) regulations, the institution of the EIA Technical Commission for the National Recovery and Resilience Plan and the national energy and climate plan projects, and simplification measures for the redevelopment of industrial sites); the institution of a new Ministry for Green Transition, to which some of the competencies previously held by the Ministry for Economic Development have been transferred, particularly in the field of energy and climate change.

Additionally, Europe’s interest in environmental concerns is fuelled by the current need to take immediate action to combat climate change and its consequences. In this regard, it should be noted that the EU recently passed an ambitious climate law (Regulation (EU) 2021/1119—the European Climate Law) which codifies the EU’s goal of becoming climate neutral by 2050, as well as an intermediate goal of reducing net greenhouse gas (GHG) emissions by at least 55 percent by 2030.

2.7 Sports law
It should be noted that during the year 2021 several legislative decrees on sports were adopted (such as Legislative Decrees No. 36; No. 37; No. 38; No. 40).

In detail, Decree No. 38 of 28 February 2021 regulates a new procedure for the construction and modernisation of sports facilities, providing for a cooperation between the parties who intend to carry out the intervention, the competent administration, and the sports club.

In addition, as a further demonstration of Italy’s commitment to the fight against doping in sport, NADO Italia has adopted the Anti-Doping Sporting Code – a technical document of the WADA World Anti-Doping Code and related International Standards – in force since 1 January 2021.

Sport is also a key area for the PNRR, which dedicates two programs to invest in new sports facilities and to promote social inclusion through sport.

More specifically, the ‘Sport and Social Inclusion’ program allocates 700 million euros, 50% of which is to be spent on energy efficiency in existing facilities, while the ‘Enhancement of School Sports Infrastructures’ program invests 300 million euros in energy efficiency measures for public infrastructures, innovative energy demonstration projects, and support measures.

Furthermore, in view of the 2026 Winter Olympics in Milan-Cortina, Italy is preparing to provide the necessary and adequate facilities for an event that will be watched by millions of spectators and will take place between the regions of Lombardy, Veneto and Trentino Alto Adige.

3. Conclusions
The impacts of the pandemic on the legal market have been far-reaching and long-lasting in the last few years. This scenario has a significant impact on the way many lawyers practice and how courts administer justice. Although it is easy to focus on all of COVID-19’s negative consequences for the legal profession, it is feasible that there will be a long-term positive impact on the organisation of law firms.

The prospect of the profession’s future predicts that tomorrow’s successful structures will be more technologically advanced, faster to respond to changes, more innovative and continually focused on identifying new market opportunities, increasing their specialisation and innovation, in order to remain a reference point for consultancy and judicial activity necessary to support companies and to grow their business.
Studio Legale Villata, Degli Esposti e Associati is an esteemed law firm in Italy. Its lawyers possess noteworthy expertise and reputation for handling a broad range of matters, including environmental, administrative, and public law matters.

**What the team is known for**

Gianni & Origoni offers a broad team with distinct strengths in all manner of public law mandates, notably those linked to the energy industry, public tenders and energy projects. The team advises clients from a number of industry sectors, including transport, life sciences and energy.

**Strengths**

One client values the firm’s “ability to operate in the Italian public tender environment.” Another interviewee states that “the expertise of the partners is invaluable.” The same source adds, “Their commerciality and value for money is also at the top in terms of expertise, effectiveness and efficiency.”

**Work highlights**

The public law team represented AmTrust Assicurazioni in a dispute concerning the procurement of insurance coverage services entrusted to another company.

**Notable practitioners**

Riccardo Villata boasts a significant career in public law, with particular expertise in matters related to public tenders and energy projects. One interviewee observes: “His experience guarantees fast targeting of problems and smooth, efficient identification of solutions.”

**Other**

- Gianni & Origoni offers a broad team with distinct strengths in all manner of public law mandates, notably those linked to the energy industry, public tenders and energy projects. The team advises clients from a number of industry sectors, including transport, life sciences and energy.
- **Strengths**
  - Client values the firm’s “ability to operate in the Italian public tender environment.”
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- **Work highlights**
  - The public law team represented AmTrust Assicurazioni in a dispute concerning the procurement of insurance coverage services entrusted to another company.
- **Notable practitioners**
  - Riccardo Villata: Significant career in public law.
linked with business needs,” while another appreciates his “clear statements and strategy about what is possible and what is not.”

**Cintioli & Associati**

**What the team is known for** Cintioli & Associati is an esteemed boutique which maintains a strong reputation in administrative public law, public contracts and European law. Its lawyers handle both judicial and extrajudicial matters and possesses particular knowledge of transportation, including railways, maritime transportation and airports. Additionally, the law firm is well equipped to handle environmental law matters, including pipeline construction projects. It also advises clients from the telecommunications, manufacturing and transport industries.

**Work highlights** Cintioli & Associati advised Vodafone Italia on its appeal of Consip’s decision to award the public tender for providing all Italian public bodies with products for local networks to Telecom Italia.

**Notable practitioners**

Fabio Cintioli is a distinguished lawyer who focuses his practice on contentious matters, acting on behalf of multinational and domestic clients in disputes involving public tenders and regulatory issues. One interviewee comments: “He is one of the best experts in regulatory and administrative law in Italy.”

**Hogan Lovells Studio Legale**

**What the team is known for** Hogan Lovells is frequently sought out by domestic and multinational clients active in the oil and gas, pharmaceutical, transportation and manufacturing sectors. The law firm boasts a strong track record in assisting with public procurement procedures and is equally well equipped to advise on remediation projects. Additionally, the team is adept at handling environmental law matters and attracts recognition for its skills in compliance issues.

**Strengths** One client observes that the firm has “deep knowledge of the matter” and “a great understanding of our business,” adding: “This combination results in outstanding advice.”

**Work highlights** Hogan Lovells advised Invesco on the environmental law aspects of its acquisition of Settimanni. The matter is valued at over EUR100 million.

**Notable practitioners**

Francesca Angeloni maintains a significant practice advising on regulatory and environmental law matters, often in connection with energy and infrastructure projects. A client describes her as a “wonderful counsel, pragmatic and responsible.” Another summarises: “She is a brilliant administrative lawyer with excellent responsiveness and ability to lead a team.”

**Legance – Avvocati Associati**

**What the team is known for** Legance – Avvocati Associati is a strong national firm with a sizeable bench capable of handling a broad range of public law matters. Its public law team often collaborates with the firm’s project finance, competition and real estate departments to provide a multidisciplinary approach. The law firm is often engaged on contentious matters relating to public tender procedures, as well as zoning and planning issues before regional administrative courts and the Council of State. Its lawyers are also active advising on the public law aspects of large infrastructure and urban development projects.

**Strengths** One client appreciates the team’s “ability to respond in a dynamic way to our needs,” adding: “Legance differentiates itself through its smart comprehension of the customer’s needs.” Another source notes the legal team’s “extensive expertise in town planning, expropriation and building matters.”

**Work highlights** Legance represented Iren Ambiente in an appeal before the Regional Administrative Court of Lombardy – Milan against the Municipality of Milan’s tender procedure for urban and assimilated waste.

**Notable practitioners**

Giuseppe Abbruzzese (see p.874) is a skilled lawyer who is widely recognized for his expertise in planning and zoning law. He is well placed to assist clients with permitting issues, construction contracts and urban redevelopment projects. One client greatly appreciates his availability and responsiveness, further stating: “He has always been ready to go the extra mile.” Alessandro Boto (see p.879) is highly regarded for his public law expertise, often appearing before regional administrative courts across Italy. His experience includes advising clients from the transport, energy and manufacturing sectors. One interviewee describes him as an “experienced lawyer skilled in public law litigation and legal advice.” Another praises his “availability and his ability to stand by the client’s side.” Filippo Pacciani (see p.899) is an adept lawyer who assists with public procurement matters and PPP projects. His client portfolio spans companies from the technology, energy and real estate sectors, in addition to public sector entities. One interviewee finds him to be “very knowledgeable and helpful.”

**Lipani Catricalà & Partners**

**What the team is known for** Lipani Catricalà & Partners has legal teams based in Milan and Rome who advise public bodies and private companies active in a range of industries, including transportation, energy, telecommunications and real estate. The law firm regularly assists with a variety of public law matters, such as concessions and public tender matters. The team is also highlighted for its strength in handling disputes and pre-litigation matters.

**Work highlights** Lipani Catricalà & Partners advised Lazio Crea on various procurement, concession and public contract matters, including concessions in relation to Santa Severa Castle and supporting the candidacy of Civita di Bagnoregio for inclusion in the UNESCO World Cultural and Natural Heritage List.

**Notable practitioners**

Damiano Lipani is well placed to advise on public tenders and administrative law matters in connection with projects.

**Satta Romano & Associati**

**What the team is known for** Satta Romano & Associati possesses a highly regarded team involved in a wide array of public law matters. The law firm is well positioned to assist clients in procurement and public tender disputes, having acted before the Council of State and various regional administrative courts. Its diverse client roster also includes leading corporations in the energy, food, gambling and telecommunications industries.

**Strengths** One interviewee appreciates that the legal team “makes the most of their client’s potential, supporting it in all aspects of regulation and legal discipline.” A client finds that the “service levels have always been excellent and the attention to our matters precise and proactive,” adding: “They always listened with attention to our considerations and expectations, while deeply studying the case and giving the best interpretation of possible outputs.”

**Work highlights** Satta Romano & Associati defended the Italian Ministry of Economic Development and Ministry for the Environment, Land and Sea in proceedings before the Arbitration Institute of the Stockholm Chamber of Commerce, brought by three companies contesting that the adoption of certain measures would be in breach of its obligations under the Energy Charter Treaty.

**Notable practitioners**

Filippo Satta (see p.905) offers a wealth of experience in the public law market, with particular skills in handling public tenders and regulatory disputes. One client highlights that he “adds value in terms of leadership and experience.” Anna Romano (see p.903) is frequently mandated to advise public entities and corporates from a range of sectors on public procurement matters, supply contracts and regulatory issues. She is also well placed to represent clients in high-profile disputes before regional administrative courts. One interviewee observes: “She has developed a great experience in administrative law and supports clients very well, representing all the risks and any possible solutions of a case.”

**Clifford Chance Studio Legale Associato**

**What the team is known for** Clifford Chance is adept at handling a range of contentious and non-contentious public law mandates, including tenders and judicial review. The law firm is well placed to represent private companies or public bodies in litigation, including before the Council of State and the Italian Constitutional Court. Its roster includes an impressive range of clients mostly active in regulated industries, such as energy, aviation and telecommunications.

**Notable practitioners**

Giuseppe De Palma is currently acting as managing partner for the firm in Italy.

**Pavia e Ansaldo**

**What the team is known for** Pavia e Ansaldo is adept at handling a broad array of mandates in this sphere, including public contracts and procurement procedures. The law firm maintains a strong practice in environmental law, regularly assisting with water contamination and other pollution matters. Pavia e Ansaldo’s roster consists of Italian and foreign clients, including companies active in the media, energy and transportation sectors. Its lawyers demonstrate expertise in complex public tenders in the aviation and telecommunications industries.

**Work highlights** Pavia e Ansaldo acted for the Port Authority of Ravenna on the public tender for the redevelopment of the port.

**Notable practitioners**

Marco Giustinianni is a key contact at the firm.

**Advant Nctm**

**What the team is known for** Advant Nctm has a wide-ranging offering in public law, spanning tender procedures and public-private partnerships. The law firm is also well positioned to handle environmental law issues, including zoning and planning matters.
It’s client roster encompasses a range of industries, including the logistics, utilities, higher education and transportation sectors. Additionally, the firm’s lawyers often advise on matters relating to project financing and acquisitions.

Work highlights: Advant Nctm advised Nuovo Trasporto Viaggiatori in a number of cases concerning the concession for running high-speed train services on the railway infrastructure.

Notable practitioners
Giuliano Berruti (see p.877) is highly reputed as a public law specialist with wide-ranging expertise in permitting, tender procedures, concessions and contractual issues. He is also held in high regard for his experience representing clients in public law disputes.

Bertacco Recla & Partners
What the team is known for Bertacco Recla & Partners handles a wide range of contentious and non-contentious public law mandates. The team is highlighted for its skill in handling public tenders and public contract-related work. Its lawyers also offer strengths advising on urban redevelopment projects and town planning mandates. The law firm is frequently sought out by domestic and multinational clients active in the construction, infrastructure, pharmaceutical and real estate sectors.

Work highlights: Bertacco Recla & Partners assisted Lendlease MSG North with the development of the Milano Santa Giulia area.

Notable practitioners
Jacopo Recla is a key contact for clients.

Dentons Europe Studio Legale Tributario
What the team is known for Dentons is a distinguished firm particularly lauded for its transactional work related to commercial mandates and complemented by a leading corporate team. The law firm offers highly regarded real estate team, capable of handling a range of property transactions from portfolios to sale and leaseback. It also acts for both domestic and international investment managers, property companies and clients in the healthcare sector.

Strengths One interviewee praises Bonelli’s real estate team for having “strong legal preparation and deep knowledge of the issues,” adding: “They show deep commercial knowledge of the local and international industry.”

Work highlights: BonelliErede acted for Apollo Global Management on its successful bid for the acquisition of a portfolio of 68 properties from Foundazione Enpam for EUR842 million.

Notable practitioners
Alessandro Balp (see p.876) is highly recommended for his advice on real estate, with a focus on sales and leasebacks. One interviewee appreciates that he is “very commercial.”

Chiomenti
What the team is known for Chiomenti offers a top-tier real estate team that regularly assists international and domestic investment managers and real estate companies with the full life-cycle of investment, particularly in commercial, residential and retail property. Its lawyers are also noted for urban and commercial development projects. Additionally, the law firm offers strong support on M&A and tax mandates relating to real estate funds and SICAFs.

Strengths One client describes the real estate team as “very efficient and reactive,” with “a strong commercial attitude and negotiation skills.” Another appreciates Chiomenti’s “very deep bench” and its “proven ability to work across teams on complex assignments requiring input from several departments.”

Work highlights: Chiomenti advised Logistic Capital Partners on the development of its approximately EUR200 million global distribution facility in Trecate.

Notable practitioners
Umberto Borzì (see p.878) is widely considered to be a leading lawyer in the market, noted for his experience in redevelopment projects and sales transactions. One highly impressed client comments: “He remains the number-one lawyer in Italy for real estate, given his depth of knowledge of the market and of course a superb knowledge of Italian law.” Paolo Fedele (see p.888) is noted by clients for his advice...
Real Estate

Leading Firms

Band 1

BonelliErede
Chiomenti

Band 2

Dentons Europe Studio Legale Tributario
DLA Piper Italy
Gianni & Origoni
Legance – Avvocati Associati

Band 3

Advant Nctm
Gatti Pavesi Bianchi Ludovici
Greenberg Traurig Santa Maria
Jones Day
Orrick, Herrington & Sutcliffe

Band 4

Freshfields Bruckhaus Deringer
Grimaldi Studio Legale
K&L Gates

Leading Individuals

Star individuals

Longo Marzio
Greenberg Traurig Santa Maria

Band 1

Balaji Alessandro
BonelliErede (ORL)◊
Borzi Umberto
Chiomenti (ORL)◊
Schmidt Olaf
DLA Piper Italy (ORL)◊

Band 2

Braghini Davide
Gianni & Origoni (ORL)◊
Molinaro Emanuela
Orrick, Herrington & Sutcliffe (ORL)◊
Rulli Paolo
Grimaldi Studio Legale
Sanna Francesco
K&L Gates

Band 3

Amisano Benedetta
Carnalini Law Firm (ORL)◊
Capezzali Gabriele
Legance – Avvocati Associati (ORL)◊
De Biasio Francesco
Legale Studio Legale (ORL)◊
Fedele Paolo
Chiomenti (ORL)◊
Ferrari Rocco
Gatti Pavesi Bianchi Ludovici (ORL)◊
Sutti Federico
Dentons Europe Studio Legale Tributario (ORL)◊
Tulli Domenico
Gianni & Origoni (ORL)◊

Band 4

Barbara Federico
Greenberg Traurig Santa Maria
Caputo Andrea
Ashurst (ORL)◊
Cerabolini Claudio
Clifford Chance Studio Legale (ORL)◊
Croce Luigi
Advant Nctm
Inzago Maria Sole
Dentons Europe Studio Legale (ORL)◊
Inzaghi Guido Alberto
Belvedere Inzaghi & Partners (ORL)◊
Ligustri Patrizia
Chiomenti (ORL)◊
Magistrelli Ivana
Belvedere Inzaghi & Partners (ORL)◊
Monesi Simone
Osborne Clarke (ORL)◊
Sagliaschi Guido
Gatti Pavesi Bianchi Ludovici (ORL)◊

◊ Indicates individual with profile.
◊ (ORL) – Other Ranked Lawyer

Alphabetical order within each band. Band 1 is highest.

on acquisition and fund matters. One client praises his “capability to manage very complex and sophisticated real estate transactions, with a strong commercial awareness.” Patrizia Ligutti (see p.894) is best known in the market for her work on project development mandates. A source describes her as “an asset in complex deals” who is “always very focused on client needs” and “a strong negotiator.”

Band 2

Dentons Europe Studio Legale Tributario

What the team is known for

Dentons possesses a well-reputed real estate team acting for domestic and international asset managers and private equity houses on acquisitions and disposals, particularly concerning property developments. The firm’s lawyers have experience in all types of asset classes, including office, retail and hotels, as well as issues relating to joint ventures.

Work highlights Dentons advised GLP on the acquisition of a logistics warehouse portfolio in Italy from the CCP IV IREF 2 Fund.

Notable practitioners

Federico Sutti (see p.907) enjoys a solid reputation for his skills in sales and joint venture matters. One commentator reports that he is a “very skilled and sophisticated lawyer,” while another finds him “very knowledgeable and client-oriented.” Maria Sole Inzago (see p.893) often acts for investors, asset management companies and real estate funds on a range of property acquisitions and disposal mandates. “She has very strong technical skills as well as experience,” comments one client.

DLA Piper Italy

What the team is known for

DLA Piper offers an impressive practice advising on a range of real estate mandates, with experience in both asset and share deals. The law firm remains a strong choice for cross-border property transactions. Additionally, its lawyers specialise in lease arrangements. The property team assists with a variety of asset types, including healthcare, hotels, office and logistics property. The firm's client roster includes asset managers, investors and multinational corporations.

Work highlights DLA Piper acted for Allianz Real Estate's acquisition of Via dell'Arte 25 in Rome from DeA Capital Real Estate SGR for approximately EUR200 million.

Notable practitioners

Olaf Schmidt (see p.905) is distinguished in the Italian real estate market for cross-border acquisitions and project development matters. Clients are quick to highlight his commerciality, with one observing: “He always finds the right balance between legal scrutiny and a commercial approach. His experience gives a lot of comfort in the transaction.”

Gianni & Origoni

What the team is known for

Gianni & Origoni retains an acclaimed property group predominantly advising domestic and international asset managers on a range of mandates in the real estate sector. The team’s lawyers coordinate transactions across a variety of asset classes, including hotels and offices. The law firm is a top choice for high-profile property finance matters, including project and acquisition finance, in addition to fund establishment, restructuring and joint venture agreements.

Work highlights Gianni & Origoni advised Astaldi Spa on its acquisition of Grand Hotel de La Minerve, a luxury hotel in Rome.

Notable practitioners

Davide Braghini (see p.879) has an established reputation advising on lease agreement and acquisition mandates. One client notes that he is “very efficient and able to work under tight deadlines.” Another comments: “He is available at any time to provide support.” Domenico Tulli (see p.910) is noted for his advice on real estate fund creations and structured finance mandates. He offers additional expertise advising on redevelopment and planning matters. One interviewee says that he is “very strong in public-lic-owned real estate.”

Legance – Avvocati Associati

What the team is known for

Legance retains a reputable team that deals with all types of real estate transactions, also covering financing aspects. Its lawyers work closely with the banking team on assisting lenders and sponsors with acquisitions and investments. The law firm maintains its strength in various asset classes, including hotel, office and logistics. The team is instructed by a range of domestic and international clients, including banks, asset and fund managers.

Strengths Interviewees single out Legance's experience in real estate, with one noting: “They're part of every transaction that matters in Italy.”

Work highlights Legance advised Batipart on its acquisition, through a real estate fund managed by Blue SGR, and long-term lease of a Europe-wide real estate portfolio for approximately EUR500 million.

Notable practitioners

Gabriele Capecci (see p.880) is an experienced lawyer who frequently handles issues including asset and portfolio sales and project development matters. One interviewee comments that they have “never been disappointed” with him and “would recommend him with my eyes closed.”

Band 3

Advant Nctm

What the team is known for

Advant Nctm offers a reputable real estate practice which acts for asset managers and corporates. The law firm advises on both asset and share deals and aids with various asset classes, including hotels, retail and logistics. Furthermore, its lawyers provide support with construction and lease agreements. The team offers capabilities advising on related tax aspects.

Work highlights Advant Nctm advised Cab Log on its framework agreement for the sale of two logistics warehouses and a photovoltaic plant.

Notable practitioners

Luigi Croce is adept at advising on commercial rebranding and acquisition mandates. One client describes him as a “very responsive lawyer with great technical skills and a background in complex transactions.”

Gatti Pavesi Bianchi Ludovici

What the team is known for

Gatti Pavesi Bianchi Ludovici's real estate practice covers a wide range of activities, including asset and share deals and sale transactions. The law firm is highly regarded for its particular experience with logistic assets, in addition to office, retail, residential and mixed-use developments. The property team is considered a popular choice for asset managers, as well as private equity houses and investors. Its lawyers have additional skills in restructuring and reorganisation mandates.

Strengths One interviewee observes: “They can run a transaction and bring it to a close with a very commercial approach, always finding solutions to overcome issues.”

Work highlights Gatti Pavesi Bianchi Ludovici co-s counselled PSP Investments on its joint venture with Lendlease for the development of the Santa Giulia area, which has a gross development value of EUR2.5 billion.

Notable practitioners

Rocco Ferrari (see p.888) is sought after for his advice on acquisitions and asset sales, with additional skills handling restructuring work. One inter-
Greenberg Traurig Santa Maria

What the team is known for Greenberg Traurig has a robust team of property lawyers handling a range of real estate matters for domestic and international clients. The team frequently advises on asset classes, including retail, logistics and hospitality and commercial acquisitions for investment funds, asset managers and real estate groups. The law firm offers additional capabilities in cross-border mandates.

Strengths A client describes the firm as “well reputed worldwide in the real estate sector,” adding: “They show a very commercial approach.”

Work highlights Greenberg Traurig acted for Generali Real Estate on the acquisition of a complex consisting of 18 buildings in Milan.

Notable practitioners

Marzio Longo is a highly distinguished lawyer who is sought out by clients for his longstanding experience and great expertise in real estate acquisitions for multinational companies. A client notes that he “always brings tangible value generating ideas and solving problems.” Another adds that he is a “great real estate lawyer.” Federico Barbà is noted by clients for his skills advising on long-term lease agreements and acquisition mandates. One interviewee reports: “He has a strong commercial vision and approach to complicated matters. His flexibility helps a lot during negotiations with counterparts.”

Jones Day

What the team is known for Jones Day fields a notable practice that centres on NPL structuring, facility agreements, term loans and acquisition finance within the real estate sector. The real estate team demonstrates particular strength in handling logistics assets but is also visible in office and retail property deals. The law firm also regularly represents real estate investment companies, asset managers and financial institutions.

Work highlights Jones Day advised Logicolor Italia on its acquisition, via a real estate investment fund managed by Krysalos SGR, of a plot of land in Lainate.

Notable practitioners Francesco Squercioni is a key contact at the practice.

Orrick, Herrington & Sutcliffe

What the team is known for Orrick, Herrington & Sutcliffe fields a specialist team offering a range of advice on real estate transactions, including asset and share deals. The property team concentrates on retail and is also visible in the industrial and office sectors, with further skills in lease agreements. The law firm regularly represents multinationals, asset managers and investors.

Work highlights Orrick, Herrington & Sutcliffe acted for CLOM on the sale of Centro Logistico Intermedale Orlando Marconi, an intermodal logistics park, to Cromwell Investment Luxembourg.

Notable practitioners

Emanuela Molinaro (see p.897) enjoys a strong reputation for her advice on asset sales and acquisition mandates. She offers additional skills in lease agreements. An interviewee describes her as “very practical with considerable negotiation skills,” as well as a “strong ability to solve various problems.”

Freshfields Bruckhaus Deringer

What the team is known for Freshfields Bruckhaus Deringer possesses a skilled real estate team best known for its work in the hospitality sector. The legal team advises domestic and international asset managers and alternative fund managers on acquisitions and share deals, with additional skills advising on restructuring matters. The law firm benefits from an extensive European network facilitating assistance with multi-jurisdictional real estate issues.

Work highlights Freshfields Bruckhaus Deringer advised Phoenix Tower on its acquisition of Towerotel, including its sites and telecommunication towers across Italy.

Notable practitioners

Department head Nicola Franceschina is a key contact at the practice.

Grimaldi Studio Legale

What the team is known for Grimaldi offers broad expertise in real estate M&A matters, including sales and acquisitions. The property team regularly assists with project developments, in particular of residential property, and is further skilled in facility agreements. The law firm displays additional strength advising on lease agreements. Clients include asset managers, real estate companies and corporates, being a particularly popular choice for food retail entities.

Work highlights Grimaldi advised Medlog on its joint venture and shareholder agreements with Vitali to develop a logistics platform in Northern Italy. The matter is valued at approximately EUR150 million.

Notable practitioners

Paolo Rulli has longstanding experience advising on cross-border real estate transactions. He is particularly noted for his expertise on single-asset and portfolio acquisitions.

K&L Gates

What the team is known for K&L Gates provides a widely recognised real estate practice that displays particular strength in acquisitions. The law firm provides support in requalification transactions and logistic investments. The legal team’s client portfolio consists of domestic and international asset managers, real estate companies and investors. Its lawyers have additional capabilities in tax-related matters.

Work highlights K&L Gates acted for Allianz Real Estate on the acquisition of three logistic properties in the Milan area for EUR110 million.

Notable practitioners Francesco Sanna frequently represents multinational and real estate companies on a broad range of real estate mandates including asset sales and purchases. One client observes: “He is a talented lawyer who understands the need of his client and has vision when conducting negotiations.”

Other Ranked Lawyers

Benedetta Amisano’s (see p.874) practice includes advising on single-asset and portfolio transactions for domestic and international asset management companies. One client highlights her “superior ability to analyse legal issues and spot potential deal-breakers.” Another states: “For sure, I will always want her on my side of the table.”

Andrea Caputo heads Ashurst’s real estate practice in Italy and has an extensive track record advising across a broad range of property transactions and leasing matters. An interviewee finds that he is “extremely responsive and assists us in a very professional and highly sophisticated way.”

Claudio Cerabolini is an adept lawyer who frequently advises both multinational and domestic corporate clients on a range of real estate acquisitions. One client observes: “He has a great problem-solving ability which is much appreciated in real estate transactions.”

Francesco De Blasio is a skilled lawyer-solver who is a popular choice of counsel for real estate investment fund clients. He offers a range of advice on matters including redevelopment projects and acquisition mandates.

Guido Alberto Inzaghi is a well-regarded lawyer who is called upon by clients to advise on a range of matters including real estate acquisitions, developments and redevelopments. He offers additional expertise in matters relating to joint ventures.

Ivana Magistrelli is an increasingly prominent lawyer who advises inbound international and domestic clients on a wide range of real estate transactions, developments and leasing matters. One client notes that she has a “unique, strong experience in the real estate and letting arenas.”

Simone Monesi is skilled in acquisition work and disposals of assets in the real estate sector. He has additional expertise in negotiating lease agreements.
## Restructuring/Insolvency

### Leading Firms

#### Band 1
- **BonelliErede**
- **Gianni & Origoni**
- **Chimenti**
- **DLA Piper Italy**
- **Giovanardi Studio Legale**
- **Linklaters**

#### Band 2
- **Dentons Europe Studio Legale Tributario**
- **Legance – Advocati Associati**
- **Molinari Agostinelli**
- **Pedersoli Studio Legale**
- **Ashurst**
- **Gattai, Minali, Partners**
- **Gatti Pavesi Bianchi Ludovici**
- **Hogan Lovells Studio Legale**
- **Orrick, Herrington & Sutcliffe**

#### Band 5
- **Advant Nctm**
- **Allen & Overy**
- **Cleary Gottlieb Steen & Hamilton LLP**
- **Clifford Chance Studio Legale Associato**
- **Freshfields Bruckhaus Deringer**
- **Latham & Watkins**
- **LCIA Studio Legale**
- **Osborne Clarke**
- **Studio Legale Cappelli RCCD**
- **White & Case LLP**

### Restructuring/Insolvency

#### Senior Statespeople
- **Domenichini Giovanni**
- **BonnelliErede**
- **BonelliErede**
- **Gianni & Origoni**
- **Chimenti**
- **DLA Piper Italy**
- **Giovanardi Studio Legale**
- **Linklaters**
- **Molinari Agostinelli**
- **Pedersoli Studio Legale**

### Leading Individuals

#### Band 1
- **Arato Marco**
- **BonelliErede**
- **Giovanardi Carlo Alberto**
- **Giovanardi Studio Legale**
- **Iannaccone Giuseppe**
- **Studio Legale Avv. G. (ORL)**
- **Lombardi Giuseppe**
- **BonelliErede**
- **Molinari Ugo**
- **Molinari Agostinelli**
- **Olivero Paolo**
- **BonelliErede**

#### Band 2
- **Battaglia Giulia**
- **Cova Bruno**
- **Delmònicò Associati Willkie Farr (ORL)**
- **Covino Gabriella**
- **Gianni & Origoni**
- **Faldi Francesco**
- **Linklaters**
- **Jeantet Luca**
- **BonelliErede**
- **Lombardo Antonio**
- **DLA Piper Italy**
- **Magoncalda Mauri**
- **Pedersoli Studio Legale**
- **Novarese Andrea**
- **White & Case LLP**
- **Tavella Antonio**
- **Chiomenti**
- **Band 3**
- **Agostinelli Riccardo**
- **Molinari Agostinelli**
- **Andreatta Daniela**
- **Orrick, Herrington & Sutcliffe**
- **Apuzzo Ernesto**
- **Hogan Lovells Studio Legale**
- **Consalvi Ettore**
- **Linklaters**
- **De Gennaro Francesco**
- **DLA Piper Italy**
- **Gianni Francesco**
- **Gianni & Origoni**
- **Lupoli Vittorio**
- **BonelliErede**
- **Manganelli Paolo**
- **Ashurst**
- **Morello Linda**
- **Giovanardi Studio Legale**
- **Potosini Paolo**
- **Orsingher Ortu – Avvocati (ORL)**
- **Band 4**
- **Auricchio Antonio**
- **Gianni & Origoni**
- **Bascelli Matteo**
- **LMS Studio Legale (ORL)**
- **Carrello Gaetano**
- **Gattai, Minali, Partners**
- **Fagotto Alessandro**
- **Dentons Europe Studio Legale**
- **Faustini Luca**
- **Gatti Pavesi Bianchi Ludovici**
- **Gianni Francesco**
- **BonelliErede**
- **Marino Maria Cristina**
- **White & Case LLP**
- **Sarti Federico**
- **Dentons Europe Studio Legale Tributario**
- **Band 5**
- **Ancschi Chiara**
- **DLA Piper Italy**
- **Arosio Andrea**
- **Linklaters**
- **Azzara Antonio**
- **Studio Legale Cappelli RCCD**
- **Bettinelli Jurin**
- **Allen & Overy**
- **Bonsignore Roberto**
- **Cleary Gottlieb Steen & Hamilton LLP**
- **Calò Ugo**
- **DLA Piper Italy**
- **Canepa Filippo**
- **Osborne Clarke**
- **Castañeda Enrico**
- **Freshfields Bruckhaus Deringer**
- **De Cantonis Alessia**
- **Pedersoli Studio Legale**
- **Fischer Federico**
- **Giulietta Thomsen & Associati (ORL)**
- **Fiscetti Cristian**
- **Dentons**
- **Fontana Alessandro**
- **Molinari Agostinelli**
- **Fontana Iacopo**
- **Legance – Advocati Associati**
- **Giampieri Alberto**
- **Legance – Advocati Associati**
- **Rusconi Paolo**
- **K&L Gates (ORL)**
- **Salvadore Alberto**
- **Bird & Bird (ORL)**
- **Sanzo Salvatore**
- **LCIA Studio Legale**
- **Sennhauer Stefano**
- **Allen & Overy**
- **Triscioni Alessandro**
- **Giulietta Thomsen & Associati (ORL)**
- **Vanni Elisabetta**
- **BonelliErede**
- **Up-and-coming individuals**
- **Saccani Mauro**
- **Latham & Watkins**

### What the team is known for

**BonelliErede** is a market-leading restructuring and insolvency team attracting for a broad range of clients including creditors, funds, insolvent companies and liquidators. The law firm has a strong expertise in contentious issues, frequently negotiating agreements between creditors and entities in financial trouble. The team’s area of activity include distressed M&A, out-of-court settlements, loan transactions and work-out operations. BonelliErede is additionally adept at handling cross-border mandates, including those with cross-border jurisdictions.

**Strengths** “BonelliErede delivered impressive results and proved to have an outstanding knowledge of complex and sophisticated matters,” highlights one interviewee. Sources also report that the law firm is “extremely sophisticated,” “commercially focused and solution-oriented.”

**Work highlights** Advised Aareal Bank on the EUR180 million restructuring of the indebtedness of Interporto Sud Europa.

**Notable practitioners**

- **Giovanni Domenichini** (see p.878) is highly reputed for his track record in restructuring and insolvency issues. Market sources highlight his “great standing” in the Italian restructuring market, with one highly impressed client describing him as “the best of all.”
- **Marco Arato** (see p.875) is highly renowned for his longstanding activity in the restructuring sector. He provides expert advice to leading corporates from the real estate and aviation industries on debt restructuring and extraordinary receivership proceedings.

**Giuseppe Lombardis** (see p.898) work portfolio spans court-instructed insolvency proceedings, debt restructuring and corporate reorganisations arising out of M&A transactions. “He is very tough, rational and personally involved,” according to one client.

**Paolo Olivero** (see p.899) is an outstanding lawyer with a vast amount of experience in restructuring and insolvency mandates. He remains busy with complex debt restructuring mandates, including those involving the purchase of unsecured receivables.

**Vittorio Lupoli** (see p.895) advances in the ranking this year thanks to support from clients and market sources alike, one of whom reports: “He never left us alone even if he had to go outside of his own scope.” He is experienced on debt restructuring mandates, as well as disposals of assets as part of bankruptcy proceedings. Clients report that Marco Passalacqua (see p.901) is “very business-oriented” and “has great proven knowledge of insolvency proceedings.” He is well versed in the contentious aspects of complex debt restructuring proceedings. Elisabetta Varni (see p.910) provides advice to both debtors and creditors on debt restructuring matters and extraordinary receivership proceedings. She regularly deals with banks, as well as corporates from the infrastructure, real estate and aviation sectors.

**Gianni & Origoni**

The what the team is known for **Gianni & Origoni** is a highly respected team assisting debtors and creditors on both out-of-court and in-court proceedings. This leading team’s expertise includes distressed M&A and extraordinary administration proceedings, as well as debt restructurings. The firm’s clientele includes major banks and Italian corporate partners. Gianni & Origoni’s restructuring lawyers work with other practices at the firm such as corporate, public law and litigation to provide a complete service to clients.

**Strengths** An interviewee describes the law firm as “excellent – they are dedicated and always present.”

**Work highlights** Represented Astaldi in the structuring of a composition with creditors proposal, most notably assisting with the management of relations with creditors.

**Notable practitioners**

- **Gabriella Covino** (see p.884) is praised by clients who value her “best-in-class soft skills and ability to work on several projects simultaneously,” with one of them adding: “Her advice is always appreciated given her strong experience and view on market.” She regularly assists both creditors and debtors with significant restructuring and insolvency procedures.

**Luca Jeantet** (see p.893) moves up in the rankings thanks to support from clients who believe he is “very smart, strategic and knowledgeable about all the topics we’ve faced,” with “an outstanding capacity to solve very complicated problems.” He often assists debtors with restructuring mandates and insolvency procedures, including extraordinary administration procedures. Francesco Gianni (see p.892) is a formidable figure on the market who primarily acts for sizeable domestic corporate entities on key restructuring mandates, including those with cross-border aspects.

**Antonio Auricchio** (see p.876) regularly acts on behalf of entities in financial distress and assists with bankruptcy and insolvency proceedings. He also handles extraordinary administration proce-
dures and the drafting of composition with creditors proposals.

Band 2

Chiomenti
What the team is known for Chiomenti is a particularly strong firm for preventive pre-insolvency proceedings. The law firm often advises clients from the shipping sector. Its lawyers assist both creditors and debtors with restructuring operations, including cross-border mandates and transactions relating to NPLs. Chiomenti’s restructuring team frequently works alongside the corporate, tax and employment teams to provide comprehensive support to clients. The team also advises on criminal risk related to insolvency.

Work highlights Advised Chateau D’Ax on the filing of a composition with creditors insolvency proceeding, homologated by the Court of Monza.

Notable practitioners
Clients confirm that Giulia Battaglia (see p.877) is a “very experienced Italian restructuring lawyer capable of finding new solutions to complex problems.” She is experienced in negotiating work-out agreements and handling debt restructurings and transactions involving financially distressed entities. Antonio Tavella (see p.907) advises on a range of restructuring mandates, including those involving pre-insolvency work-out agreements and distressed assets. Clients laud his “extensive technical and market knowledge,” with one of them adding: “He is very commercial in the approach and delivers solutions for clients in complex situations.”

DLA Piper Italy
What the team is known for DLA Piper is a recommended team offering assistance with distressed M&A, insolvency litigation and debt restructuring. The law firm often advises on pre-insolvency portfolio acquisitions in the real estate sector. The experienced team possesses additional expertise in handling restructuring mandates within the shipping sector. The team is also active in both disposals and acquisitions of NPLs and UTPs. DLA Piper’s clients include both debtors and creditors, including domestic banks and various international investment funds, who benefit from the firm’s strong international network.

Strengths One client reports that DLA Piper provided a “very important contribution in solving a difficult bankruptcy situation, demonstrating exceptional competence.” Interviewees also describe the lawyers in the team as “excellent,” “very smart and highly creative.”

Work highlights Acted for Conbipel in the restructuring process following its admission to extraordinary administration.

Notable practitioners
Antonio Lombardo (see p.895) undertakes debt restructuring matters on behalf of both debtors and creditors. Clients say he is “very smart, sophisticated, and has a hands-on approach,” with one of them adding: “He has a very good relationships with the banks and is very efficacious in facilitating the closing of operations.” Francesco De Gennaro (see p.886) is well versed in the handling of financial restructurings, in addition to bankruptcy-related litigation. “He is a very good lawyer and tough negotiator,” affirms one client, adding: “When a situation gets complicated, he is able to unlock it.” The “very forth-coming” Chiara Anceschi (see p.875) is recognised for her experience handling an array of restructuring mandates. She is skilled in debt restructurings and disposals of UTP portfolios. Ugo Calò (see p.880) frequently advises Italian corporations filing for composition with creditors proceedings. He also represents banks in debt restructurings and transactions aimed at normalising the financial exposure of debtors.

Notable practitioners
Carlo Alberto Giovanardi (see p.889) is a well-regarded restructuring practitioner, described by interviewees as “a great lawyer in the sector” who is “very well liked by banks”. He frequently advises creditors on debt restructuring mandates, as well as handling in-court agreements with debtors. Linda Morellini (see p.899) routinely handles the negotiation of debt restructuring agreements, as well as bankruptcy proceedings, for a roster of financial creditors. “She has a very fair approach and a strong reputation amongst banks and other financial institutions,” says one client.

Linklaters
What the team is known for Linklaters is an eminent restructuring team assisting financial institutions with insolvency procedures and debt restructuring. The law firm regularly offers advice on precautionary recapitalisation operations. The team regularly acts on the lending side and boasts an impressive roster of clients consisting of a number of multinational banks. Linklaters is additionally well versed in transactions involving UTPs and NPLs, as well as acquisitions of distressed assets. Its lawyers are also able to leverage its extensive international network to advise on matters crossing multiple jurisdictions.

Strengths One client approves of the law firm’s ability to provide “a very high service level” and describes its lawyers as “highly responsive and committed.” “The lawyers at Linklaters study new regulations and have a very strong understanding of the evolution of the law,” according to another interviewee.

Work highlights Represented Cairn Capital in the restructuring of the financial indebtedness of Dema and its subsidiaries.

Notable practitioners
Francesco Falci is a well-regarded lawyer with a reputation for his activity on debt restructuring mandates, in which he frequently assists creditors. He also deals with the negotiation of agreements in the context of composition with creditors procedures. Ettore Consalvi is described by clients as a “very accurate and hard-working” restructuring lawyer. He often deals with debt restructuring transactions, both on the side of financial institutions and corporations. Andrea Arosio is well versed in restructuring procedures. He is experienced in supporting creditors in very difficult negotiations.”

Band 3

Dentons Europe Studio Legale Tributario
What the team is known for Dentons represents a mix of debtors and creditors, often including major Italian banks and financial institutions, across a variety of complex restructuring transactions including debt restructuring and advice relating to pre-insolvency measures. The law firm frequently assists clients operating in the real estate sector and benefits from a broad international network.

Strengths “The lawyers at Dentons were very effective in handling the most complex features of the transaction,” affirms one client.

Work highlights Assisted KSM and Sicurtransport with the negotiation and execution of debt restructuring agreements with the banks and the Italian tax authority, approved by the Court of Palermo.

Notable practitioners
Alessandro Fosco Fagotto (see p.888) is adept at handling the negotiation of debt restructuring agreements, as well as exits from restructuring plans. “He has an excellent knowledge of the matters and a problem-solving attitude,” confirms one client, adding: “He is always available and finds the best solutions even in very difficult negotiations.” Clients report that Federico Sutti (see p.907) is a “reliable and competent lawyer who is able to deliver in complex situations.” He routinely deals with debt restructuring matters and distressed M&A transactions. Cristiano Fischetti enters the rankings this year thanks to the support from clients who believe he is a “very talented emerging lawyer in restructuring, with a great strategic vision.” He is experienced on composition with creditors procedures and debt restructuring agreements, as well as handling extraordinary administration and bankruptcy procedures.

Legance – Avvocati Associati
What the team is known for Legance is a full-service firm working closely with colleagues in the corporate, litigation, tax and employment groups on restructuring operations. The law firm has a broad experience in this arena, frequently advising clients on corporate and debt restructuring, distressed M&A transactions, turnaround operations and insolvency matters. Legance utilises its wider industry knowledge of the shipping, aviation and real estate sectors to assist both borrowers and lenders.

Strengths “The lawyers at Legance are brilliant. concrete in their operations and always available,” according to one client.

Work highlights Represented Piquadro Solar in the negotiation and execution of a debt restructuring agreement aimed at the early finalisation of a composition with creditors procedure.

Notable practitioners
Iacopo Fontana (see p.889) frequently undertakes debt restructuring on behalf of banks and corporate entities from the shipping sector. He also offers experience in distressed M&A. Alberto Giampieri (see p.891) is well versed in debt restructuring mandates. He also has a track record of handling distressed M&A transactions.
Molinari Agostinelli
What the team is known for Molinari Agostinelli is a well-respected law firm specialising in restructuring and insolvency matters. The team is most active in creditor-side representations, boasting a number of significant financial institutions among its clientele, with additional capabilities in debtor-side operations. The law firm advises on court-mandated restructuring proceedings as well as private processes, and is able to draw on experts in litigation and real estate to support clients.
Strengths “Molinari Agostinelli is a very senior team that is well prepared technically, always available and very good at finding commercial solutions,” says one client.
Work highlights Assisted Comdata Group with the rationalisation of its financial indebtedness through a debt-to-equity swap, as well as the redefinition of the terms of the existing indebtedness.
Notable practitioners Ugo Molinari is deemed by clients to be a leading restructuring/insolvency lawyer, with one of them affirming: “He is an outstanding professional with extensive experience in the Italian debt restructuring processes.” He stands out for his knowledge of the market, frequently undertaking debt restructuring on behalf of debtors and creditors, with a clientele encompassing corporate entities, banks and investment firms.
Riccardo Agostinelli is a well-respected lawyer with extensive experience in an array of debt restructuring mandates, as well as contentious matters arising from extraordinary administration procedures. His client roster includes Italian manufacturing companies and multinational financial services providers. Clients believe Alessandro Fontana is “a very reliable and trusted adviser” with “strong capabilities to manage distressed situations and provide options.” He furnishes advice to both debtors and creditors, handling an array of debt restructuring matters.
Pedersoli Studio Legale
What the team is known for Pedersoli has a well-regarded restructuring and insolvency practice. The law firm is instructed by an impressive list of major Italian banking institutions on out-of-court and in-court debt restructuring. Its lawyers also represent debtors and receivers. Pedersoli is additionally active in distressed M&A operations and transactions involving UTP portfolios.
Strengths "Pedersoli has acquired a solid reputation as a law firm in the banking system," affirms one client who adds: “The lawyers are technically very efficacious in negotiations, have a very good time delivery and form a very strong team.” “The law firm provided us with a high level of support, identifying and managing various problems encountered during the negotiation phase,” remarks another interviewee.
Work highlights Assisted Sìtie Impianti Industriali with a composition with creditors procedure, as well as the negotiation of a restructuring plan with creditors.
Notable practitioners Mauro Magioncalda frequently advises on distressed M&A, including UTP portfolio acquisitions, as well as assisting creditors with debt restructuring mandates. "She provided us with valuable support in solving problems encountered on the file," says one client. Alessandra De Cantellis’ work portfolio includes UTP portfolio acquisitions and debt restructuring. “She provided us with valuable support,” one client reports.

Band 4
Ashurst
What the team is known for Ashurst advises banks, investors, trustees and asset managers in connection with restructuring, insolvency and pre-insolvency transactions, both domestic and cross-border. The law firm is experienced in assisting clients with acquisitions and disposals of distressed assets.
Strengths “Ashurst has very strong commercial awareness that helps during negotiations,” affirms one client, who adds: “The team is super committed to delivering the result when needed.” “The lawyers are well coordinated and collaborative across the firm,” reports another interviewee.
Work highlights Represented Bridgestone in the debt restructuring of the Italian entities of the Fintyre Group.
Notable practitioners Paolo Manganelli’s remit includes debt restructurings and insolvency procedures, including extraordinary administration proceedings. “He has in-depth commercial knowledge and awareness of the client’s needs, as well as a high level of commitment and responsiveness,” affirms one client.
Gattai, Minoli, Partners
What the team is known for Gattai, Minoli & Agostinelli assists a broad spectrum of clients, including corporates, banks and financial institutions. The law firm’s expertise includes handling both in-court and out-of-court restructuring operations in domestic and international contexts. Its lawyers also offer advice on sensitive pre-insolvency mandates. Gattai, Minoli & Agostinelli leverages the expertise of other departments in the firm, including tax, to offer clients global support. The team has extensive experience in the management of transactions in relation to UTP positions as well as NPL portfolios.
Strengths One client describes the partners at the firm as “very approachable, legally strong and commercial.”
Work highlights Advised Fintyre Group on the negotiation of its debt restructuring agreements with creditors, including GSO Capital Partners.
Notable practitioners Gaetano Carrello is “very quick to grasp the issues, super smart and also thoughtful,” according to one client, while another values his “good commercial understanding and vision.” He frequently assists debtors and creditors, including domestic and foreign banks and financial institutions, with restructuring procedures.
Gatti Pavesi Bianchi Ludovici
What the team is known for Gatti Pavesi Bianchi Ludovici assists lenders and companies with debt restructuring and bankruptcy litigation, including claw-back actions and creditor composition plans. The team has an impressive client portfolio consisting of a number of major banks. Its lawyers also offer advice on the corporate and labour law aspects of restructuring procedures.
Strengths One client identifies Gatti Pavesi Bianchi Ludovici as “a great domestic firm.”
Work highlights Assisted illimit in the debt restructuring process of GPACK, also involving the transfer of the company from the Bramucci family to Oxy Capital.
Notable practitioners Luca Faustini (see p.888) is recommended by clients for his expertise in debt restructuring matters. His remit includes restructuring and pre-insolvency procedures.
Hogan Lovells Studio Legale
What the team is known for Hogan Lovells benefits from a strong international network and assists clients on both the debtor and creditor sides with a range of matters including debt restructuring and turnaround operations. The team also has significant experience in debt trading and distressed acquisitions, often acting on behalf of funds. The law firm offers advice on a range of insolvency and pre-insolvency matters, including defence against clawback actions, arrangements with creditors and filing proof of debt.
Strengths “Hogan Lovells was very constructive and able to handle situations of crisis and conflict,” confirms one interviewee.
Work highlights Assisted Arti Grafiche Boccia with the negotiation and execution of a debt restructuring agreement with creditors.
Notable practitioners Ernesto Apuzzo advises creditors and borrowers on restructuring mandates in sectors spanning real estate and shipping. One interviewee reports that he is “knowledgeable on the matter and knows how to find the right point of mediation.”

Band 5
Advant Nctm
What the team is known for Advant Nctm represents clients in in-court and out-of-court restructuring processes. The team’s activity extends to distressed asset investment. The law firm has a strong expertise in debtor-side work, in addition to significant experience in the real estate sector.
Strengths “Advant Nctm is always able to involve the right people and knowledge,” according to one client.
Work highlights Represented Club House Italia in the composition with creditors procedure before the Court of Forlì.
Notable practitioners Fabio Marelli is a key contact for clients.
Allen & Overy
What the team is known for Allen & Overy is a respected team assisting both lenders and bor-
rowers with an array of restructuring and insolvency mandates. The team offers expertise on financial restructurings, with clients benefiting from the law firm's network to provide advice on the cross-border aspects of transactions. Its lawyers also regularly handle composition with creditors procedures and transactions involving distressed assets.

**Work highlights**
Assisted Tozzi Sud with two composition with creditors proceedings before the Court of Ravenna.

**Notable practitioners**
Juri Bettinelli deals with an array of debt restructuring mandates for both creditors and debtors, including composition with creditors agreements and contentious matters related to insolvency proceedings. Clients describe him as “very technical and committed,” and value his “ lucidity of analysis.”

Department head Stefano Sennhauser has extensive experience in leveraged finance mandates and debt restructurings as well as refinancings, including in the real estate field.

**Cleary Gottlieb Steen & Hamilton LLP**
What the team is known for Cleary Gottlieb often advises on the purchase of companies in distress or investments in distressed assets. The team assists clients with bankruptcies and additionally provides advice on related litigation. The law firm operates a multidisciplinary approach, working alongside the finance, litigation, tax and capital markets teams to provide extensive support to a global clientele. Cleary’s Italian lawyers often work in conjunction with team members in London to further support clients.

**Strengths**
One client highlights the team's reputation and ability to “work seamlessly in cross-border matters.”

**Work highlights**
Acted for Pillarstone Italy as investment advisor to Finav on the negotiation and implementation of the debt restructuring of the Perseveranza Group and its subsidiaries.

**Notable practitioners**
Roberto Bonsignore (see p.878) assists with debt restructurings and has a strong track record in dealing with related contentious matters. “He brings a lot of gravitas to the table,” one client affirms.

**Clifford Chance Studio Legale Associato**
What the team is known for Clifford Chance offers a full-service restructuring outfit working closely with the firm's banking, corporate, tax and employment practices. The law firm has solid experience in the handling of debt restructuring proceedings on behalf of both lenders and borrowers. Its lawyers also work in coordination with litigation partners to handle disputes such as director’s liability claims. It also advises banks on insolvency and refinancing matters, as well as extraordinary administration proceedings, and frequently acts on cross-border matters.

**Strengths**
“Their management of the matter was great,” says one client, who also praises “the connections with correspondents in other jurisdictions that have helped us.” “Clifford Chance was able to handle the matter very well and gave us additional value,” reports another interviewee.

**Work highlights**
Acted for Citibank, as trustee of the bondholders of Moby, on the enforcement of a EUR300 million claim as part of the composition with creditors of Moby.

**Notable practitioners**
Giuseppe De Palma and Charles Adams are key points of contact for clients.

**Freshfields Bruckhaus Deringer**
What the team is known for Freshfields has a broad experience encompassing distressed investments, contingency planning for distressed businesses and out-of-court refinancing. The team assists a mixture of domestic and international clients and acts for both debtors and creditors, including domestic banks and international investment funds. Its lawyers draw on the firm’s employment, tax, corporate and real estate expertise to advise on the different aspects of restructuring operations.

**Strengths**
“The lawyers at Freshfields are solid and fair,” one client says.

**Work highlights**
Assisted Bosun Fashion Holding, as a majority shareholder in Caruso, with the restructuring of its indebtedness.

**Notable practitioners**
Enrico Castellani (see p.882) has a track record in recovery actions and bankruptcy procedures. He is also able to handle insolvency-linked disputes.

**Latham & Watkins**
What the team is known for Latham & Watkins is active in the negotiation and execution of both in-court and out-of-court restructuring, as well as refinancing mandates. The law firm benefits from a strong international network and is adept at advising both multinational companies and domestic clients. The team is particularly active in restructuring matters related to the shipping industry.

**Strengths**
“We trust the lawyers at Latham & Watkins and would recommend on restructuring matters,” one client says.

**Work highlights**
Represented Comdata and its shareholders, including The Carlyle Group, in its debt restructuring and corporate reorganisation.

**Notable practitioners**
Clients highlight that Mauro Saccani (see p.904) has “a strong expertise and commercial awareness,” as well as “significant knowledge of financial restructuring processes in Italy.” He advises Italian and foreign corporates on debt restructuring matters and distressed investments.

**LCA Studio Legale**
What the team is known for LCA is recommended for a range of insolvency matters, including composition with creditors and compulsory liquidation procedures, as well as insolvency-related disputes. The law firm frequently acts for borrowers, providing advice to local and multinational entities including state bodies and high net worth individuals. Its lawyers also frequently deal with receivership proceedings.

**Strengths**
“LCA provides a very complete range of skills,” one client affirms, while another values the team’s “strong reactivity and orientation towards problem solving.”

“The lawyers at LCA are very well prepared and collaborative,” according to another interviewee.

**Work highlights**
Represented Roma Tre in a composition with creditors procedure before the Court of Milan, as well as bankruptcy matters related to the company’s acquisition of a real estate asset.

**Notable practitioners**
Salvatore Sanzo enters the rankings this year thanks to the support from clients who value his “ability to deal with multidisciplinary issues” and describe him as “reliable and intuitive.” He provides assistance with both in-court and out-of-court insolvency proceedings, mainly representing borrowers.

**Osborne Clarke**
What the team is known for Osborne Clarke acts for both banks and distressed companies on restructuring operations. The team has wide-ranging experience in this area, encompassing insolvency procedures, liability actions and tax debt restructuring. The law firm also handles turnarounds, voluntary administration procedures and company reorganisations.

**Strengths**
“All activities have been wisely planned and managed on time,” says one client.

**Work highlights**
Advised a pool of banks, including UniCredit, Banca Nazionale del Lavoro and Banca Monte dei Paschi di Siena among others, on the restructuring of the financial indebtedness of Valvosanitaria Bugatti.

**Notable practitioners**
Filippo Canepa is experienced advising borrowers on financings such as debt restructuring, composition with creditors procedures and bankruptcy agreements. One client describes him as a “smart planner who is focused on the target.”

**Studio Legale Cappelli RCCD**
What the team is known for Studio Legale Cappelli RCCD assists clients with pre-insolvency and insolvency issues, including contentious proceedings and out-of-court debt restructuring plans. The team is regularly appointed to advise on the sale and acquisition of distressed assets and loans. The law firm frequently handles cross-border mandates for a domestic and international clientele. Studio Legale Cappelli RCCD also advises a diverse portfolio of clients composed of financial creditors, corporates, institutional investors and private equity funds. Its lawyers draw on the firm’s expertise in M&A, securitisation and banking and finance to provide full support to clients.

**Work highlights**
Advised Varde Partners Europe on the restructuring of the financial indebtedness of Impreme Group by means of refinancing through the issuance of two UK law-regulated secured bonds listed on the Vienna stock exchange.

**Notable practitioners**
Antonio Azzarà (see p.876) frequently handles debt restructurings and transactions involving distressed assets for a broad client base of banks and financial institutions. One client describes him as “accurate, reliable and attentive to both legal and commercial details.”

**White & Case LLP**
What the team is known for White & Case acts for creditors and debtors in restructurings spanning a range of sectors, including agriculture, telecommunications and automotive. The team additionally advises on pre-insolvency issues. The law firm is well prepared to assist with both domestic mandates and international restructurings.

**Work highlights**
Assisted Intesa Sanpaolo and other financial creditors with the debt restructuring of Siril.

**Notable practitioners**
Andrea Novarese (see p.899) is well regarded for his experience in the insolvency sphere. He advises borrowers and creditors on a range of restructuring mandates, including pre-insolvency agreements.

Maria Cristina Storchi (see p.907) often represents banks and borrowers in debt restructurings, covering
sectors such as manufacturing, telecoms and shipping. One source describes her as “fully dedicated,” while another approves of her ability to “deeply understand the most complex issues and the needs of the client.”

Other Ranked Lawyers

Matteo Bascelli (see p.877) is well prepared to act for banks and financial institutions on debt restructuring transactions and reorganisation mandates as part of bankruptcy proceedings. One client says he is “very well known, technical and committed.” Bruno Cova (see p.884) is well prepared to handle large-scale cross-border corporate restructurings and distressed asset transactions, offering expertise in NPL portfolio deals. “He is one of the most cerebral lawyers in this jurisdiction and an excellent lawyer,” reveals one interviewee.

Federico Fischer of Ghiberti Triscornia e Associati is well practised in debt restructurings and refinancing agreements, in addition to advising on transactions involving NPL portfolios. Giuseppe Iannaccone maintains a reputation as a dominant figure in the field of restructuring. He draws on extensive experience in bankruptcy law to advise on the criminal aspects of insolvency procedures.

Paolo Pototschnig (see p.902) offers expertise in litigation in support of both creditors and debtors in bankruptcy and insolvency-related disputes. He is noted among market commentators for his handling of litigious matters.

Paolo Rusconi is adept at handling out-of-court debt restructuring mandates for an array of banks and financial institutions, as well as local companies. He is also experienced in distressed M&A transactions. Alberto Salvadei frequently handles in-court restructuring mandates, including composition with creditors procedures and related claims. “He is well prepared, very good at explaining and attentive to detail,” one client affirms.

Alessandro Triscornia is well prepared to represent banks, corporates and financial institutions in transactions involving distressed assets and debt restructurings. One client describes him as “poised and calm” in his approach.

Shipping

Leading Firms

Band 1
Berlingieri Maresca – Studio Legale Associato
Studio Legale Mordiglia
Siccardi Bregante & C

Band 2
BonelliErede
Studio Legale Castaldo, Magliulo & Associati
Studio Legale Turci
Zunarelli – Studio Legale Associato

Band 3
Dardani Studio Legale

Band 4
Di Marco Luca
Studio Legale Associato

Leading Individuals

Senior Statespeople

Porzio Vittorio
Siccardi Francesco
Ciccarelli Cesare

Leading Individuals

Band 1
Bregante Corrado
Dardani Maurizio
Lopez de Gonzalo Marco

Band 2
Berlingieri Giorgetto
Celle Pierangelo
Millo Pagliara Dirinco

Band 3
Basili Roberto
Lauro Francesco

Band 4
Dardani Lawrence

Leading Firms

Band 1
Watson Farley & Williams

Band 2
Norton Rose Fullbright

Leading Firms

Band 1
Watson Farley & Williams

Leading Individuals

Paolo Rusconi

Up-and-coming individuals

Notable practitioners

Giorgio Berlingieri is an esteemed lawyer with considerable experience of handling shipping disputes. He assists a roster of domestic and international clients with contentious arrests, damages and salvage cases.

BonelliErede

What the team is known for is a respected team with a solid offering for shipping clients. The law firm advises local and international insurance companies on matters related to collision between vessels and shipwrecks. It also provides assistance to investors with the acquisition and disposal of vessels. Its lawyers are adept at handling contractual mandates concerning the interiors of superyachts.

Work highlights A Bonelli team led by Andrea La Mattina assisted Cattolica Assicurazioni with an insurance claim in relation to a fire in Porto Maghera, including coverage for general civil liability.

Notable practitioners

Enrico Vergani (see p.910) maintains a strong profile in the shipping sector, routinely dealing with both transactional and contentious matters. One client...
Studio Legale Castaldo, Magliulo & Associati

What the team is known for: Studio Legale Castaldo, Magliulo & Associati is a Naples-based team that is well versed in a wide range of shipping and maritime matters. The law firm’s activity includes matters related to shipbuilding and sale and purchase contracts. It also offers cross-border litigation capabilities. Clients include ship owners, insurers and P&I clubs.

Notable practitioners

Bruno Castaldo is the key point of contact for this practice.

Cimmino Carnevale DeFilippis

What the team is known for: Cimmino Carnevale DeFilippis is a well-known Naples-based shipping boutique with long-term experience in the market. It draws on the abilities of civil, employment, commercial and maritime lawyers to assist domestic and foreign clients with a broad range of mandates. The law firm is additionally adept at handling shipping-related insurance matters.

Strengths One source praises Cimmino Carnevale DeFilippis for its presence in the shipping space by noting: “It is a point of reference in Naples. As lawyers, they are picky and tough, which is important when it comes to the law.”

Notable practitioners

Giovanni Cimmino is a key client contact at the firm.

Dardani Studio Legale

What the team is known for: Dardani Studio Legale is a well-regarded Italian boutique active in shipping-related litigation and arbitration. The practice group assists clients with negotiations in relation to shipbuilding contracts, sales or purchases of shipping assets and leasebacks. The law firm further advises clients on emergency situations such as vessel arrests. Additionally, it covers transportation and international trade law, and also handles a range of corporate and competition matters. The expertise of its lawyers extends to yachts.

Strengths One source summarises: “The entire team at Dardani Studio Legale impresses me for their thorough research and willingness to listen to clients. Another source praises Dardani as “a very strong and well-organised team with a sharp commercial approach.”

Notable practitioners

Maurizio Dardani (see p.886) represents clients in high-profile contentious shipping mandates, including criminal investigations as part of claims for damages. One client is “deeply impressed by his overwhelming intelligence. Complex issues become easier when explained by him.” Lawrence Dardani (see p.886) is adept at handling both litigation and arbitration proceedings, including those with a multi-jurisdictional angle to them. One client describes him as “very responsive and well versed in maritime issues. He is diligent and keeps appraised of even the most recent case law to identify important issues for the client to consider.” Luca Di Marco (see p.887) is an increasingly prominent lawyer who is recognised for his experience in shipping mandates. One client says: “Luca is a great lawyer. He is very reliable and understands the business and the constraints.” He often advises clients on contentious mandates, including arrest and damage of ships.

Studio Legale Garbarino

What the team is known for: Studio Legale Garbarino has a notable team assisting clients with both non-contentious and contentious shipping matters. The firm’s lawyers offer advice on a wide range of maritime law, including arrests, transactions and insurance issues. The team additionally advises on contractual matters and acts for a range of clients, including P&I clubs and shipbuilders as well as ship owners.

Work highlights A Garbarino team led by Claudio Bicchieri assisted Malca-Amit Italy with a dispute in relation to a cargo loss claim.

Notable practitioners

Simona Coppola is a key client contact.

LCA Studio Legale

What the team is known for: LCA Studio Legale offers a notable shipping team active across a range of mandates. It maintains an active practice advising local and international clients on contentious shipping matters, including claims related to damages. The firm’s client roster includes shipping companies, brokers, freight forwarders and terminal operators.

Strengths One client praises the LCAs “excellent work. The team is responsive and effective. I always feel sure in their hands.”

Work highlights An LCA team led by Davide Magnolia assisted Gigisped and Talbot Underwriting on a EUR65 million claim for the loss of a luxury yacht.

Notable practitioners

Davide Magnolia enters the rankings following a strong market backing by clients as a lawyer who “provides excellent advice. Not only does he have a deep understanding of legal issues and civil procedures, but he also has a practical approach in assessing a specific client’s needs.” He is well positioned to act on multi-jurisdictional mandates involving contentious and negotiations with local authorities.

Studio Legale Mordiglia

What the team is known for: Studio Legale Mordiglia is a market-leading boutique active in the full spectrum of shipping and insurance law. The law firm assists a range of clients with activity in the sector, including P&I clubs, ship owners, ship brokers and insurance companies. Its lawyers are also active in marine casualty cases, credit recovery, international trade disputes and customs law matters, in addition to assisting clients with ship registration and reflagging. The firm provides additional capacity in port issues, including contracts, logistics services and concessions.

Notable practitioners

Marco Lopez de Gonzalo has considerable experience in both non-contentious and litigious shipping matters. He frequently represents clients in both litigation and arbitration proceedings, as well as handling contracts, reflagging and construction matters.

Pietro Palandri is a well-established figure in the market with considerable experience in shipping disputes, advising ship owners and insurance companies on a wide range of proceedings. He represents clients in international arbitration mandates and is also praised as a “high-end lawyer with a variety of major litigation mandates.”

Norton Rose Fulbright

What the team is known for: Norton Rose Fulbright is a well-established international firm offering advice on a wide range of shipping finance topics, including ship-secured and unsecured loan financing, acquisition financing and construction financing. Debt restructuring and ship mortgage amendments are further areas of expertise for the firm. Its lawyers act for a broad client base of domestic and international banks.

Work highlights A Norton Rose team led by Gennaro Mazzucco advised Carnival Corporation and Costa Crociere on a finance package.

Notable practitioners

Gennaro Mazzucco is an esteemed lawyer who regularly assists banks with financing and debt reorganisation mandates in the shipping sector.

Siccardi Bregante & C

What the team is known for: Siccardi Bregante & Co is an acclaimed shipping boutique with extensive experience across contentious and non-contentious shipping law mandates. The law firm has notable expertise in marine insurance and reinsurance cases, as well as issues of maritime safety and casualties. The team’s expertise extends to marine environmental concerns, including pollution and waste disposal. It also handles mandates concerning the leasing, construction and sale-purchase contracts of yachts.

Strengths One client notes that they were “very impressed by the level of service provided” by the firm.

Notable practitioners

Francesco Siccardi is uniformly acknowledged for his longstanding presence in shipping law, with clients noting that “he has great experience and reputation.” He provides expert advice on contentious mandates, assisting with both arbitration and litigation. Corrado Bregante is a distinguished lawyer in contentious shipping mandates, frequently assisting clients with arrests, insurance disputes and contractual cases. He also handles non-contentious shipbuilding matters. Roberto Bassi is a highly regarded lawyer who is often singled out for his shipping law expertise. He is particularly active in shipping disputes.

Studio Legale Turci

What the team is known for: Studio Legale Turci is a Genoa-based team undertaking the full range of general maritime law mandates, including those related to registration, vessel arrests and collisions. The team also advises on sales, purchases and ship financing. Its lawyers offer further capabilities in related employment, insurance and customs issues, as well as Model 231 advice for ship-owning companies. The law firm is frequently instructed by local and international clients acting in various segments of the industry, including carriers and insurers.

Notable practitioners

Pierangelo Celle is recognised for his expertise assisting clients with shipping disputes and contractual mandates. He is also regularly instructed on shipping insurance matters.

Watson Farley & Williams

What the team is known for: Watson Farley & Williams has a strong reputation for advising domestic and foreign banks as well as other financial institutions on all areas of shipping finance. Its expertise includes acquisitions as well as construction financing, debt restructuring and refinancing man-
dates, in addition to disputes. The law firm assists ship owners with all manner of maritime law issues, on both a contentious and advisory basis. Its lawyers are frequently appointed to advise on cross-border matters. Thanks to the firm’s extensive network, the team often acts on mandates involving the UK as well as European and Asian jurisdictions.

**Strengths** A client praises the team as “always available, quick and to-the-point.”

**Work highlights** A Watson Farley team led by Michele Autuori assisted Ilimiti Bank on a EUR13.5 million loan for a fleet renewal.

**Notable practitioners** Furio Samela provides expert advice to banks, financial institutions and shipping companies in relation to financing, refinancing and restructuring mandates. One client lists his strengths as being “pragmatic, quick and extremely committed.” Michele Autuori is well versed in handling financing and restructuring matters in the shipping sector, both with contentious and non-contentious elements. Sources praise him for his “great and deep knowledge of the financing market.”

**Zunarelli – Studio Legale Associato**

**What the team is known for** Zunarelli – Studio Legale Associato is a well-regarded transportation group with a dedicated shipping practice covering a range of issues such as safety compliance, concession agreements and M&A, as well as cargo contracts. The law firm acts for port authorities and shipping companies on both an advisory and litigious basis. Its lawyers offer an extensive network of offices around Italy, and also frequently handle cross-border matters.

**Work highlights** A team led by Stefano Zunarelli assisted SOS Méditerranée in proceedings related to safety compliance.

**Notable practitioners** Stefano Zunarelli handles an array of contentious and advisory matters within the shipping sector. He is well versed in multi-jurisdictional mandates involving regulatory aspects and local authorities. One client describes him as “someone who is always ready to provide assistance with any question.”

**Other Ranked Lawyers**

Francesco Diattii (see p.887) assists banks with mandates in relation to financing, refinancing and restructuring of financial leases. One client says: “Francesco is very responsive. He is proactive managing situations and comes up with innovative solutions.”

Francesco Lauri is the managing partner of Studio Legale Lauri and has a solid reputation for assisting clients from the shipping sector. One interviewee enthuses: “He is an easy operator to work with and has consistently given us the very best results.” He is experienced in both local and multinational shipping mandates, assisting with contentious and non-contentious work including shipbuilding contracts. Founder of Legal 4Transport Giuseppe Loffreda provides advice to local corporates in relation to shipbuilding contracts. He is additionally well versed in port-related matters.

Roberto Longanesi Cattani routinely advises clients on both shipping and yachting mandates. He is praised by sources as “a very good, present litigator.” Dringa Milito Pagliara moves up the rankings following a raft of praise as interviewees enthuse: “She is an excellent, problem-solving lawyer. She is always available and very responsive.” She is well versed in contentious shipping mandates, including insurance claims and disputes over damages. Based in Naples, Vittorio Porzio is held in high esteem for his well-established shipping practice. He is adept at handling both contentious and advisory shipping mandates.

**ITALY: An Introduction to Tax**

**Contributed by Chiomenti**

Over the past two years, the economic landscape has been sorely tested by the COVID-19 pandemic. The Italian Government has responded by allocating large resources to support business activities and employment, strengthen public health and ensure a constant flow of liquidity to the economy.

In terms of economic policies, the European Council approved an extraordinary financial plan (the “Next Generation EU”) in July 2020. Italy is one of the first beneficiaries, in absolute value, of the main instrument of the Next Generation EU: the “Recovery and Resilience Facility (RRF)”, that grants resources for 191.5 billion euros to be used between 2021-2026.

To this end, on 30 April 2021 Italy submitted a package of investments and reforms (the “National Recovery and Resilience Plan”) to the European Commission, built around six fields of intervention (called “Missions”) which include: 1) ‘Digitalisation, innovation, competitiveness, culture and tourism’; 2) ‘Green revolution and ecological transition’; 3) ‘Infrastructures for sustainable mobility’; 4) ‘Education and research’; 5) ‘Inclusion and cohesion’; 6) ‘Health’.

Amongst the key elements for the implementation of the Plan, the introduction of reforms and incentives in the tax field are pivotal.

Firstly, in order to encourage the requalification of Italian real estate heritage, several tax credits for energy efficiency, renovation of buildings and anti-seismic interventions have been introduced. In particular, the so-called “Superbonus” grants a tax credit equal to 110% of the costs incurred for specific building interventions.

To further facilitate the use of such tax credits, the relevant law provisions allow taxpayers to benefit by virtue of a discount granted by the suppliers, instead of being necessarily required to utilise the credit directly as a deduction from income tax. As an alternative, taxpayers can transfer the tax credit to third parties (including banks and other financial institutions). These incentives have had a remarkable impact on the real estate industry and have been recently extended up to 2025.

Fostering the digital transition and the innovation in production systems is also a key pillar of the Italian government’s agenda. To such end, a tax incentive policy has been introduced for investments in capital goods functional to technological transformation and in relation to intangible assets, as well as in research and development activities (so-called R&D tax credits).

In parallel, the Italian government introduced specific measures to heal industries particularly affected by the COVID-19 pandemic, including tourism and hospitality.

Indeed, companies operating in such industries have been allowed to opt into a tax-free step-up of the values – for both accounting and tax purposes – of their real estate assets and other fixed assets in 2020 and/or 2021 financial statements. The step-up leads to the reduction of the effective tax rate for direct tax purposes (through higher tax depreciations), and to strengthen the net equity of such companies together with increasing the opportunity to dispose or reorganise their assets. Moreover, other specific tax-friendly measures have been enacted to support the travel and leisure industry, such as the “tax credit for leases” which is equal to 60% of rental fees paid for properties used by companies operating in that industry (introduced in 2020 and extended up to March 2022). Furthermore, the “Super-
Maisto e Associati is a leading firm renowned for providing full-service tax advice. It acts for an enviable list of blue-chip clients including institutional investors, energy and consumer goods companies on tax implications in reorganisations and M&A transactions. The law firm also represents clients in tax disputes and investigations, with notable expertise on cross-border tax matters. It is adept at handling transfer pricing mandates.

**Strengths** A client says that Maisto e Associati has “exceptional lawyers who can work on complex matters with cross-border elements.” Another source appreciates the firm’s “excellent listening skills that allowed us to identify creative solutions other than ‘pre-packaged’ formulas.”

**Work highlights** Advised PSA Group on the tax aspects of its merger with Fiat Chrysler Automobiles.

**Notable practitioners**
- Stefano Simontacchi (see p.906) remains a prominent presence in the field of tax. He is renowned in the market for his expertise handling contentious matters such as tax litigation. According to one source, Stefano Simontacchi “is a very skilled lawyer with in-depth knowledge of tax matters and an outstanding ability to maintain relationships with both clients and tax administrations.” He is a dominant figure in the market and advises on a broad range of mandates, from tax audits to patent boxes and assessment deeds.
- Andrea Silvestri (see p.906) is a highly respected tax lawyer who frequently provides advice on the tax aspects of M&A mandates. According to one interviewee, “he is an outstanding professional who is very much oriented towards solving problems.”
- Guglielmo Maisto (see p.895) is a well-regarded lawyer who advises on regulatory tax matters, often in relation to transfer pricing and VAT matters. An interviewee confirms: “He is a very good communicator and is very patient,” adding that he is “extremely precise in his delivery.” Marco Valdoni (see p.910) is an acclaimed lawyer who receives strong praise from clients. He offers counsel on a number of litigation and pre-litigation proceedings in relation to transfer pricing and VAT matters. An interviewee confirms: “He is very experienced and skilled. He handles negotiations very well.”

Furthermore, to support the economic, scientific and cultural development in Italy, the Italian tax system has introduced the so-called “Italian inpatriate tax regime”. Under certain conditions, non-Italian tax resident individuals who transfer their tax residence to Italy shall be subject to personal income tax, for five tax periods, on a portion equal to 30% of their employment income, quasi-employment income, self-employment income and business income.

Finally, from the end of 2021 the Italian Government has proposed the introduction of a set of measures for reforming the Italian tax system. These are mainly aimed at economic growth, the rationalization and simplification of the tax system and the reduction of tax evasion and avoidance. Such measures have modified the taxation of individuals through the gradual reduction of the average effective tax rates on the income of individuals (Irpef). In addition, further provisions will be implemented for the simplification of corporate income tax (Ires), for the modernization of property mapping tools and the revision of the cadastral of buildings, that will take place over a period of 5 years.

In the scenario outlined above, the measures financed by the national budget and by European funds, especially those envisaged in the “National Recovery and Resilience Plan”, shall considerably support the growth of Italian companies and create favourable conditions and a welcoming environment for foreign investors.
frequently acts for international banks and asset managers on tax restructuring files. It additionally acts for clients on transfer pricing issues.

**Strengths** An interviewee highlights Chimenti’s “knowledge and client service” and says that the firm is “very good at understanding how businesses work.”

**Work highlights** Represented Bank of America Merrill Lynch and HSBC in tax litigation before the Italian Supreme Court.

**Notable practitioners**

**Massimo Antonini** (see p.875) is a widely acknowledged leader in the market. He regularly represents clients in tax litigation, often in relation to corporate income tax. He is also adept at handling the tax aspects of M&A transactions. **Paolo Giacommetti** (see p.881) “has an excellent understanding of private equity funds and investments and is very clear and commercial,” according to one commentator. He has significant experience in cross-border transactions and their tax implications, as well as tax disputes.

**Giuseppe Giannantonio** (see p.881) is an experienced lawyer who is adept at handling tax matters in the context of reorganisations and real estate transactions, in which he often acts for investors. **Raul-Angele Papotti** (see p.900) is routinely instructed by clients from the financial sector on tax matters relating to M&A and reorganisation mandates. He also handles tax litigation before the Supreme Court. A source comments: “His range of skills and his practice are very well respected.” **Marco Di Siena**’s (see p.887) practice specialises in tax litigation, often following assessments by the tax authorities. He usually acts on behalf of both Italian and international banks.

**Faccini Rossi Michelutti Studio Legale Tributario**

What the team is known for Faccini Rossi Michelutti Studio Legale Tributario is a well-known boutique widely noted for its corporate tax expertise. The firm acts for asset managers and investment funds on the tax implications of corporate and capital market transactions. It is particularly strong advising clients from the financial services sector.

**Strengths** A market commentator reports: “It’s a really good boutique.”

**Notable practitioners**

**Riccardo Michelutti** is an accomplished lawyer who is held in high esteem by sources. He has a solid track record advising clients from the telecoms and pharmaceutical sectors on the tax aspects of M&A transactions. **Luca Rossi** is “a really good lawyer,” confirms an observer. He maintains a reputation as a distinguished lawyer on the tax structuring of M&A, patent box applications, and that he is “caring and highly committed.” **Massimo Giaconia** (see p.891) assists an array of local and multinational corporations on the tax structuring of M&A, patent box applications, and transfer pricing policies. A respondent appreciates his “speedy and thorough work.”

**Gatti Pavesi Bianchi Ludovici**

What the team is known for Gatti Pavesi Bianchi Ludovici is a well-regarded firm advising clients on a range of complex cross-border tax matters. It acts for prominent domestic and international clients on the tax structuring of corporate acquisitions, capital market transactions and real estate investments. The law firm offers further support in transfer pricing. Its lawyers often represent clients in litigious matters relating to VAT issues.

**Work highlights** Advised illimity Bank on the tax aspects of the structuring of illimity Credit & Corporate Turnaround Fund.

**Notable practitioners**

A leading lawyer in the area of tax, Paola Ludovici (see p.895) receives significant praise from sources, who report: “He is a notable tax practitioner with a very important international profile.” He provides expert advice on the tax structuring of corporate transactions and disputes with the Italian tax authorities.

**Pietro Piccone Ferrarotti** (see p.901) has significant experience in tax litigation, often regarding transfer pricing matters. He also advises on the tax aspects of real estate transactions. A client notes that he provides “excellent service” and that he is “caring and highly committed.” **Massimo Giacconia** (see p.891) assists an array of local and multinational corporations with tax structuring of M&A, patent box applications and transfer pricing policies. A respondent appreciates his “speedy and thorough work.”
frequently advises on fund structuring and the tax implications of M&A. A client describes him as a “true expert in tax matters.”

**Tremonti Romagnoli Piccardi e Associati**

What the team is known for

Tremonti Romagnoli Piccardi e Associati is a boutique handling tax issues linked to corporate transactions and capital markets operations. The law firm shows strength in tax structuring, including tax planning and implementation services. It offers further assistance with patent box agreements and tax refunds. Its lawyers are adept at handling tax investigations and litigation procedures.

**Strengths**

A client enthuses: “Its client dedication is enduring and unique. The client’s issues are owned by the partner from inception to conclusion.”

**Work highlights**

Advised SIA on various tax matters relating to its merger with Nexit.

**Notable practitioners**

- **Lorenzo Piccardi** (see p.901) is, according to one source, “one of the top tax experts in Italy. He is very commercial and has a good understanding of transactional structures.” He often advises on the tax aspects of M&A and capital market transactions. He also liaises with the tax authorities. **Cristiano Caumont Caimi** (see p.882) has considerable knowledge in tax litigation, often regarding tax refunds and double taxation issues. An interviewee notes: “His dedication to the client is constant.”

- **Dario Romagnoli** (see p.903) is adept at handling a range of tax mandates, from tax structuring of corporate transactions to assisting clients with challenges from the tax authorities. **Laura Quatieri** (see p.893) frequently advises on patent box agreements and tax disputes concerning VAT matters. A client praises her “top expertise along with deep understanding of client needs.”

**Band 3**

**Clifford Chance Studio Legale Associato**

What the team is known for

Clifford Chance is a well-regarded international firm that provides a comprehensive service including a broad range of tax matters. Its lawyers regularly advise on acquisitions, capital markets transactions and financing operations, with notable experience in the real estate sector. The law firm has recommended strengths in cross-border deals owing to an impressive global network. It also represents clients in contentious mandates, including disputes with the Italian tax authority.

**Work highlights**

Assisted Ardian with the tax aspects of its acquisition of part of the healthcare software business of Agfa-Gevaert.

**Notable practitioners**

- **Carlo Galli** is a highly esteemed lawyer who often handles tax aspects of M&A and capital market transactions, as well as bond issuances. He additionally advises clients on tax audits and assessments by the tax authorities. A client highlights his “great depth of knowledge,” adding that he is a “key contact on all tax matters.”

**Di Tanno Associati**

What the team is known for

Di Tanno Associati is a dedicated tax boutique that boasts extensive experience in tax litigation. The law firm assists clients with taxation of financial and corporate transactions, including fund formation and corporate reorganisations. It also acts on contentious matters, litigating before the Italian Supreme Court on the taxation of energy products. Its lawyers regularly act for banks, private equity firms and real estate funds, with notable experience in multi-jurisdictional matters.

**Strengths**

An observer reports that the team is “very reactive, up to speed and knowledgeable.”

**Work highlights**

Assisted The Carlyle Group with the tax aspects of the sale of its logistics portfolio, the CER-L fund, to AXA Investment Managers.

**Notable practitioners**

- **Tomasmo di Tanno** (see p.887) is “attentive to clients’ needs,” an observer affirms. He is a distinguished lawyer who is valued for his expertise in tax litigation, often before the Supreme Court. **Fabio Brunelli** (see p.879) is an experienced lawyer who frequently handles the tax aspects of corporate transactions and investments. He often acts on behalf of clients from the financial sector. “He is capable of providing original solutions to complex problems,” a source remarks.

**Freshfields Bruckhaus Deringer**

What the team is known for

Freshfields Bruckhaus Deringer offers extensive experience in issues arising from corporate and financial matters, such as the taxation of acquisitions and disposals. The law firm acts for a range of prominent financial institutions and investors. Its lawyers often represent clients in tax investigations and settlements with the Italian tax authority.

**Strengths**

An observer appreciates the law firm’s “strong and reliable support” on cross-border matters.

**Work highlights**

Provided tax advice on the disposal of Borsa Italiana.

**Notable practitioners**

- **Renato Paternolli** “easily understands clients’ needs and delivers in a timely manner,” according to one source. He is proficient in tax matters relating to M&A and real estate transactions. He also frequently handles tax audits and investigations by the tax authorities.

**Gianni & Origoni**

What the team is known for

Gianni & Origoni is a domestic powerhouse that offers integrated commercial tax advice. It is particularly experienced advising Italian corporations on corporate tax planning and the taxation of M&A transactions. The law firm’s additional expertise includes transfer pricing, VAT and customs regulations. Its lawyers assist clients from a variety of industries, including energy and natural resources, sports and insurance.

**Strengths**

A source comments: “They showed expertise in different fields of tax law.”

**Work highlights**

Advised Telecom Italia on the tax implications of the structuring of a cross-border investment for the development of the Fiberco project.

**Notable practitioners**

- **Luciano Acciari** (see p.874) is a highly respected figure for his long-standing tax expertise. He often offers tax support on corporate matters. **Fabio Chiarenza** (see p.883) has experience handling a variety of tax issues relating to financial products and litigation. A respondent highlights his “unique expertise and strong customer focus.”

**McDermott Will & Emery Studio Legale Associato**

What the team is known for

McDermott Will & Emery is a prominent international practice that acts for multinational clients from the financial, retail and pharmaceutical businesses. The law firm has experience assisting clients with transfer pricing and patent box issues, as well as advising on corporate structurings. Its lawyers also advise clients on tax audits and contentious matters relating to allegations of tax infringements.

**Strengths**

An interviewee appreciates the firm’s cross-border network, elaborating: “It has very good expertise in international tax matters.”

**Work highlights**

Advised Roberto Cavalli on a patent box ruling.

**Notable practitioners**

- **Carlo Maria Paolella** (see p.900) is “a truly reliable partner,” affirms a client. He has developed a wide-ranging tax practice that includes patent box rulings and tax disputes, as well as corporate reorganisations.

**Emidio Cacciapuoti** (see p.880) is a skilled lawyer with experience in cross-border tax aspects of restructuring and refinancings, as well as a range of regulatory matters.

**Band 4**

**Advant Nctm**

What the team is known for

Advant Nctm has a multi-disciplinary team advising domestic and international clients. The law firm advises on tax matters relating to multinational reorganisations and the establishment of joint ventures, as well as private equity transactions. It further represents clients in contentious matters, including litigation against the Italian tax authorities relating to indirect taxation. Its lawyers furthermore offer noteworthy expertise in real estate taxation.

**Work highlights**

Advised Vodafone Europe on the tax aspects of an accelerated bookbuilding process aimed at selling 8% shares of INWIT.

**Notable practitioners**

- **Piermauro Carabella** (see p.881) has a strong track record of advising international players on the tax implications of acquisitions and disposals. He is additionally experienced in transfer pricing matters. **Federico Trutalli** (see p.910) is particularly active handling the tax aspects of transactional matters, including share sales and real estate acquisitions. His clients often stem from the telecom and retail sectors.

**Baker McKenzie**

What the team is known for

Baker McKenzie is an esteemed global firm that is well placed to advise on cross-border mandates. Its lawyers offer clients expertise in VAT-related matters, as well as transfer pricing and corporate reorganisations. The law firm additionally represents clients in settlements with the Italian authorities and tax audits. It is experienced in contentious matters relating to transfer pricing.

**Strengths**

A respondent says: “The firm proved to be competent and flexible, adapting to the complexity and the needs of our company.”

**Work highlights**

Advised BMS on the tax aspects of the disposal of its manufacturing plant to Catalent.

**Notable practitioners**

- **Michele Santocchini** and **Francesco Pisciotta** are key contacts for Baker McKenzie’s tax practice.
Cleary Gottlieb Steen & Hamilton LLP
What the team is known for
Cleary Gottlieb Steen & Hamilton has a dedicated tax team that benefits from an impressive international network. The law firm regularly handles matters relating to M&A, capital markets transactions and corporate reorganisations. Its lawyer advises a diverse clientele of international financial institutions and investors on the taxation of investments. It also assists high net worth individuals with personal tax matters.

Work highlights
Assisted Euronext with the tax aspects of its acquisition of the Borsa Italiana Group from the London Stock Exchange Group.

Notable practitioners
Vania Petrella is “an incredible lawyer with deep knowledge of her field,” according to one source, who also appreciates her “responsiveness and ability to explain and synthesise complex legal matters.” She has a wealth of experience providing tax advice on various matters, including M&A and financial products. She also assists with personal tax and estate matters.

CMS

What the team is known for
CMS is skilled in international taxation and tax planning, and is able to utilise its network to further assist with cross-border mandates. The law firm handles the tax aspects of M&A and transfer pricing, as well as VAT matters and tax litigation. It is experienced in matters relating to corporate income tax, tax incentives and corporate restructurings.

Strengths
An observer praises the firm for “strong expertise which allows them to be able to face complex issues.”

Work highlights
Advised Arison Thermo Group on international tax and transfer pricing matters.

Notable practitioners
Giuseppe Ascoli is an adept lawyer with “proven experience,” according to one client. He is experienced in VAT and transfer pricing matters, as well as contentious tax mandates. Stefano Chirichigno has a strong track record of providing tax advice on financing transactions and VAT matters. A source affirms: “He is an expert in the field.” Mario D’Avossa is a highly regarded lawyer who regularly assists clients with international taxation and transfer pricing mandates. Sources note that he is “very strong in relation to problem solving.” Carlo Gnetti frequently advises clients on a broad range of mandates, including tax rulings and M&A matters.

DLA Piper Italy

What the team is known for
DLA Piper is a prominent international firm particularly noted for its cross-border capabilities. It assists clients with the tax structuring of M&A deals, the patent box regime, tax audits and refunds, with further ability in transfer pricing. The law firm offers further expertise in contentious matters, including criminal tax proceedings.

Its lawyers assist a vast array of clients, including those with activity in the TMT and financial services industries.

Strengths
A respondent says that DLA Piper “has the ability to deal with complex problems,” adding that “the issue is always analysed from more than one point of view.”

Another source highlights the firm’s “problem-solving approach and timely responsiveness.”

Work highlights
Represented the Suning Group, a respondent.

Foglia & Partners

What the team is known for
Foglia & Partners is a domestic tax boutique experienced in a variety of Italian and international fiscal matters, including acquisitions, patent box and corporate income tax. Other areas of expertise include corporate reorganisations and the taxation of financial instruments. The law firm advises a diverse clientele in the luxury goods, utilities and pharmaceutical industries.

Strengths
“The team is well prepared, very committed to the goal and has a good attitude,” a respondent confirms.

Another source appreciates the lawyers’ “high level of expertise, especially in tax matters.”

Work highlights
Advised Cassa Depositi e Prestiti on taxation matters in relation to its acquisition of a majority stake in Autostrade per l’Italia.

Notable practitioners
Giuliola Foglia (see p.889) stands out for his tax advice in corporate and M&A mandates, as well as his expertise in tax litigation. He regularly handles patent box matters. A source lauds: “I was impressed with the punctuality and accuracy of the answers.”

Legance – Avvocati Associati

What the team is known for
Legance – Avvocati Associati is a full-service firm offering tax advice on corporate transactions, financing operations, real estate matters and fund set-up. It also provides support on tax litigation and is experienced in transfer pricing mandates. Its lawyers are well placed to act on international tax matters, working with a strong network of local tax firms.

Strengths
An interviewee says that Legance “showed a very good understanding of foreign jurisdictions.”

Work highlights
Advised F2i on the tax aspects of its sale of a 30% stake in EF Solare to Predica.

Notable practitioners
Luca Dal Cerro centres his practice on the tax implications of various transactions, including securitisations, real estate deals and financing transactions. A client enthuses: “He is thoughtful, responsive and cares about commercial aspects.” According to one source, Marco Graziani’s (see p.892) “knowledge of the Italian tax rules in an international context and the width of his understanding of various sectors and their challenges is invaluable.” He handles tax issues arising from the set-up of investment platforms, reorganisations and bond issuances. Claudia Gregori (see p.893) handles a broad caseload in tax that includes both transactional and contentious matters. Her clientele spans from private equity funds to investment firms and real estate investors. A respondent confirms: “She is a top adviser – quick, strong and very good with clients.”

Pirola Pennuto Zei & Associati

What the team is known for
Pirola Pennuto Zei & Associati is a respected team with strength in contentious and non-contentious tax matters. The law firm is particularly active advising clients on patent box regimes, as well as M&A-related taxation. It also advises on real estate investments and furthermore boasts strength in tax litigation.

Strengths
A source says that the firm’s lawyers “provide valuable advice and are proactive and quick.”

Work highlights
Advised Bain Capital with tax structuring and advice for its acquisition of Engineering Group.

Notable practitioners
Stefano Tronconi is a key contact at the firm.

Salvini e Soci – Studio Legale Tributario Fondato da F. Gallo

What the team is known for
Salvini e Soci – Studio Legale Tributario Fondato da F. Gallo is a dedicated boutique offering tax litigation expertise. The law firm offers a wide-ranging practice encompassing corporate taxation, international tax law and indirect tax, with significant expertise in VAT matters. Its lawyers have substantial experience acting for clients in the energy sector.

Strengths
Market commentators emphasise that the team is “strong on contentious matters.”

Notable practitioners
Livia Salvini (see p.904) is “one of the best tax advisers in Italy,” a client says. She is a renowned leader in the market and is considered expert in complex contentious matters, often before the Supreme Court.

Band 5

Allen & Overy

What the team is known for
Allen & Overy offers broad expertise, covering advisory work and contentious issues, including in a cross-border context. The law firm acts for a leading range of private equity houses, financial institutions and international banks. It regularly assists with matters relating to real estate and capital market transactions. The team also defends clients in criminal tax proceedings. Its lawyers offer transactional support with M&A, restructurings and bond issuances.

Work highlights
Advised Aviva on the tax aspects of the disposal of its insurance businesses in Italy.

Notable practitioners
Francesco Guelfi provides extensive tax support to banks, often in the context of M&A and financial transactions. An interviewee confirms: “He is very reliable, reactive and always available to take care of client needs.”

Biscozzi Nobili Piazza

What the team is known for
Biscozzi Nobili Piazza is a boutique active in tax audits and disputes concerning a variety of issues, including patent box matters. The law firm provides support in corporate and M&A transactions. It has further experience in advising on allegations of tax avoidance.

Strengths
A client appreciates that the firm’s lawyers are “very skilled in terms of negotiation with the tax authorities and litigation.”

Work highlights
Advised Campani Group on tax matters concerning the transfer of the registered office of Davide Campani-Milano to the Netherlands.

Notable practitioners
Francesco Nobili and Oliviero Cimaz are key contacts at the firm.

CBA

What the team is known for
CBA supports clients in tax planning for acquisitions and reorganisations as well as in financial products. The law firm offers substantial experience acting for investment funds.
on structuring and tax matters. It further represents clients in negotiations with the Italian tax authority.

**Work highlights** Assisted Antares Private Equity with the formation of a restructuring fund.

**Notable practitioners**
Angelo Bonisoli (see p.878) routinely advises private equity firms on the tax aspects of the structuring of financial instruments. He has additional expertise in M&A taxation. A client highlights his wide knowledge and experience with clients from the financial sector. Stefano Petrella (see p.901) is proficient in both contentious and transactional tax mandates. He frequently acts for clients on settlements with the Italian Revenue Agency.

**Linklaters**

*The law firm acts for a range of Italian and international corporations on structuring and tax matters. It further represents clients in negotiations with the Italian tax authority.***

**What the team is known for**
Linklaters advises clients on a range of fiscal issues, including VAT and transfer tax. The law firm benefits from a strong international network to offer clients expertise in cross-border tax matters. It frequently acts on the taxation of capital market instruments, as well as M&A transactions and corporate restructurings. Its client list features lending institutions, real estate companies and private equity funds.

**Strengths** A client is pleased with the firm’s capabilities in tax matters, adding that its lawyers were “always up to date.”

**Work highlights** Assisted FNM with the tax structuring of its acquisition of a stake in Milano Serravalle-Milano Tangenziali.

**Notable practitioners**
Roberto Egori provides expert tax advice across different areas, with a particular focus on acquisitions and finance transactions, as well as real estate matters. A client warmly states: “We couldn’t have done it without his expertise and water-tight technical advice; he leaves no stone unturned.”

**Macchi di Cellere Gangemi**

*The firm is well versed in handling the tax aspects of various transactional mandates, including acquisitions, reorganisations and capital market matters. A source confirms: “He is brilliant; we enjoyed working with him very much. He is extremely knowledgeable and attentive to a client’s needs.”***

**What the team is known for**
Macchi di Cellere Gangemi is a reputable practice active in tax planning, corporate and restructuring. Its client list features lending institutions, real estate companies and private equity funds.

**Strengths** Commentators note the longevity and strength in reputation of the lawyers at Macchi di Cellere Gangemi within the tax sphere.

**Work highlights** Advised Interflora on VAT issues concerning its business structure.

**Notable practitioners**
Bruno Gangemi is well versed in handling the tax aspects of acquisitions and disposals, as well as project financing transactions. He is often engaged by clients from the energy and financial services sectors.

**Studio Tributario Tognolo**

*The firm is well versed in handling the tax aspects of various transactional mandates, including real estate acquisitions. A source confirms: “He is brilliant; we enjoyed working with him very much. He is extremely knowledgeable and attentive to a client’s needs.”***

**What the team is known for**
Studio Tributario Tognolo is a strong tax boutique with particular expertise in transfer pricing and patent box matters. The law firm is notably active on behalf of prominent domestic clients in the automotive, luxury goods and fashion industries. The team’s lawyers offer additional advice on tax design linked to corporate operations, with notable experience in cross-border tax structures. It shows further strength in representing clients in tax arbitration and assessments by the tax authorities.

**Strengths** An observer praises Studio Tributario Tognolo’s “very good technical and legal knowledge” as well as its “good attention to detail and availability.”

**Work highlights** Assisted Diasorin Group with tax advice on group transfer pricing matters.

**Notable practitioners**
Paolo Tognolo frequently works on transfer pricing and APA matters, as well as patent box mandates. He additionally represents clients in tax arbitration. A commentator enthuses: “He is a very reputable and strong adviser with a lot of experience in tax. He is capable of delivering very valuable pieces of advice tailored to the client’s needs.”

**Valente Associati GEB Partners**

*The firm is well versed in handling the tax aspects of various transactional mandates, including acquisitions, reorganisations and capital market matters. A source confirms: “He is brilliant; we enjoyed working with him very much. He is extremely knowledgeable and attentive to a client’s needs.”***

**What the team is known for**
Valente Associati GEB Partners offers a wide coverage of contentious and non-contentious matters, with noted strength in Mutual Agreement Procedures and Advance Pricing Agreements. Its lawyers also advise on the tax implications of corporate reorganisations and tax audits. Clients include both domestic and multinational groups, as well as public associations.

**Notable practitioners**
Piergiorgio Valente has extensive experience in tax audits, VAT issues and transfer pricing matters. A client appreciates his “high level of knowledge in international tax matters.”

**Other Ranked Lawyers**

Bernadette Accili (see p.874) of Orrick, Herrington & Sutcliffe advises clients on tax matters relating to real estate, restructuring and capital markets. She is additionally experienced in tax disputes.

Ottavia Alfano has recently joined Molinari Agostinelli, having previously been based at Di Tanno Associati. According to one client, she is “knowledgeable, responsive and has a problem-solving attitude.” Her specific areas of strength include handling the tax aspects of corporate and financial transactions and regulatory matters.

Giulio Andreani of PwC Legal has long-standing experience in restructurings of tax debts and contentious mandates against the Revenue Agency. A respondent states: “He is committed to results, influential and strongly recognised in the market.”

Gabriele Escalar of Escalar & Associati is well known for his litigious practice, routinely assisting clients with tax disputes against the Italian authorities. He frequently handles matters involving multiple jurisdictions.

Andrea Fiorelli (see p.889) advises on the tax aspects of various transactional mandates, including real estate acquisitions. A source confirms: “He never fails to exceed expectations.”

Claudio Giordano is a “great lawyer,” according to an observer. He advises an array of Italian and foreign corporations on transfer pricing-related audits and tax optimisation matters. He is also well versed in tax-related disputes.

Stefano Grilli of Studio Legale Withers is well versed in a variety of tax mandates, including tax aspects of M&A, VAT and tax litigation.

Marco Lombardi of Jones Day has a strong track record in assisting clients with the taxation of corporate transactions and restructurings. An interviewee describes Michele Milanesi of Ashurst as “proactive and smart.” He is well versed in transactional taxation, acting for clients from the energy and banking sectors. He routinely provides advice on tax regulatory matters and is also experienced in transfer pricing.

Fabio Oneglia regularly provides advice to a variety of clients in relation to corporate tax and VAT. An interviewee says: “He demonstrates broad commercial awareness and knowledge of business dynamics when providing tax advice.”

Marco Palanca of Simmons & Simmons is adept at handling transactional tax mandates, frequently advising banks and investment funds. He also assists with tax inspections. A client highlights his “strong technical and commercial skills.”

Mariela Pennesi aids with a variety of tax mandates, including patent box applications and corporate taxation matters. “She is very experienced and very well connected,” a respondent comments.

Eugenio Romita (see p.903) of Giovannelli e Associati is best known for his skills in tax structuring of M&A, as well as for representing clients in tax litigation mandates. A client praises him for being “fast and attentive to detail. He is a very good expert in this field.”

Vittorio Salvadori di Wiesenhoff of K&L Gates handles the tax aspects of both transactional and regulatory mandates. His client list includes leading international banks, investment funds and real estate companies. “He comes up with creative solutions,” a source remarks.
Advant Nctm

What the team is known for Advant Nctm offers a telecommunications-focused practice with a comprehensive coverage of the industry. Its lawyers act on data protection issues, compliance matters and M&A transactions, in addition to offering support on the day-to-day operation of communications entities. The law firm is also adept at handling antitrust damages and litigation within the sector. Its clients include significant European telecommunications providers.

Strengths A client asserts that Advant Nctm is "technically good and able to suggest creative solutions."

Work highlights Advised British Telecom on an agreement for the sale of two business units of BT Italia to TIM.

Notable practitioners Lorenzo Attolico (see p.876) is appreciated by clients, one of whom says that "he is always ready to give the best suggestion from a strategic point of view.

He has experience advising production and distribution companies as well as publishers on licensing deals, contractual matters and copyright issues.

Baker McKenzie

What the team is known for Baker McKenzie offers strong IT and telecommunications practices with expertise in a broad range of areas including e-commerce, AI and IT solutions. The law firm is active in data protection, GDPR compliance and innovation mandates relating to electronic payment and app development. Its telecommunications team advises on domestic regulatory issues, contracts and machine-to-machine services. It also handles acquisitions and negotiation of agreements within the sector. It principally acts for major European corporates.

Strengths A highly impressed client enthuses: "Baker McKenzie is one of the best firms I’ve been working with. It has a deep understanding of the Italian regulatory and corporate framework. The TMT team is extremely responsive and efficient."

Work highlights Advised Sky Italia on the negotiations of various contracts with telecom and technology providers relating to the launching of Sky WiFi.

Notable practitioners Raffaele Giarda has built a sterling reputation for his work in the telecoms sector. His recent case load has included contractual and regulatory matters for telecom providers. An interviewee says: "We are impressed with his knowledge and attitude." Lorenzo de Martinis is an esteemed lawyer who is well versed in contractual issues, often handling matters for multinational technology companies. He frequently advises on mandates involving payment platforms. Francesca Gaudio is added to the rankings following strong activity and positive client feedback. One client says she is "able to explain very technical and complex situations in simple words, describing pros and cons of each possible solution." She is a highly active specialist in the data protection, GDPR and privacy arenas, and has further experience in the set-up of e-commerce and banking platforms.

Bird & Bird

What the team is known for Bird & Bird combines robust IT expertise with a well-regarded telecommunications practice. The law firm provides IP, regulatory and commercial advice to a broad client base of domestic companies and global corporates, including dispute resolution services. Its lawyers are active in antitrust regulatory and competition investigations in the telecommunications sector. It also offers expertise in data protection and GDPR compliance projects.

Strengths A client appreciates that Bird & Bird’s lawyers are "very prompt, precise and provide quality advice," adding: "They are industry-focused and understand business needs."

Work highlights Assisted TIM with the drafting and negotiation of agreements with Intesa Sanpaolo for the creation of its cloud services.

Notable practitioners Federico Marini-Balestra “has a strong relationship with the regulator and deep expertise in the Italian regulatory environment,” a source affirms. He is a seasoned lawyer who demonstrates a high level of activity for telecoms providers. He often represents clients in investigations by the Italian communication and competition authorities, with other areas of strength including regulatory matters.

Chiomenti

What the team is known for Chiomenti is known for its ability to handle M&A and antitrust work in the media and telecoms sectors. The law firm often advises clients on brand-related matters, including advertising and commercial communications. Its lawyers regularly handle blockchain mandates and offer counsel on data protection issues within the telecommunications sector. Acting for a significant roster of domestic clients, the team assists with contractual negotiations and regulatory matters, in
addition to offering support in related contentious proceedings. Strengths A client notes: “We are very happy with the service,” adding that its lawyers are “great experts in the media sector.”

Work highlights Advised Feltrinelli Group on regulatory and copyright issues.

Notable practitioners
Gigliolo Nava (see p.898) “always helps with the most complex cases,” a source says, adding that “he knows how to be efficient and deliver results.” He has an impressive track record in both contentious and regulatory telecom mandates, while also frequently assisting with antitrust issues. Gian Michele Roberti (see p.903) frequently represents clients in litigation proceedings, often against the Italian Communication Authority. He also advises telecom clients on regulatory matters and is additionally recognised in the market for his EU law expertise.

Giulio Vecchi (see p.910) assist media clients with a wide range of mandates, including regulatory and copyright matters, as well as tender procedures and the negotiation of production services agreements. A client affirms that “he is a very focused lawyer” and highlights his “business understanding as well as his ability to negotiate perfectly.”

Cleary Gottlieb Steen & Hamilton LLP
What the team is known for Cleary Gottlieb Steen & Hamilton maintains its position as a strong telecommunications practice. It frequently handles competition and regulatory issues, including contentious matters against state authorities, for a roster of prominent domestic and multinational clients, as well as offering support on strategic corporate operations. The law firm regularly represents clients before the Italian civil and administrative courts, as well as the ECJ.

Strengths A source highlights Cleary’s “very detailed work,” adding that the firm is “very experienced and very good at drafting documents.”

Work highlights Represented Vivendi in legal proceedings against Mediaset, including litigation before the Italian administrative court and the ECJ.

Notable practitioners
Marco D’Ostuni (see p.885) is a skilled lawyer who stands out for his expert handling of contentious mandates, which include damages claims and competition disputes in the telecom sector.

Dentons Europe Studio Legale Tributaristio
What the team is known for Dentons is a global law firm that fields a notable information technology practice in Italy. Its lawyers frequently advise clients on data protection and GDPR compliance programs, as well as digital payment platforms. The law firm handles matters involving innovative technologies, including the application of artificial intelligence and smart city projects. Clients benefit from the firm’s international network of offices and expertise in multi-jurisdictional mandates.

Strengths A client values that the firm’s lawyers are “accurate in their work and have a wide knowledge of the sector,” adding: “We are very happy with their service.”

Work highlights Advised Coima on the set-up of Milan Porta Nova Smart District.

Notable practitioners
Giangiacomo Oliveri (see p.999) is “a very smart guy,” according to one interviewee who adds: “He is able to deal with important matters in an easy and friendly way.” He is recognised by market sources as a highly prominent figure in the fields of media and IT, advising on matters such as outsourcing and licence agreements as well as privacy issues and litigation.

DLA Piper Italy
What the team is known for DLA Piper is an excellent choice for advice across the range of TMT issues, notably in telecoms and IT. The law firm maintains strong regulatory, transactional and contentious teams in these sectors, acting for major global corporates on a broad range of mandates. Its areas of expertise include e-commerce, major outsourcing projects and data protection, in addition to antitrust law. It additionally handles artificial intelligence matters and licensing contracts.

Strengths A client appreciates DLA Piper’s “great international reach combined with strong skills and expertise in the Italian market.”

Work highlights Represented Vodafone Italia in a competition dispute against Fastweb.

Notable practitioners
Alessandro Casadei (see p.878) is “a brilliant lawyer,” a source reports, adding: “He is able to provide guidance in the context of large and complex organisations.” He is frequently seen advising on contentious matters in the telecoms sector, often representing clients in competition disputes. He is also well versed in handling M&A mandates for broadband providers. Giulio Coraggio (see p.884) is an adept lawyer whose practice encompasses regulatory, e-commerce and GDPR compliance matters. He also represents clients in disputes relating to data breaches.

Gallavotti Bernardini & Partners
What the team is known for Gallavotti Bernardini has an active team focused on television and film mandates. The law firm advises on a variety of issues including M&A transactions, rights acquisitions, film distribution and regulatory and advertising matters. It additionally handles IP protection mandates in the media space, including copyright claims. Sponsorship contracts and agreements for live sports is another area of focus for the team. Its lawyers often act for prominent national and international media companies, as well as sports clubs and associations.

Work highlights Advised Turner Broadcasting System on the production and distribution of children’s channels and related digital services in Italy.

Notable practitioners
Antonio Bernardini (see p.877) advises clients on a broad scope of work including content distribution and production, as well as contractual and regulatory matters. A respondent affirms: “He is very quick and always achieves great results.” Chiara Dellacasa “has a very deep knowledge of the law and she is our reference point for any question and issue we may have,” a client states. She often assists media entities with a broad array of issues, from production and distribution agreements to regulatory and IP matters.

Gianni & Origoni
What the team is known for Gianni & Origoni fields a significant team for the media sector. It often assists television and film companies with privacy issues, including contentious cases, and also has a notable following of clients in the publishing industry. The law firm regularly advises on acquisition and distribution of television rights. M&A and contractual support for media corporates are also areas of focus for the team.

Strengths A source confirms that Gianni & Origoni’s lawyers “provided excellent support.”

Work highlights Advised Sky Italia on the drafting and negotiation of a distribution agreement for the Disney+ application and SVOD services.

Notable practitioners
Co-heads of department Francesco Gianni and Nino Di Bella are key contacts at the practice.

Hogan Lovells Studio Legale
What the team is known for Hogan Lovells offers a top-tier IT team capable of handling a broad spectrum of matters, including IT litigation, compliance and data protection. The law firm shows notable activity in the e-commerce field, assisting with the launch of online sales and distribution platforms for consumer goods. It additionally handles privacy matters and cases involving the right to be forgotten. The firm’s lawyers advise an impressive portfolio of multinational IT clients, including social media platforms and online travel agencies. Clients benefit from the firm’s full-service offering and strong global network.

Strengths Market commentators highlight Hogan Lovells’ ability to handle e-commerce mandates.

Work highlights Represented Google in a dispute with the owner of a number of YouTube channels relating to the spread of misinformation of the COVID-19 pandemic.

Notable practitioners
Marco Berbiri attracts ample praise from market commentators for his experience in e-commerce, with one source confirming that he is “a fantastic lawyer.” He remains a very prominent lawyer in contentious work for multinational technology companies and social media platforms. He also often handles regulatory matters. Massimiliano Nasmanda is an accomplished lawyer who is particularly adept at handling regulatory and data protection mandates. He additionally assists with IT litigation. A client highlights his ability to “provide timely advice on very complex matters.”

Mondini Bonora Ginevra Studio Legale
What the team is known for Mondini Bonora Ginevra Studio Legale is a boutique firm with a long history of advising clients on media matters. Its areas of strength are copyright and IP issues, including acquisition and distribution rights. The law firm is also experienced in advertising, privacy matters and the negotiation of licence agreements. Its lawyers are additionally adept at antitrust matters and impact assessments. Its client roster comprises domestic and international names from the film, music and publishing industries.

Strengths An observer notes: “I like the firm’s pragmatic approach. The lawyers understand our business needs and assist with legal knowledge.”

Work highlights Assisted Feltrinelli Education with the launch of a digital platform for authors.

Notable practitioners
Giorgio Mondini is appreciated by the market for his wide-ranging expertise in the media sector. He often handles IP and data protection mandates, licence agreements and contractual issues. “His competence and experience helped us overcome various crisis,” says one client. Silvia Mondini Vitiello “was incredibly responsive and approachable. She handled our complex situation with the utmost professionalism,” an observer affirms. She has recently been involved in various antitrust, IP and media mandates in the film and publishing arenas.
Orsigner Ortu – Avvocati Associati
What the team is known for
Orsigner Ortu – Avvocati Associati is a boutique that combines strong IT and media expertise. It regularly assists clients with transactional, regulatory and contentious mandates, and also handles data protection matters. The law firm additionally handles the full spectrum of media issues, acting for key clients in the fields of television, film, publishing and advertising. Its lawyers often handle IP matters in this space, including copyrights and trade marks. It also acts for a number of financial services companies.

Strengths
A client particularly appreciates Orsigner Ortu’s “attention to detail.”

Work highlights
Assisted The Walt Disney Company with a variety of contractual, IP, media, regulatory and litigation matters.

Notable practitioners
Matteo Orsigner (see p.899) has an impressive pedigree in assisting media clients with regulatory and contractual mandates. He is additionally involved in litigation proceedings. A market commentator reports: “He has a lot of experience.”
Domenico Coella (see p.883) is well versed in a wide-range of information technology mandates, including software licensing, contractual matters and outsourcing deals among others. A client describes him as an “experienced and knowledgeable lawyer who is always ready to provide support and expertise.”
Fabrizio Sanna (see p.904) stands out for his extensive work for renowned media companies. He advises on data protection matters as well as licensing and production agreements. A client says that “he always gets the best results” and also notes that “he is a problem solver.”
Marco Consonni (see p.884) “is very smart and client-oriented,” a source highlights. He is adept across a range of IT-related matters, including advising on contractual, regulatory and advertising matters.

Portolano Cavallo
What the team is known for
Portolano Cavallo couples an outstanding media practice with extensive expertise in IT-related matters. The media team excels in a range of areas, including IP, regulatory, contentious and contractual issues. The law firm additionally handles M&A transactions within the media sector. Data protection and IT contracts are also covered by its IT team. The firm’s lawyers act for a broad roster of high-profile global media and technology companies, as well as major telecoms providers.

Strengths
A client lauds Portolano Cavallo’s “highly practical, commercially savvy counsel” also praising its ability to “meet deadlines and coordinate well across a number of practice areas.”

Another source confirms: “Its service is impeccable and always punctual.”

Notable practitioners
Ernesto Apa (see p.875) is “one of the most educated and prepared lawyers in the media sector,” a client enthuses. He is widely recognised in the market for his expert handling of regulatory, IP and advertising matters for media clients. He also assists clients with public tenders for sport broadcasting.
Laura Liguori (see p.894) concentrates her practice in the area of data protection and GDPR compliance, advising on both contentious and non-contentious mandates.
A respondent notes: “She communicates very well.”
Francesco Portolano (see p.902) is an adept lawyer who often assists clients with regulatory matters and media tenders. An interviewee states: “He has the extraordinary ability to combine professional preparation with dynamism and a diligent attitude.”

Work highlights
Assisted Universal Picture Internationa with the production, distribution and acquisition of movies.

Notable practitioners
Francesca Lodigiani is appreciated by clients for being “responsible, experienced and a pleasure to work with.” She is highly regarded for her long-standing media expertise. She is frequently seen advising on film production, distribution and acquisition agreements, as well as licensing matters for international television companies.

Other Ranked Lawyers
Marzia Amiconi is well known in the market for her expertise in an array of media mandates, with a particular focus on the radio industry.
Luca Bolognini of ICT Legal Consulting enters the ranking on the back of positive feedback from his clients, one of whom states: “His strategic advice is always outstanding.” He demonstrates particularly strong expertise in privacy and data protection.
Rino Calaio routinely assists foreign-headquartered corporates with contentious mandates involving appeals against resolutions. He ably combines his expertise in the telecoms sector with his depth of knowledge in competition law.
Saverio Cavalcanti is well versed in handling licence and outsourcing agreements as well as blockchain regulatory matters. He has further experience in data protection issues. A client praises his “huge depth of knowledge; efficiency and business-oriented approach.”
Marco Dalla Vedova is well known in the market for his experience in the telecoms sector, covering both corporate and regulatory issues.
Italo de Feo of CMS has cultivated an outstanding reputation in the IT market. He is often instructed by technology companies, insurance providers and banks in a range of matters including IT agreements, cybersecurity and regulatory issues. An interviewee enthuses: “He is capable of fully understanding the customer’s situation and needs, both from a human and a commercial point of view.”
Mario Libertini of Trevisan & Guazzo is a widely admired figure in the market. He has a wealth of experience in high-profile regulatory mandates.
Rocco Panetta is lauded by sources for his expertise in the field, with one highlighting his “networking ability and vision,” as well as his “strategic advice.” He advises clients on privacy, cybersecurity and data protection mandates. He is a popular choice for luxury fashion brands.
Guendalina Ponti is a highly respected lawyer who is praised for her experience and considered a leader in the media sector. She frequently advises on film production mandates.
Eugenio Prosperetti “has a deep and clear understanding of both the legislation and our commercial needs. He can clearly address issues and proactively propose viable solutions,” a respondent affirms. He routinely assists clients with IT procurement and privacy mandates as well as regulatory and contractual matters.
Andrea Velli has a notable experience in telecoms mandates, especially assisting clients with various antitrust measures. He is also well known for his regulatory expertise.
White-Collar Crime

Leading Individuals

Band 1

Allieva Guido Carlo — Allieva Studio Legale
Centonze Francesco — Studio Legale prof. avv.
Iannaccone Giuseppe — Studio Legale Avv. G.
Mucciarelli Francesco — Studio Mucciarelli
Severino Paola — Studio Legale di Avv. Paola Severino

Band 2

Callari Marco — Studio Mucciarelli
Carino Antonio — ZLA Paire Italy
Castagno Jean-Paul — Orrick, Herrington & Sutcliffe
D’Alessandro Francesco — Chiomenti
Dioda Nerio — Studio Legale Dioda
Golino Antonio — Clifford Chance Studio Legale
Manoche Enrico Maria — Herbert Smith Freehills LLP
Padovani Tullio — Sole Practitioner
Pistochini Alessandro — Pistochini Avvocati Studio
Quintana Raffaella — ZLA Paire Italy
Rabà Francesco — Bonalli Bedesi

Band 3

Beltacosa Maurizio — Studio Legale di Avv. Paola
Cagnola Fabio — Cagnola & Associati Studio Legale
Curti Ilaria — Portolano Cavallo
Losengo Roberto — ROSSEGO SOLIANI — Studio Legale
Magni Piero — RP Legal & Tax
Manacorda Stefano — Chiomenti
Manes Vittorio — Studio Legale Manes
Padovani Chiara — Studio Legale Chiara Padovani
Reggiani Fabrizio — Studio Legale di Avv. Paola

Indicates individual with profile.
Alphabetical order within each band. Band 1 is highest.

Ranked Lawyers

Guido Carlo Allieva assists with a variety of matters ranging from financial to corporate criminal cases. A client enthuses: “He gave support in order to perform a quick and solid assessment.”

Maurizio Bellacosa is a seasoned lawyer who advises corporate clients on international corruption cases while also enjoying visibility in the academic sphere.

Fabio Cagnola is a well-regarded lawyer for his experience in advising international clients on tax and financial investigations as well as fraud and corruption claims.

Marco Calleri is well regarded for his experience advising a range of clients on international corruption mandates. One interviewee describes him as “a very great lawyer with an international background.”

Antonio Carino (see p.881) represents various national and international clients in the life sciences, retail and IT sectors on tax-related offences, corruption investigations and fraud allegations. One client summarises: “He is extremely well prepared, balanced and always available. He showed an excellent handling of complex situations.”

Jean-Paul Castagno (see p.882) advises a various clients in the life sciences and health care sectors, as well financial entities on fraud, defamatory claims and tax-related offences. One client regards her as a “natural leader, always looking for the right solution to the client’s needs and problems.”

Francesco Centonze is a distinguished lawyer who offers expertise in environmental crime, anti-bribery proceedings and financial market abuse.

Ilaria Curti (see p.885) is a skilled lawyer who advises clients from the media, automotive and fashion sectors on cybercrime issues, insurance fraud and bribery as well as compliance. Sources praise her by stating: “She has great relationships with all her clients.”

Francesco D’Alessandro (see p.885) assists individuals with a range of white-collar crime matters encompassing international corruption, bankruptcy claims, fraud and tax offences. He often advises clients from the finance, energy, and food and beverage sectors on money laundering, fraud and environmental crime allegations. One source praises his “clear communication with the client, openness to dialogue and clear vision of the procedure.”

Nerio Dioda is an esteemed lawyer who is best known for advising financial institutions on corruption investigations.

Antonio Golino assists clients in the medical and finance sectors as well as advising individuals such as CEOs and directors on fraud and market manipulation investigations. He is also experienced in corruption claims.

Giuseppe Iannaccone is widely recognised in the market for his knowledge of insolvency law. He also advises clients on bankruptcy fraud and financial market abuse proceedings. One interviewee regards him as “a very notable name” in the white-collar crime space.

Roberto Losengo is a prominent lawyer with a strong background in criminal law. He has considerable expertise in matters relating to environmental protection and workplace safety.

Piero Magni advises a variety of national and cross-border clients on criminal liability issues and offers special expertise in injury claims by employees. He has further expertise assisting CEOs with tax-related offences and corporate liability as well as corruption claims.

Stefano Manacorda (see p.895) is an eminent lawyer who advises clients from the energy, real estate and pharmaceutical sectors on financial fraud and corruption cases. One client notes that he provides “useful guidance, constructive information and clear explanations.”

Enrico Maria Mancuso has recently joined Herbert Smith Freehills. He assists both individuals and corporate clients within the pharmaceutical, construction and fashion sectors with a broad range of compliance matters, negligence allegations, criminal liability, bankruptcy claims and tax offences. One interviewee says: “His knowledge of criminal law is outstanding. At the same time he has an extremely commercial, business-oriented approach to the matter.”

Vittorio Manes enters the rankings with strong praise from clients. He is best known for representing individuals against misconduct claims and internal investigations. One client states that his “knowledge is truly excellent,” and another says: “He is very expert, precise and collaborative.”

Francesco Mucciarelli enjoys praise from the market for his standing as a “well-known Italian criminal lawyer.” He advises corporate clients on financial market abuse as well as administrative criminal investigations.

Chiara Padovani is an adept lawyer who frequently defends corporate clients against international bribery and corruption allegations.

Sole practitioner Tullio Padovani is widely endorsed in the market for his experience and skills, as well as for his academic credentials.

Alessandro Pistochini frequently advises clients on notable proceedings involving corruption, money laundering and fraud as well as allegations relating to criminal association. He acts for companies as well as individuals in both the corporate and political spheres on fraud, bankruptcy and corruption allegations.

Raffaella Quintana (see p.902) advises a variety of clients from the oil and gas, pharmaceutical and medical sectors on internal investigations, corruption allegations and workplace fatalities. According to clients, “she is excellent in meeting the customer’s expectation. She has a great ability in handling complex matters and assessing potential risks.”

Fabrizio Reggiani is an increasingly prominent lawyer in the white-collar space. He has a strong track record in acting for both companies and individuals on anti-money laundering, data protection and corporate criminal liability claims.

Francesco Sbisà (see p.905) frequently advises international and domestic financial and corporate clients on tax and corruption investigations as well as on workplace compliance and bankruptcy fraud. One client describes him as “available, prompt and commercial.”

Paola Severino is a highly acclaimed lawyer who advises national and international clients on corruption issues. She brings to the table both academic and governmental experience.
Leaders’ Profiles in Italy

ABBRUZZESE, Giuseppe
Legance – Avvocati Associati, Milan
+39 02 89 63 071
gabbruzzese@legance.it
Featured in Public Law (Italy)

Practice Areas: Giuseppe is co-head of the Real Estate Department. He is specialised in administrative law, with a focus on town-planning and building issues. He gained a remarkable experience in proceedings for the issuance of administrative authorizations and in drafting of real-estate contracts. He is constantly involved in deals related to the construction, management, buying and selling of shopping centres, offices, industrial complexes, residential buildings, hospitality structures and energy plants. He assisted primary clients in the most important transactions completed in Italy in recent years, including the assistance to Torre SGR in relation to the liquidation of Fondo UIU, the assistance to Partners Group for the establishment of the first Private Rent Sector Fund in Italy and the assistance to Vasets Asset Management in the acquisition of a new logistic building in Torrazza Piemonte.


Professional Memberships: Member of the Milan Bar (Italy) since 2001. Admitted to practice before the Supreme Court and Highest Jurisdiction since 2013. Member of AGID (Italian Association of Real Estate Lawyers).


ACCI, Luciano
Giorgi, Origoni, Rome
+39 06 478751
lacciar@gsp.it
Featured in Tax (Italy)

Practice Areas: Luciano specialises in tax and corporate matters and his extensive professional experience has been an integral piece in numerous Italian and foreign operations. He has dealt with cases ranging from acquisitions to restructuring, to the listing of companies in both the Italian and international stock exchanges. He regularly works on cases involving the stock market rules and obligations for the listed companies, and with the antitrust matters related to acquisitions and disposals.

Career: Graduated in Law from the University “La Sapienza” of Rome.

ACCLIL, Bernadette
Orick, Herrington & Sutcliffe, Milan
3902881861
bacclil@orick.com
Featured in Tax (Italy)

Practice Areas: Bernadette significantly strengthened its tax capability in 2021 with the recruitment of Bernadette Accil to head the Italian Tax practice. Her exceptional broad tax experience supports the full range of our transactional practices. Her team provides strategic tax advice both on an ongoing basis and in relation to the tax profiles of domestic and international transactions of various kinds, including acquisitions and disposals, corporate reorganizations, capital markets transactions and structured finance. Bernadette brings 25+ years of experience in the tax aspects involved in structured and asset finance deals, with a special focus on securitisation, NPLs, distressed debt trading and alternative lending. Ms. Accil is also active in corporate restructuring in the insolvency area as well as in corporate mergers and reorganizations. She also represents clients in complex tax disputes, both (leading to settlement, or to groundbreaking litigation before national Courts as well as the EC Court of Justice. Bernadette works to identify the most appropriate tax solutions for clients in cross-border transactions, operating in close co-operation with local counsel worldwide.

AGNOLI, Stefano
Studio Legale Cappelli RCD, Milan
+39 06 478751
Featured in Capital Markets (Italy)

Practice Areas: Specialised in banking and financial law, he developed a significant experience in transfer of receivables and securitisation transactions and, in general, in structured finance and public sector finance. He advises banks, investment funds, monoline insurers and public entities in connection with the assessment, structuring, restructuring and unwinding of transactions on receivables of any kind and other assets on performing and non-performing. Stefano also advises on financing transactions – including export credit and project finance – on bond issues by banks, commercial companies, Municipalities, Regions and the Republic of Italy and on derivatives.


AGO, Francesco
Chiomenti, Milan
+39 06 4662 2320
francesco.ago@chiomenti.net
Featured in Banking & Finance (Italy), Capital Markets (Italy)

Practice Areas: Francesco Ago advises Italian and international clients on matters concerning finance, financing, capital markets, bankruptcy law, and corporate restructuring with a focus on structured finance, securitization, guaranteed bank bonds, acquisition finance, real estate finance, export finance, leasing and asset finance, public offers and stock listing (including capital increases, public offers and listing of convertible and equity-linked debt notes), private placements to institutional investors (including managers and employees), insolvency and pre-insolvency proceedings, and financial restructuring. Career: Francesco Ago joined the Firm in 1974, became a Partner in 1986 and Senior Of Counsel in 2019. In 1978, he worked for a leading law Firm in Washington D.C.

Professional Memberships: Member of the Rome Bar (Italy), 1977

Personal: Languages: Italian, English, French.

AGOPYAN, Franco
Chiomenti, Milan
+39 02 7215 7407
franco.agopyan@chiomenti.net
Featured in Private Equity (Italy)

Practice Areas: Franco regularly advises Italian and international clients in national and cross-border private equity transactions, industrial M&A and corporate finance. Franco is an expert in international contracts.


Professional Memberships: Member of the Venice Bar (Italy), 1996, Member of AIFI (Associazione Italiana del Private Equity e del Venture Capital) Tax & Legal Commission.

Personal: Languages: Italian, English

AILIOLO, Andrea
Gianni & Origoni, Rome
+39 06 478751
ailiolo@gsp.it
Featured in Corporate/M&A (Italy)

Practice Areas: Andrea specialises in M&A, Capital Markets, Corporate and Commercial Law. He developed a broad experience in extraordinary transactions involving listed companies, in drafting and negotiating joint ventures agreements, shareholders’ and commercial agreements. He advises a number of corporations in acquisition transactions and in takeover bids of listed companies, aimed at the delisting of the target shares or with the purpose of maintaining the company’s shares listed on regulated markets.

Career: Andrea received a degree in Economics and a Law degree from the University “La Sapienza” of Rome in 1996.

ALEANDRINI, Francesca Maria
DLA Piper, Italy
+39 09 20 618 1
francesca.aleandrini@dlapiper.com
Featured in Capital Markets (Italy)

Career: Francesca Maria Aleandrini is a partner in the Equity Capital Markets group within the Corporate Department. She is based in the Milan office. Francesca has extensive experience in the equity capital market sector, advising issuers and financial institutions in a considerable number of IPOs, secondary offerings, listings and public tender offers on the Italian main market as well as on AIM, both in Italy and in the UK. Furthermore, he has gained consolidated experience in corporate transactions, mergers, acquisitions and transfers of business having advised Italian and international multinationals.

Personal: Languages: Italian, English. His area of practice includes also the assistance provided to listed companies on regulatory matters as well as in extraordinary transactions.

ALLAVENA, Vittorio
BonelliErde, Genoa
+39 010 846521
vittorio.allavena@belex.it
Featured in Dispute Resolution (Italy)

Practice Areas: Partner, Vittorio Allavena specialises in litigation with particular focus on corporate, commercial, banking and insurance and private clients, directors’ and majority shareholders’ liability for abuse of management and coordination powers, liability of financial intermediaries, abuse of economic dependence in supply relations, D&O and BBB insurance coverage, follow-on actions for antitrust damages, arbitration cases (acting as counsel and as arbitrator). He is member of the Corporate Governance, Insurance, Sports Law and Private Clients Focus Teams as well as the Competition Litigation Task Force.

AMISANO, Benedetta
Carnelutti Law Firm, Milan
+39 02 6558133
bamisano@carnelutti.com

Practice Areas: Real Estate Hospitality M&A Private Equity Corporate

Career: Benedetta Amisano is a partner in CARNELUTTI Law Firm. She is a member of the firm’s corporate and M&A department, where her practice focuses on real estate, hospitality, M&A, private equity, banking and corporate. She is a Top Rated Real Estate Lawyer, her 20-year experience is recognized by the national and international legal markets, and her specialization in target industries provide Benedetta with an outstanding level of knowhow and technical sophistication.

Professional Memberships: Benedetta is a member of AREL (Associazione Real Estate Ladies) and served as its vice-pres- ident from 2000 to 2010. She was admitted to the Italian Bar in 1998.

Publications: Benedetta won the RE INNOVATION LADY 2015 honorary award promoted by AREL Associazione Real Estate Ladies and Scenari Immobiliari. She also won the TopLegal Awards 2010 as Best Real Estate Professional of the Year. She is a regular speaker at real estate conferences and she is a contributor to Italian real estate publications. She is recommended as a real estate lawyer by Chambers Europe, The Legal 500 and Best Lawyers.

Personal: Benedetta speaks English and Italian.

AMOROSO, Federico
Chiomenti, Rome
federico.amoroso@chiomenti.net
Featured in Capital Markets (Italy)

Practice Areas: Federico’s practice focuses on financial markets. He advises leading corporate clients and banks on national and international deals involving equity capital market transactions (i.e., IPOs, share capital increases, share placements, treasury share buy-back programmes) and debt capital markets transactions (i.e., bond issuances of convertible financial instruments and hybrids issu-
ances, as well as "liability management" transactions, as well as corporate finance and public M&A, including public purchase bids and public exchange offers.

Career: Federico Amoroso joined the Firm in 2012 and became a Partner in 2018. He has been Of Counsel since 2021.

Professional Memberships: Member of the Rome Bar (Italy), 2006. Admitted to New York State Bar, 2012.

Personal: Languages: Italian, English

AMPOLLINI, Daniela
Trevisan & Cuozzo, Milan
+39 02 6246081
dampollini@trevisancuozzo.com
Featured in Life Sciences (Italy), Intellectual Property (Italy)

Practice Areas:
With more than 20 years of experience in IP, Daniela has advised and assisted both Italian and international clients in the exploitation and protection of innovation using all tools contemplated by IP law: patents, trademarks, designs and models, copyright, industrial secret and unfair competition law, etc. Her experience covers both contentious work (including cross-border and multi-jurisdictional litigation), and non contentious work, including clearance analysis and the negotiation and drafting of commercial agreements concerning the exploitation of industrial and intellectual property rights, also in the context of complex commercial agreements. She assists clients in many industry areas: mechanical, electronic, chemical, pharmaceutical, medical devices, cosmetics, fashion and apparel, seed industry, food & beverage, FMCGs, and others. Daniela joined Trevisan & Cuozzo in 1999.

ANCESCHI, Chiara
DLA Piper Italy, Milan
+39 02 81681
chiara.anceschi@dlapiper.com

Featured in Restructuring/Insolvency (Italy)

Career: Chiara Anceschi focuses on the debt sector (banks, debt solutions funds, alternative lenders/borrowers) working on complex lending structures as well as debt restructuring/distressed asset management trades. Chiara has been working extensively before and during the crisis to defend the interests of the lenders both in corporate and real estate deals (providing debt solutions to lenders, real estate funds, borrowers and more recently alternative debt providers).

ANDRETTA, Daniela
Orick, Herrington & Sutcliffe, Milan
+39 02 45413880
dandreatta@orrick.com

Featured in Restructuring/Insolvency (Italy)

Practice Areas:
As a member of Studio Legale Tribunario in Milan, a law firm associated with Ernst & Young International.

ANGLANI, Francesco
BonelliErede, Milan
+39 06 845551
francesco.anglani@belex.com
Featured in Competition/European Law (Italy)

Practice Areas:
As Partner, Francesco Anglani specialises in competition/anti-trust law and EU law with particular focus on corporate compliance and antitrust advice relating to the various distribution systems in Italy, and broad, breach of regulations on restrictive practices and abuse of dominant position before European courts, the European Commission and national authorities. He is leader of the Luxury Focus Team and a member of the Sports Law and Shipping & Transport Focus Teams, as well as of the Competition Litigation Task Force.

ANONNI, Marco
DWF, Milan
Featured in Intellectual Property (Italy)

Practice Areas:
Marco Anonni is a specialist in the Intellectual Property field, with particular focus on Intellectual Property litigations concerning patents, trademarks, design, copyright, trade secrets as well as unfair competition.

ANTONINI, Carola
Chiomenti, Milan
+39 02 7215 7675
carola.antonini@chiomenti.net
Featured in Energy & Natural Resources (Italy, Projects) (Italy)

Practice Areas:
Carola advises Italian and international clients in project development and acquisition in the energy and infrastructure fields, with a focus on renewable energy (wind, biomass - including WIE, biofuel, photovoltaic, geothermal, solar heat, hydroelectric), energy, from conventional sources (oil and gas), infrastructure and public tenderers on energy and gas transport and distribution, infrastructure concessions and contracts, acquisition, and leveraged finance.

Career: Carola Antonini joined the Firm in 1990 and became a Partner in 2003.

Professional Memberships:
Member of the Rome Bar (Italy), 1999

Personal: Languages: Italian, English, French

ANTONINI, Massimo
Chiomenti, Milan
+39 02 72157171
massimo.antonini@chiomenti.net

Featured in Tax (Italy)

Practice Areas:
Massimo advises Italian and international clients on tax law, with a particular focus on corporate transactions, M&A, private equity, international taxation, transfer pricing, tax litigation, private wealth management, trusts and estate planning. He has been Member of the Chamber of Finance Committee, and he is currently member of: the Executive Committee of the International Fiscal Association; the Executive Committee of the International Fiscal Association - Italian branch; the Council of STEP Italy.

Career: Massimo Antonini joined the Firm in 2004 and became a Partner in 2019.

Professional Memberships:
Member of the Milan Bar (Italy), 1996. Member of IPA (International Fiscal Association – Italian branch). Member of the Board of Directors of STEP (Society of Trust and Estate Practitioners) Italy.

Personal: Languages: Italian, English, French

APA, Ernesto
Portolano Cavallo, Rome
+39 06 696661
epa@portolano.it

Temporary (Italy)

Practice Areas:
As Partner, Marco Arato specialises in restructuring and insolvency with particular focus on transfer of equity stakes and companies, extraordinary financial operations, debt restructuring, capital increases, mergers and demergers and company takeovers. He is Managing partner of the Genoa office and Team Leader of the Restructuring & Insolvency Focus Team. He is also member of the Banks and Shipping & Transport Focus Teams.

ARNABOLDI, Luca
Carnevali Law Firm, Milan
+39 02 6565 841
larnaboldi@carnevali.it

Practice Areas:
Corporate M&A and Private Equity Media

Career: Luca Arnaboldi, the Managing Partner of CARNEVALI LAW Firm, has been with the Firm since the beginning of his career. His practice focuses on complex M&A and financial transactions, including within the real estate and media sectors. In addition, Luca is a professor of Mergers and Acquisitions Law at the University Carlo Cattaneo of Castellanza (LIUC). He has also lectured at various courses and seminars, in different Universities in Milan and Rome. He has held and still holds directorships or supervisory boards in several, public and private, Italian and international companies.

Professional Memberships: Chairman of the American Chamber of Commerce in Italy, the Chamber of Commerce of Milan and a reserve officer with Italy’s Guardia di Finanza. Admitted to the Italian Bar in 1989 and gained audience rights before the Supreme Court in 1993.


AROSA, Fabrizio
Freshfields Bruckhaus Deringer, Rome
+39 06 695 351
fabrizio.arosa@freshfields.com

Featured in Dispute Resolution (Italy)

Practice Areas:
Fabrizio advises clients, notably in regulated industries, on issues of corporate governance, shareholder disputes, directors’ and auditors’ liability, financial investigations, regulatory and internal investigations, breach of contracts, antitrust matters, abuse of economic dependence, unfair trade practices, product liability and environmental contamination. He has represented parties in domestic/ international arbitrations and in litigation before Italian Courts (including the Supreme Court) and EU Courts.


Professional Memberships: Italian Bar.

Personal: JD, summa cum laude, University of Turin, Faculté International de Droit Comparé, Strasbourg, Harvard Law School (LL.M.)

ARRIGONI, Arrigo
Gianni & Origo, Milan
+39 02 763741
arrigonis@gop.it

Featured in Projects (Italy)
Practice Areas: Arrigo focuses his practice on the development, financing and acquisition of renewable energy projects. In particular, he gained significant experience in relation to the contractual aspects connected with the development of projects in such fields, as well as in the structuring and negotiation of their financing through project financing schemes. He has provided assistance in connection with the development and financing of some of the most important energy infrastructures and renewable energy projects at the national and European level. He has also assisted some leading companies in the energy market in relation, amongst others, power and gas trading and related regulatory and contractual matters.

Career: He graduated in Law from the University of Ferrara and he is a member of the Italian Bar.

ASTI, Nicola
Freshfields Bruckhaus Deringer, Milan 0039 02 625301
nicola.asti@freshfields.com
Featured in Corporate & M&A (Italy), Private Equity (Italy)
Practice Areas: Lead corporate partner for Italy in the global transactions group. Nicola specialises in corporate and commercial law, with a specific focus on private acquisitions and disposals, joint ventures, public takeovers and equity capital markets transactions. He is often involved in private equity transactions, including LBOs and MBOs. Nicola is a member of the firm’s global financial investors, infrastructure/transport, pharmaceuticals/ healthcare and retail/consumer goods sector groups.

Career: Joined Freshfields in 1997; partner since 2002; currently leading the Italian “Global Transactions - Corporate & M&A” team.

Professional Memberships: Italian Bar (2002), Milano Bar (Italy), 2009 2016 Studio Legale Cappelli RCCD, Milan
Personal: Education: JD, University of Milan. Language: English.

ATTOLICO, Lorenzo
Advant Nctm, Rome +39 066784977
laurento.attolico@advant-nctm.com
Featured in Intellectual Property (Italy), TMT (Italy)
Practice Areas: Intellectual Property (IP) Career: Lorenzo Attolico, Head of IP Department, represents large Italian and foreign groups in connection with domestic and international transactions. His expertise includes handling all types of copyright and media contracts, trademarks, patents, advertising, new technology transfer agreements and all types of IP litigation. He develops close working relationships with his clients in order to establish flexibility and efficiency in maximizing available resources while minimizing the costs. His principal clients are: Gucci, Nike, Sony Station, Sony Pictures and Sony TV.
Professional Memberships: IN- TA-International Trademark Association -Copyright Committee Member; IAEI-International Association of Entertainment Lawyers

AURICCHIO, Antonio
Gianni & Origoni, Rome +39 06 970214
auricchio@goip.com
Featured in Restructuring/Insolvency (Italy), Dispute Resolution (Italy)
Practice Areas: Antonio specialises in commercial, corporate and bankruptcy matters, in litigation and arbitration proceedings. He also advises banks, financial institutions and companies on all aspects of contentious insolvency and restructuring proceedings. He is currently Co-Managing Partner of the firm. A member of the Italian Bar, he is qualified to appear in front of the Italian Supreme Court.
Career: Graduated in Law from the University “Federico II” of Naples.

AURICCHIO, Vito
Legance - Avvocati Associati, Rome +39 06 93 18 271
vauricchio@legance.it
Featured in Competition/European Law (Italy)
Practice Areas: Vito Auricchio heads the EU, Antitrust and Regulation department. He regularly advises Italian and foreign companies on various antitrust and regulatory matters, including mergers (before the Italian Competition Authority, and the EU Commission), cartels, abuses, distribution contracts, on antitrust and regulatory matters. Vito’s activities also focuses on advising clients in compliance, distribution matters as well as consumer protection law. Vito also supports clients in complex (litigations both in antitrust (following on and stand alone) and regulatory matters, as well as in complex commercial law disputes.
Professional Memberships: Member of the Rome Bar (Italy) since 2004 Member of the Board of the Association Antitrust Italiana (Italian Antitrust Association) since 2010

AZZARÀ, Antonio
Studio Legale Cappelli Rccdd, Milan 39-02-30441-214
azzarara@paulhastings.com
Featured in Restructuring/Insolvency (Italy)
Practice Areas: Mr. Azzara’s practice is focused on advising domestic and international financial and commercial clients on restructuring transactions and related insolvency issues, M&A, private equity and other investment transactions, banking law as well as general contract law and corporate governance matters. Mr. Azzarà has significant experience in counseling corporate boards (including for publicly listed companies) on matters of governance and fiduciary duties, as well as strategic and financial investors in turn- around and M&A transactions. He writes articles on corporate and insolvency law and he is invited as speaker in conferenc- es and seminars.
BALP, Alessandro
BonelliErede, Milano +39 02 891311
alessandro.balp@belex.com
Featured in Real Estate (Italy)
Practice Areas: Partner, Alessandro Balp specialises in corporate law with a particular focus on extraordinary M&A, private equity, real estate, mutual invest- ment funds and sector regulations. He is member of the Real Estate and Luxury Focus Teams.

BALZANO, Marina
Orick, Herrington & Sutcliffe, Milan mbalzano@orick.com
Featured in Banking & Finance (Italy)
Practice Areas: Marina Balzano is a partner in Orick’s Italian Banking & Finance team. She has acquired extensive experience in assisting major Italian and international banking groups in all types of structured finance transactions such as acquisition and leveraged finance, corporate finance, project finance, public finance and infrastructure financing. She has also gained solid experience in the issuance of bonds and mini bonds, as well as in the field of debt restructuring both in the out-of-court and pre-bankruptcy phases.

BARBERIS, Emanuele
Chiomenti, Milan +39 02 7215 7448
emanuele.barberis@chiomenti.net
Featured in Employment (Italy)
Practice Areas: Emanuele advises Ital- ian and international clients (in particular, in the luxury, fashion, infrastructure and real estate sectors of the economy.

BARIÈ, Margherita
Carnelluti Law Firm, Milan +39 2 65585 1
mbarie@carnellutli.com
Practice Areas: Intellectual Property Litigation
Career: Margherita Barie is a partner in CARNEILLUTI Law Firm. She is a member of the firm’s intellectual property and liti- gation department. She advises on intellectual property and civil dispute resolution, including patent and trademark infringement, unfair competition, protection of know how, copyright, commercial law and related issues. She acts as counsel in all forms of domestic arbitra- tion and conducts and manages Italian and international litigation in various fields for both Italian and multinational clients.

Professional Memberships: She is a member of International Association for the Protection of Intellectual Property, Licensing Executives Society and Italian Association of Trademark Professionals. Legal Experts - EMEA publication, Legalcommu- nity and TopLegal.
Personal: She speaks Italian, English, French, Spanish.

BARTOCCI, Bruno
Legance - Avvocati Associati, Milan +39 02 89 63 071
bbartocci@legance.it
Featured in Corporate & M&A (Italy)
Practice Areas: Bruno Bartocci focuses on private and public M&A, equity capital markets, financial services regulations and real estate. Within the corporate finance department of the firm, he advises domestic and foreign investment banks, private and listed companies, and private equity funds in acquisitions (including ten- der offers on listed companies), mergers, divestitures, joint-venture transactions, IPOs and equity offerings in the various sectors of the economy.

Career: Emanuele Barberis joined the Firm in 2010 and became a Partner in 2013. Internship with Seyfarth Shaw LLP, Attorneys at Law (San Francisco) and Bohmtr & Sacks, PC., Attorneys at Law (New York), specialised study in labour law and commercial contracts.

Professional Memberships: Member of the Milan Bar (Italy), 2000. Admitted to practice before the Supreme Court, Italy, 2016. Member of AGI (Italian Labour Law Association), Member of ELEA (European Employment Lawyers Association)

Personal: Languages: Italian, English, Portuguese.

AZZARÀ, Antonio
Studio Legale Cappelli Rccdd, Milan 39-02-30441-214
azzarara@paulhastings.com
Featured in Restructuring/Insolvency (Italy)


BASCELLI, Matteo
LMS Studio Legale, Milan
+39 02 881861
matteo.bascalli@lmslex.com

Featured in Restructuring/Insolvency (Italy)
Practice Areas: Banking and Finance, Restructuring and Insolvency
Career: Matteo Bascelli is a partner in the banking and financial law and business crisis management department of LMS since 1995, having gained previous professional experience at some of the most prestigious Italian and international law firms (Carnelutti law firm 1995-1998, Vita law firm Sarno Fabbrini e Associati 1999-2008; Orick, Herrington & Sutcliffe 2009-2011; CBA Law and Tax Firm 2011-2019). Matteo regularly provides assistance to banks and financial intermediaries in debt restructuring operations. His expertise includes the composition of the corporate crisis, as well as in insolvency procedures with particular regard to those that provide financial assistance to support business continuity for the purposes of concrete turnarounds.

Languages: Italian, English, French

BENEDICT, Ryan
Latham & Watkins, Milan
+39 3046 2000
ryan.benedict@lws.com

Featured in Capital Markets (Italy)
Practice Areas: Ryan Benedict, a US securities and capital markets lawyer, advises public and private company issuers and underwriters on a range of equity and debt capital markets transactions in the US, EMEA, and beyond. Drawing on his extensive product knowledge and on-the-ground experience working in London, Continental Europe, and New York, Mr. Benedict regularly counsels clients on their most complex and significant capital markets transactions. His work spans a variety of key industries, including technology and life sciences. Mr. Benedict’s practice work includes: initial public offerings and follow-on offerings, including US Securities and Exchange Commission (SEC) registered offerings and Rule 144A/Reg S transactions. Special purpose acquisition company (SPAC) transactions; high-yield and investment grade debt offerings; bank capital and financial regulatory matters; tender offers and liability management transactions. Public company representation Mr. Benedict frequently advises on innovative transactions involving bespoke deal structures. He brings particular experience handling cross border offerings, including US registered transactions and listings on securities exchanges throughout Europe. Outside of his commercial work, Mr. Benedict takes a proactive role in helping industry participants successfully navigate the corporate markets — including by organizing thought leadership initiatives and industry roundtables.

BERETTA, Matteo
Cleary Gottlieb Steen & Hamilton LLP, Milan
+39 02 7260 8242
mberetta@cgsh.com

Featured in Competition/European Law (Italy)
Practice Areas: European and Italian antitrust law
Professional Memberships: Member of the Milan Bar

BERNARDI, Antonio
Gallavotti Bernardi & Partners, Rome
+39 06 858 231
abernardi@gb-legal.it

Featured in TMF (Italy)
Practice Areas: Antonio Bernardi gained extensive experience in commercial and corporate law, following many international projects, with significant intellectual property implications, with prevalent reference to the media, entertainment, technology, communications and space sectors, working in Italy and abroad, also within major group companies. He regularly provides assistance for Italian and international audiovisual developments and co-productions, International acquisitions and / or sales of films, TV and Web series, animation content, remakes and sequels, negotiating with major European, American and Asian producers, distributors and BTUs. He has assisted leading national and international groups of media companies, as well as supra-national agencies and bodies, in the communications, air-space and air transport sectors, as well as in the legal aspects related to the design, research, development and implementation of complex multinational industrial projects, as well as in the sector of pharmaceutical research.

Career: Before becoming partner of the firm he was Head Legal for Content Acquisitions of STREAM TV now SKY ITALIA and General Counsel of ELSACOM FIN MECCANICA group (now LEONARDO). He has been teaching classes on intellectual property for audiovisual productions at Rome LUSS Business School, in the Master of Media Entertainment Business.

BERNANDI, Antonio
Milan
+39 06 4662 2306
antonio.bernardi@chiomenti.net

Featured in Dispute Resolution (Italy)
Practice Areas: Andrea advises Italian and international clients in litigation, arbitration, bankruptcy law, corporate restructuring and M&A with a focus on national and international litigation concerning civil law matters (arbitration and before ordinary judicial courts); national and international litigation on civil law matters, with a specific focus on acquisition transactions and commercial contracts (in arbitration and before ordinary judicial courts); alternate dispute resolution; international commercial arbitration; insolvency and pre-insolvency procedures; financial restructuring and company law.

Career: Andrea Berna joined the Firm in 1987 and became a Partner in 1999.

Professional Memberships: Member of the Rome Bar (Italy), 1990. Admitted to practice before the Supreme Court, Italy, 2003.

Personal: Languages: Italian, English, French

BERGUARDI, Antonio
ADVANT NCTM, Rome
+39 06 67845 794
giuliano.bergardi@nctm.it

Featured in BioTech (Italy)
Practice Areas: Advant Nctm is a leading national and international law firm in the field of life sciences and technology law. Mr. Bergardi is partner in the firm’s Life Sciences and Biotechnology practice group, and General Counsel of ELSACOM, FIN MECCANICA group (now LEONARDO). He has been teaching classes on intellectual property for audiovisual productions at Rome LUSS Business School, in the Master of Media Entertainment Business.

BERRUTI, Gianluca
Advant Nctm, Rome
+39 06 67845 794
giuliano.bergardi@nctm.it

Featured in BioTech (Italy)
Practice Areas: Advant Nctm is a leading national and international law firm in the field of life sciences and technology law. Mr. Bergardi is partner in the firm’s Life Sciences and Biotechnology practice group, and General Counsel of ELSACOM, FIN MECCANICA group (now LEONARDO). He has been teaching classes on intellectual property for audiovisual productions at Rome LUSS Business School, in the Master of Media Entertainment Business.

BIONDO, Paolo
Pavia e Ansaldo, Milan
Featured in Corporate & M&A (Italy)
Practice Areas: Expert in extraordinary corporate transactions including
acquisitions and disposals of businesses and of shareholdings, leveraged buy out transactions, demergers and corporate restructuring. He advises on preparing family businesses for generational handovers and leading private equity funds as well as Italian and foreign companies on integration, divestiture and spin-off transactions, from the structuring phase to execution. Alberto has considerable expertise in debt restructuring and managing of distressed companies, having successfully negotiated numerous arrangements with creditors and a number of corporate turnaround procedures. Alberto is a frequent lecturer and speaker at Master’s courses and events of a number of articles dealing with corporate, commercial, insolvency matters.

Career: Joined Pavia e Ansaldo in 2015 as a Partner.

Professional Memberships: • Member of the legal and tax committee of AIFI (Italian Private Equity and Venture Capital Association • Member of International Bar Association (IBA)

Contact: +39 02 7268 260 • sab@toffolettodeluca.it

BOFFI, Davide

Dentons Europe Studio Legale Tributario, Milan

Featured in Employment (Italy)

Practice Areas: Davide Boffi is a partner in Dentons’ Milan office and the Head of Employment and Labour practice in Italy. Davide has significant experience in employment and labor law, as well as in agency contracts. He provides judicial and extrajudicial assistance, advising clients on the full range of national and international employment and labor law, including: negotiation with trade unions and individuals, corporate restructurings, individual and collective dismissals, transfers of undertakings, internal audit and due diligence connected to mergers and acquisitions. He also advises on drafting incentive plans, retention plans, stock option plans and business plans for top managers and directors of publicly traded and private companies, as well as on drafting plant-level collective bargaining agreements with unions, employment and self-employment contracts, general settlement agreements. Davide’s assistance includes drafting privacy policies, internal procedures and disciplinary codes (also according to Legislative Decree no. 231 of 2001).

BONANTE, Nicola

Gatti Pavesi Bianchi Ludovici, Milan

+39 02 7255 2975

nicola.bonante@gbll.it

Featured in Employment (Italy)

Practice Areas: Nicola Bonante specialises in all labour law and industrial relations-related matters, including employees’ benefits, stock option plans, MBOs and LITPs, reorganisation and restructuring processes, on a domestic and international level. He also deals in labour law matters in connection with extraordinary corporate and private equity transactions.

BONIGNORE, Roberto

Cleary Gottlieb Steen & Hamilton LLP, Milan

+39 02 7260 8230

rbignore@cgsh.com

Featured in Restructuring/Insolvency (Italy), Corporate/MA (Italy), Private Equity (Italy)

Practice Areas: Public and Private M&A, private equity and infrastructure deals, insolvency and restructuring, energy and manufacturing and industrial services.


Professional Memberships: Member of Rome and New York Bars.

BORZI, Umberto

Chiomenti, Rome

+39.02.721577
umberto.borzicchiomenti.it

Featured in Real Estate (Italy)

Practice Areas: Umberto advises Italian and international clients (banks, funds, listed companies and other regulated entities) on Corporate law – M&A and real estate transactions with a particular focus on company law, mergers and acquisitions, private equity, joint venture, real estate acquisitions, asset management, real estate companies’ listings, and extraordinary capital transactions. alum


Personal: Languages: Italian, English

BOSO CARETTA, Alessandro

DLA Piper Italy, Rome

+39 06 68 88 01
ealessandro.bosocaretta@dlapiper.com

Featured in Competition/European Law (Italy), TMT (Italy)

Career: Alessandro has a wide experience in regulatory matters, in particular on transactional and contentious matters, with a focus on technology, life sciences, telecommunications and network industries. He has extensive experience in assisting clients in proceedings before regulatory and antitrust authorities as well as in regulatory and antitrust advice and litigation. His practice also covers consumer protection issues, including the areas of unfair commercial practices and class action. He advises leading Italian and international clients on regular basis in addition to authoring several publications within his areas of practice and regularly speaking at seminars and conferences.

BOTTINI, Aldo

Toffolo De Luca Tamaio, Milan

+39 02721441
sab@toffolodelacعت

Featured in Employment (Italy)
Practice Areas: Employment law and industrial relations; Restructuring; - Bank and bond refinancing; - Management of executive relationships; - Contracts with commercial agents; - Litigation.


Professional Memberships: - Founding member and Ex-Chairman (2015- 2019) of the Italian Employment Lawyers Association (AQL, Avvocati Giustavolatori Italiani - www.giustavolatori.it); - Member of the EELA (European Employment Lawyers Association - www.eela.org); - Member of the IBA (International Bar Association - www.ibanet.org).

Publications: - Author of several articles and publications on Employment Law topics; - Regular contributor to the Law & Tax columns of the Italian financial newspaper Il Sole 24 Ore; - Lecturer at Bocconi University in Milan and at the University of Pavia; - Lecturer at the School for Specialisation in Employment Law run by the Italian Employment Lawyers Association (AQL) in association with the Law Society of Milan and with the patronage of the Italian Bar; - Speaker at internal and external client seminars.

BOTTI, Alessandro

Practice Areas: - Debt capital markets –  Direct lending –  Leveraged finance –  Project financing

Professional Memberships: - 1988: Rights of audience in the Italian financial and contractual aspects of complex infrastructure and energy financing, including acquisition financing, bank and bond refinancing and financing by multi-lateral. She regularly assists primary lenders and sponsors in the structuring and execution of these transactions and she also has experience of M&A in the renewable energy sector.


Professional Memberships: - Member of the Italian Bar since 2008


BRUNELLI, Fabio

Practice Areas: - Investment Funds, M&A transactions, financial instruments, international taxation, tax litigation.

Career: - Partner Equity at Di Tanno Associati, Past Chair of Invest Europe Tax & Legal Committee and member of the EC Expert Group on Venture Capital Taxation. Lecturer and speaker in national and international University master courses and conferences in the field of taxation and books on tax matters.

BRUNOTTI, Elena

Featured in Public Law (Italy)

Practice Areas: - Family law with a focus on the real estate industry. His practice includes negotiating sale and purchase of real estate assets and companies, co-investment and joint venture agreements, advising on real estate development projects, construc tion, property management and lease agreements, real estate investment funds, and negotiating the relevant management agreements. He also has a general M&A practice, with particular experience in the financial services and insurance indus tries, where he has an in-depth knowledge of the regulatory framework.

BRAGLIANI, Marcello

Practice Areas: - Marcello Bragiani is a partner in Milan and Regional Chair of the Finance Department in Europe. He advises Italian and international clients on a range of complex banking and corporate finance transactions. Drawing on his broad-based banking experience and sophisticated product knowledge, Mr. Bragiani represents a variety of private equity sponsors, banks, private debt lenders, and public and private companies. He brings particular experience in cross-border financings involving bespoke structures. Mr. Bragiani’s practice encompasses: - Acquisition finance – Corporate finance - Debt capital markets – Direct lending - Restructuring A solutions-focused and commercially driven advisor, Mr. Bragiani builds long-term relationships with clients to help them navigate their full array of financing transactions.

BRAMBILLA, Antonella

Practice Areas: - Antonella Brambilla is a partner in our Milan office and a member of the Global Corporate M&A Practice. She advises listed and non-listed companies and professional investors on mergers and acquisitions, private equity and domestic and international corporate transactions, with a particular focus on the equity and capital market sector. Antonella’s legal advice includes extraordinary transactions of listed companies in EU and extra EU regulated and non-regulated markets, public offerings, IPOs and take-over bids. Her assistance also covers corporate governance matters as well as capital market aspects of restructuring transactions.

BREGGIA, Emanuele

Featured in Public Law (Italy)

Practice Areas: - Filippo provides in- house and out-of-court advice to Italian and international clients concerning public contract law in a broad sense (award and execution of contracts and concessions of works, services and supplies; project financing). Filippo has gained a wealth of experience in the main regulated sectors and in the financial market sector. In the energy sector, Filippo’s practice focuses on regulatory matters and on managing relationships with the Authorities. He assists clients with implementing and managing energy infrastructure projects and related administrative litigation. His practice also focuses on governmental agencies and state-owned along with their special regimes. In the public service fields, he also advises clients in the gas, waste, water, transport services sector. He has gained a wealth of experience in the health and pharmaceutical sector, managing relationships with the National Healthcare System
and advising clients on regulatory matters and relevant industry-specific procure-
ment matters. Mr. McCrossan’s practice includes urban planning and environmental law and real estate transactions under public law (public funded real estate funds and
devestments).
Professional Memberships: Member of the Rome Bar (Italy), 1995, Admitted to practice before the Supreme Court, Italy, 2008.
Personal: Languages: Italian, English
BUCCI, Stefano
Gianni & Orìngi, Rome
+39 06 478751
sbucci@gop.it
Featured in Private Equity (Italy)
Practice Areas: Stefano specialises in M&A, leveraged buy-out, venture capital, and joint ventures. His expertise also ex-
tends to competition law, as well as corpo-
rate and commercial law. He has advised a number of domestic and multinational corporations in significant acquisition transactions and relating to acquisition financing, as well as in takeovers of listed corporations. He frequently assists invest-
ment banks, Italian and foreign private equity funds and companies in connection with the participation in public bids and privatisations.
Career: Graduated in Law from the Uni-
versity of Rome, he got a Masters degree in Tax and Corporate Practice from LUISS University, Rome.
BUSATA, Federico
Gianni & Orìngi, Milan
(390) 276-3741
fbusata@gop.it
Featured in Compliance (Italy)
Practice Areas: One of the firm’s practising trial lawyers, Federico advises and represents both multinational and Italian companies in disputes before the various Italian courts and tribunals, also at appeal level, as well as before arbitration panels in Italy and abroad. He also represents clients before Italian regulatory agencies, including the Italian ministerial office enforcing product safety regulations. In addition, his expertise extends to compliance and white collar crime; he advises clients on cases involv-
ing the Italian Legislative Decree 231/01, and on the implications within of international cases under the US Foreign Corrupt Practices Act.
CACCIAPIUOTI, Emidio
McCormick Will & Emery Studio Legale Associato, Milan, Italy
+39 02 3657 5717
eccacciapiuto@mwe.com
Featured in Tax (Italy), Private Equity (Italy)
Practice Areas: Emidio Cacciaipiotu is a partner, he focuses his practice in tax and regulatory aspects of funds, alternative investment fund structures and carried-in-
terest schemes. He also deals with a wide range of tax issues related to financing, multinational enterprises and private indi-
viduals. His clients include domestic and international companies, private equity firms, financial services companies and family offices across a variety of sectors. View more at: https://www.mwe.com/
people/cacciaipuot-emidio/ Professional Memberships: Interna-
tional Fiscal Association (IFA). Milan Board of Directors, Commercialist (Tax Advisers).
CALDARONE, Raffaele
Advocate, Milan
+39 02 725511
raffaele.caldarone@advant-nctm.com
Featured in Compliance (Italy)
Practice Areas: Corporate & Commer-
cial; Mergers & Acquisitions Career: Raffaele Caldarone, Equity Partner and member of the firm’s Board of Directors, deals with corporate and commercial law. His experience includes M&A transactions and assistance to clients in business law matters. He offers advice on corporate law topics including governance, risk management and ethical issues. He is the author of articles published by major Italian corporate and business law journals and lectures regularly at conferences and seminars on corporate and commercial law issues. His main clients in corporate/M&A and compliance are primary world class public and private companies engaged in the Oil & Gas, Infrastructure and Manufacturing industries.
Professional Memberships: Milan Bar Personal: Law Degree, Università degli Studi di Bologna, 1980
CALDERARO, Paolo
Studio Legale Cappelli RCCD, Milan segment:
Featured in Capital Markets (Italy)
Practice Areas: Paolo’s practice spe-
cialises in structured finance, with a focus on collateralised financing transactions, traditional and synthetic securitisation, covered bonds, loan assignments and debt restructuring.
Career: Advocate - Admitted to the Milan Bar, 1995-2009 Studio Legale Cap-
CALO, Ugo
DLA Piper, Italy, Milan
+39 02 80 6181
ugo.calo@dlapiper.com
Featured in Restructuring/malveicency (Italy)
Career: Ugo acquired wide experience in dealing with finance and debt restruct-
ing operations. He has assisted in multiple debt restructuring of large companies in crisis and in the structuring of complex investment operations in distressed com-
panies or financial institutions. Moreover, Ugo has gained extensive experience in large real estate finance and acquisition financings. Over the years, he has followed some of the most important project finance operations in Italy and abroad in the transport sector. He is Head of Financial Services Sector Italy.
CANINO, Iacopo Filippo
White & Case LLP, Milan
+39 02 338540
iacopo.canino@whitecase.com
Featured in Banking & Finance (Italy)
Practice Areas: To read more, visit: whitecase.com/People/Iacopo-Canino
CAPECCHI, Gabriele
Legance - Advocati Associati, Milan
+39 02 89 63 071
gcapcechi@legance.it
Featured in Real Estate (Italy)
Practice Areas: Gabriele Capeccchi is the co-head of the Real Estate Department. He practices in corporate finance and M&A and has also developed a sophisti-
cated expertise in real estate, assisting primary investors in any kind of real estate project, such as acquisitions, development and management projects, including acquisitions and divestitures of large portfolios of assets.
Career: In Legance since 2007, Partner since 2009. In Legance, Gabriele is a mem-
Professional Memberships: Member of the Milan Bar since 1996 Admitted to practice before the Supreme Court and Highest Jurisdiction since 2011
CAPELLI, Donatella
Trevisan & Cuonzo, Milan
Featured in Intellectual Property (Italy)
Practice Areas: Having joined Trevisan & Cuonzo in 1999, Donatella is one of the firm’s most experienced IP lawyers and has been successful in a number of patent and trademark litigation matters before the Italian courts as well as before the European Court of Justice. After having mainly dealt with mechanical and electronic patent cases in the earlier part of her career, for the last 10 years she has focused on pharma and biotech litigation (including cross-border and multi-juris-
dictional litigation). She also advises on a regular basis on competition issues. Her professional experience includes: - Representing some of the most important pharmaceutical companies (Anglo-Swedish, Spanish and Italian companies) in patent and standing patent/SPC validity and infringement, also advising on competition law and antitrust
aspects – Representing a number of famous Italian companies in important cases concerning the validity and infringement of trademarks both before Italian High Courts and the European Court of Justice – Representing a multinational and world leading FMCG manufacturer – owner of internationally famous food and beverage, household and personal care brands – in a number of cases before the Italian Advertising Authority.

CAPONE, Luca
Freshfields Bruckhaus Deringer, Milan +39 02 6252 2011 luca.capone@freshfields.com
Featured in Employment (Italy)

Practice Areas: Luca Capone is a partner and leads the Italian people and reward group. He assists clients in the termination of managing directors and other top managers’ contracts, large-scale redundancies, human resources aspects of mergers and acquisitions, drafting and negotiating company collective agreements and agency contracts. Luca advises leading international companies particularly in the financial, pharmaceuticals and construction sectors.

Career: Partner since 2011.


Personal: Languages: English.

CAPPELLI, Giorgio
Chiomenti, Rome +39 06 4662 2366 giorgio.cappelli@chiomenti.net
Featured in Banking & Finance (Italy)

Practice Areas: Giorgio advises Italian and international clients on environmental and administrative law issues, corporate environmental policies, risk management, health and safety issues. Has broad expertise in the energy sector advising clients on the development of energy projects, environmental permits, environmental and electricity regulatory compliance, negotiation with public authorities, settlements and administrative litigation issues. She developed significant experience on permitting issues connected to the development of offshore terminals and energy infrastructure projects. Other areas of expertise include the implementation of the WEEE and ROHS Directives in Italy and the compliance with the Emission Trading Directive.

CARABELLESE, Piermauro
Advant Nctm, Milan +39 02 725511 piermauro.carabellese@advant-nctm.com
Featured in Tax (Italy)

Practice Areas: International tax, tax structure of M&A transactions, financial planning related to internal restructuring plans of companies, transfer pricing; high net worth individuals, trusts.

Career: Piermauro Carabellese advises on all tax issues involving acquisitions for strategic investors and private equity funds. He assists multinational clients in complex litigations before the Tax Authority, in trials before the Tax Court and in resolving tax issues pending litigation through agreements with the Tax Authority.

Professional Memberships: Chartered Accountants Register of Milan, 1984; Foundation for Continuing Education, Director.

Personal: Masters Degree Fiscal Tax and Business Administration Degree, Luigi Bocconi University

CARCATERA, Giovanni
Giovanni e Associati, Milan +39 02 9769 7800 giovanni.carcatera@galaw.it
Featured in Dispute Resolution (Italy)

Practice Areas: Giovanni’s practice primarily focuses on corporate and commercial law, mainly on mergers and acquisitions, private equity and venture capital, contracts as well as on dispute resolution, for which he has been often ranked in the main legal directories.

Career: Giovanni graduated in law at University of Naples in 1982 and was admitted to the Bar in Naples in 1985. He is admitted to plead before the Court of Cassation.

CARDELLICCHIO, Pasquale
Giovanni e Associati, Milan +39 02 9769 7301 pasquale.carcellicchio@galaw.it
Featured in Dispute Resolution (Italy)

Practice Areas: He is a partner at Giovanni e Associati specialised in dispute resolution and has gained a significant experience on the areas of banking, finance, corporate and insolvency, for the domestic and international financial institutions.

Career: He started in the early days of his career working on criminal law matters and has built on that experience to develop a practice in investigation proceedings by Consob or by the Public Prosecution in relation to white collar crimes and crimes against companies and public entities. Prior to joining Giovanni e Associati, he worked at important Italian and international firms.

Professional Memberships: He graduated in Law (Magna cum Laude) at LUISS University in Rome and specialized in civil law at University of Naples “Federico II”. Since 2013 he is admitted as Cassazionista before the Italian Supreme Court.

CARINO, Antonio
DLA Piper Italy, Milan 0039-02-0860181 antonio.carino@dlapiper.com
Featured in Compliance (Italy), White-Collar Crime (Italy)

Career: Antonio Carino defends managers of Italian and multinational companies in white collar criminal proceedings arising from tax, corporate and financial violations, against public administrations and in relation to tax, health and safety in the workplace, environmental and malfunctioning product issues. He assists Italian and foreign companies on issues related to business criminal law and corporate criminal liability. He defends a number of corporations in some of the most important domestic criminal proceedings under the Italian Decree No. 231/2001. Furthermore, he has gained specific expertise in planning and implementing organisational models and in conducting defensive investigations, including internal ones as well as in the adoption of compliance programs to the US Foreign Corrupt Practices Act (FCPA) and UK Bribery Act and generally to international regulations. Antonio has been appointed as President of Vigilance Bodies pursuant to Italian Decree No. 231/2001 for multinational companies. He is often invited to speak at seminars and conferences on topics relating to corporate criminal law, and corporate criminal liability under the Italian Decree No. 231/2001.

CARLEVARIS, Andrea
BonelliErede, Rome +39 02 77131 andrea.carlevaris@bellex.com
Featured in Dispute Resolution (Italy)

Practice Areas: Partner, Andrea Carlevaris specialises in international arbitration, as arbitrator and counsel, with particular focus on international contracts, particularly concerning tenders, energy, M&A, investments, private law, public law and civil procedure. He is member of the International Arbitration Focus Team.
until May 2019, co-chair of the arbitration working group of ASLA (the Association of Italian Law Firms) from January 2014 to November 2019 and Vice Chair of the Host Committee of the IBA Annual Conference held in Rome in October 2018. She has also been a member of the ICC Task Force on Emergency Arbitrator Proceedings and a member of the ICC Task Force on Arbitration of Climate Change Related Disputes. Cecilia is also a member of DIS and has been in charge of reviewing the translation into Italian of the DIS Rules as well as the update of the translation into German of the new Rules of the Milan Chamber of Arbitration. As from May 2020 she is managing director of the DIS®仲裁 (Rule of Law for Development Program – Loyola University Chicago School of Law).


CASSAR, Germana DLA Piper Italy, Milan +39 02 806181 germana.cassar@dlapipermi.com - Featured in Energy & Natural Resources (Italy)

Career: Germana Cassar advises Italian and international financial institutions and investors on administrative matters related to the electricity sector including the generation of electricity from renewable resources, supply and distribution of electricity and gas, sanctioning proceedings, energy efficiency and User Efficiency Systems, energy-saving facilities, white certificates, public incentive from GSE and European incentives, as well as in the public procurement, environment, town planning, expropriation and pharmaceutical areas. She has gained consolidated experience in dealing with contentious matters in the above mentioned areas, before the Regional Administrative Courts, Council of State, High Court of Public Waters, Supreme Court and Civil Courts. She has advised clients on a number of project financing transactions, under a limited recourse basis, for the construction and management of wind farms and plants for the generation of electricity from renewable resources (such as photovoltaic, biomass and bio gas), as well as plants for the construction of integrated waste management system in the South of Italy and public sewage treatment plants, the latter advised also on administrative law and construction contracts matters. She advises Italian and international clients operating in the real estate sector in relation to the development, construction, acquisition and financing of large logistic and commercial centers.

CASTAGNO, Jean-Paulé Orrick, Herrington & Sutcliffe, Milan + 39 02 4541 3800 jcastagno@orrick.com - Featured in Compliance (Italy), White-Collar Crime (Italy)

Practice Areas: Jean-Paulé Castagno is partner in Orrick’s Milan office and Head of The Italian White Collar Criminal Defense team. He has more than 15 years of proven experience in criminal litigation, in the management of all phases of crisis management, such as internal investiga- tions - including those of a cross-border nature - the court defense, in the content of criminal proceedings and the sanction proceedings before the Supervisory Authorities, in the interests of both natural persons and legal persons according to the D. Legislative Decreto no. 231/2001. Jean-Paulé advises clients in high-profile criminal proceedings with specific refer- ence to anti-money laundering, financial crimes, false accounting, bankruptcy offenses, tax crimes, corruption and bribe in both the public and private sector, environmental crimes, occupational health and safety offenses, intellectual property crimes, data protection and privacy crimes/cybercrime, and vicarious liability of corporate entities. Jean-Paulé has been involved in the preparation and update of a large number of systems and controls pursuant to Law No. 231/2001 and she is a member and chairwoman of the surveillance committees of many Italian and foreign companies, Jean-Paulé is a member of Unione Camera Penali – Osser- vatorio Europa and the European Criminal Bar Association.

CASTELLANI, Enrico Freshfields Bruckhaus Deringer, Milano +39.02.625.301 enrico.castellani@freshfields.com - Identified in Restructuring/Insolvency (Italy), Dispute Resolution (Italy)

Practice Areas: Head of the litigation team. Banking and financial specialist with strong experience in insolvency and contentious matters. Advises international and Italian financial institutions and private eq- uitv investors, including multi-functional and industrial groups. Often co-operates with criminal counsels on regulatory and insolvency investigations, and has acted as counsel and arbitrator in arbitration proceedings.


Professional Memberships: Italian Bar Association.

Personal: Education: JD, summa cum laude, University of Trieste. Language: English.

CASTORINO, Giancarlo McDermott Will & Emery Studio Legale Associato, Milano +39 02 3657 5734 gcasterino@mwe.com - Featured in Real Estate (Italy)

Practice Areas: Partner Giancarlo Cas- torino focuses his practice in structured fi- nance, particularly with regard to property and acquisition finance, where he mainly assists lenders in both domestic and cross-border transactions. His extensive client base consists of the foremost Italian banks, such as Intesa Sanpao S.p.A and UniCredit S.p.A, and investors whom he has assisted and advised in complex re- structurings and in the sale of related debt portfolios. Giancarlo is the managing partner for the Firm’s Milan office. View more at https://www.mwe.com/people/ castorino-giancarlo/ Professional Memberships: Milan Bar Association

CATALOWO, Elina BonelliErrede, Milan Elina.Catalano@belex.com - Featured in Corporate/M&A (Italy), Private Equity (Italy)

Practice Areas: Partner, Elina Catalano specialises in corporate and M&A (both domestic and cross-border), private equity, JVs and commercial agreements. She is a Board member, Team Leader of the Private Equity Focus Team and member of the Digital Innovation Focus Team.

CAUMONT CAIMI, Cristiano Tremonti Romagnoli Piccioni & Associati, Milano 02 5831 3707 caumont@virtax.it - Featured in Tax (Italy)

Practice Areas: Specialises in interna- tional tax, transfer pricing, tax litigation and tax rulings, taxation of individuals.

Career: Joined the firm in 2002, partner since 2014. Member of the International Fiscal Association (IFA). Member of the tax policies working group at the American Chamber of Commerce in Italy (Amcham).

Publications: Author of various publi- cations in national and international tax reviews and journals.


CAZZATO, Carlo Edoardo Orsingher Ortu Avvocati Associati, Milano +39.06.36002365 Edoardo.cazzato@orsingher.com - Featured in Corporate/M&A (Italy)

Practice Areas: He assists clients on various issues in the field of European and Italian antitrust, competition, merger control and consumer law. He acquired a broad experience in TLC and regulat- ed sectors such as media, energy and pharmaceuticals, advising clients before the AGCM, the European Commission, the Italian Administrative and Civil Courts and the European Courts.

Career: He graduated in law from the University of Bari “Aldo Moro” with top marks (J.D. 2005). He also gained a PhD in Commercial Law at the same University and holds a Postgraduate Diploma in EU Competition Law and an LL.M. in International Business Law at King’s College London and De Montfort University of Leicester respectively. After his internship at the Italian Competition Authority (AGCM), he practised at Studio Legale Liliberti-Scognamiglio, DLA Piper and Lipani Catricala & Partners, where in 2017 he became a partner. He is a coordinating member of the antitrust and regulatory practice. He joined Orsingher Ortu Avvocati Associati as a partner in 2021.

Professional Memberships: He has been a Non-Governmental Advisor of the European Commission’s DG Competition. He is Adjunct Professor of Antitrust Law at the Mercantour University.

CUCCHIA, Francesco Edoardo Foresti Schiantoni, Milan Francesco.Cucchia@fsitalian.com - Featured in Restructuring/Insolvency (Italy), Corporate/M&A (Italy), Private Equity (Italy)
Marco Cerrato is an Italian lawyer whose practice focuses on administrative litigation matters. He provides services in civil, corporate and reinsurance companies as well as insurance intermediaries, establishment of branches of foreign multinationals in Italy (reinsurance, insurance and insurance mediators), drafting of contracts and all insurance-related aspects. Moreover, he provides services in civil, corporate and administrative litigation matters.

CERRATO, Marco
Maisto e Associati
0039 02 776931
m.cerrato@maisto.it
Featured in Tax (Italy)

Practice Areas: Marco Cerrato is an Italian lawyer whose practice focuses on administrative litigation matters. He provides services in civil, corporate and reinsurance companies as well as insurance intermediaries, establishment of branches of foreign multinationals in Italy (reinsurance, insurance and insurance mediators), drafting of contracts and all insurance-related aspects. Moreover, he provides services in civil, corporate and administrative litigation matters.

Practice Areas:
- Corporate law and governance
- Mergers and acquisitions
- Private equity and venture capital
- Capital markets
- Tax law
- Intellectual property
- Antitrust
- Competition law
- Energy and natural resources
- Public procurement
- Real estate
- Construction
- Litigation
- Arbitration
- Mediation
- Dispute resolution

Personal:
Languages: Italian, English, French, Spanish

Publications:
- Chambers Global 2023
- Best Lawyers in Italy 2023
- Who's Who Legal 2023
- IFLR1000 2022
- Legal 500 2022

Contact:
+39 02 80618181
m.cerrato@maisto.it

www.chambers.com
CROFF, Carlo
Chiomenti, Milan
+39 02 9652 2610
croff@chiomenti.net
Featured in Competition/European Law (Italy), Capital Markets (Italy)

Practice Areas: Corporate law, finance, mergers and acquisitions, joint ventures, private equity, supervisory boards, commercial contracts, energy, petrochemicals, mass distribution, real estate and financial services. He has been involved in international cross-border cases and has significant experience in the energy, petrochemicals, mass distribution, real estate and financial services sectors.

Curti, Ilaria
Chiomenti, Milan
+39 02 9652 2610
ilaria.curti@chiomenti.net
Featured in Competition/European Law (Italy), Capital Markets (Italy)

Practice Areas: Competition, EU law, energy, public procurement, public/privatization, public procurement, environmental law, EU competition law, public/privatization, public procurement, environmental law, EU competition law. She has been involved in cases concerning public procurement, EU competition law, public/privatization, public procurement, environmental law. She has been involved in cases concerning public procurement, EU competition law, public/privatization, public procurement, environmental law. She has been involved in cases concerning public procurement, EU competition law, public/privatization, public procurement, environmental law.

D’ANIELLO, Alfredo
Chiomenti, Rome
+39 06 91638711
ad.anello@chiomenti.net
Featured in Intellectual Property (Italy)

Practice Areas: Intellectual property law, technology transfer, media and entertainment, IT and internet law. He has been involved in cases concerning intellectual property law, technology transfer, media and entertainment, IT and internet law. He has been involved in cases concerning intellectual property law, technology transfer, media and entertainment, IT and internet law. He has been involved in cases concerning intellectual property law, technology transfer, media and entertainment, IT and internet law.

D’ANIELLO, Alfredo
Chiomenti, Rome
+39 06 91638711
ad.anello@chiomenti.net
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Chiomenti, Rome
+39 06 91638711
ad.anello@chiomenti.net
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D’ANIELLO, Alfredo
Chiomenti, Rome
+39 06 91638711
ad.anello@chiomenti.net
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Practice Areas: Intellectual property law, technology transfer, media and entertainment, IT and internet law. He has been involved in cases concerning intellectual property law, technology transfer, media and entertainment, IT and internet law. He has been involved in cases concerning intellectual property law, technology transfer, media and entertainment, IT and internet law. He has been involved in cases concerning intellectual property law, technology transfer, media and entertainment, IT and internet law.
DE LUCA, Alberto
De Luca & Partners, Milan
02 3655 15 61
alberto.deluca@delucapartners.it
Featured in Employment (Italy)
Practice Areas: Alberto has been a partner of De Luca & Partners since 2006, specialising since 2000 in all aspects of employment law, trade union law, agency matters and related litigation. Alberto regularly advises major national and multinational companies in his practice. Among other things, Alberto is often involved in employment and labour matters concerning private equity and M&A transactions, as well as in large reorganisations and restructurings. Alberto is also often involved in the definition and negotiation of incentive plans of directors and managers of public companies and other entities subject to central bank and trade market restrictions. He provides assistance to banks and international law and finance.

DE MATIA, Piero
White & Case LLP, London
piero.dematia@whitecase.com
Featured in Capital Markets (Italy)
Practice Areas: To read more, visit: whitecase.com/people/piero-dematia

DE NICOLA, Alessandro
Orick, Herrington & Sutcliffe, Milan
+39 02 4541 3800
adencioia@orick.com
Featured in Compliance (Italy), Corporate/M&A (Italy)
Practice Areas: Alessandro De Nicola is member of Orick’s Global Board of Directors, Senior Partner of the Italian offices in Milan and Rome, and has been a European Corporate Group Leader. Alessandro has extensive experience in commercial and corporate law, M&A, competition law and corporate governance. He has worked on complex domestic and cross-border corporate transactions including acquisitions and corporate restructurings for some of the most important players in the market. He leads extensive large corporate governance projects with a particular focus on Legislative Decree 231. Alessandro has pleaded before the Italian Antitrust Authority (AGCOM), Consob (the public authority responsible for regulating the Italian securities market), and before civil and administrative courts. He earned his degree at the Catholic University in Milan in 1985, and at Cambridge University he earned an LLM in 1989, a PhD in Corporate Law and Economics in 2007 and an MBA in 2019 (Judge Business School, Cambridge University). Alessandro served and is currently member of the Board of Directors as well as chairman of or member of a number of Vigilance Bodies of several Italian and international companies and financial institutions.

DE PALMA, Alessandro
Orsinger Ortu - Avvocati Associati, Rome
+39 02 8907 0505
alessandro.depalma@orsinger.com
Featured in Employment (Italy)
Practice Areas: Alessandro focuses on labour law and industrial relations matters in which he has been practising for almost two decades. In particular, he assists Italian and international clients in both contentious and non-contentious matters, giving a broad range of advice, including: (i) labour aspects of corporate transactions, corporate reorganisations, lay-offs, collective redundancies; (ii) the various phases of the employment relationship, as well as relationships with directors, consultants and agents; (iii) remuneration of key executives in regulated sectors. Moreover, he has almost two decades of experience in respect of labour law and industrial relations. He is author of various publications on labour law and industrial relations matters and he frequently speaks at seminars and conferences on such matters.

DE SIMONE, Giuseppe
Gianni & Orsini, Rome
+39 06 4778513
ghsimone@gop.it
Featured in Banking & Finance (Italy)
Practice Areas: Giuseppe De Simone assists domestic and international investment banks, private equity funds and companies in domestic and cross-border transactions in all fields of banking & finance, with specific focus on financing matters (including acquisition financing, real estate financing and IPO financing), restructuring transactions (including debt restructuring and assistance in the preparation of the relevant restructuring plans), and structured finance.

DELDIN, Alberto
Studio Legale Cappelli RCCD, Milan
+39 02 3041 4288
alberto.deldin@clexx.com
Featured in Banking & Finance (Italy), Capital Markets (Italy)
Practice Areas: Alberto has extensive experience in banking and finance. His practice encompasses a broad range of transactions, including project financing, structured finance, principal finance and real estate transactions, as well as traditional banking law matters and project finance. He is renowned for his strong technical and commercial skills. Mr. Del Din has represented a number of top tier investment banks, funds, and other institutional investors as well as national and international corporations.

DEGUERRA, Enrico
Pavia e Ansaldo, Milan
+39 02 285581
enrico.deguerra@paviana-ansaldo.it
Featured in Employment (Italy)
Practice Areas: Head of the Employment Department His expertise encompasses all areas of employment and social insurance matters. He is a key client contact for leading players in manufacturing (Bollor Group, Stahl and Granarolo), consulting (McKinsey and Standard & Poor), medical (UPMC), education (Università Bocconi) and banking (Ficenzo and Banca Generali) sectors. He has been advising Italian and international clients since 1990 and has a consolidated background in the drafting of both standard and independent consultancy contracts, as well as in the management and termination of employment relations. He has extensive experience in the negotiation and settlement of all types of labour and employment disputes. He regularly acts for clients in downsizing, transfer of going concerns and corporate restructuring matters, advised by his reputation in the handling of industrial relations issues. He is a recognised expert on health and safety in
the workplace, as well as on sales agency relationships and their termination.


Professional Memberships: Avvocati Giuristi Italiani (AGI), the Italian employment lawyers association - International Bar Association (IBA)

Personal: University of Milan (Law Degree), 1986. Admitted to Milan Bar in 1991 and before Italian Supreme Court in 2006. Languages: Italian, English

Delfino, Maurizio
Delfino e Associati Willie Farr & Galagher LLP, Milan
0039 02 763631
mdelfino@delfinowillkie.com

Featured in Corporate/M&A (Italy)

Practice Areas: Has extensive experience in mergers and acquisitions of both private and public companies, private eq

Professional Memberships: Italian Association of Venture Capitalists, American Bar Association and International Bar Association (Corporate and M&A) Council, the United States and Italy.

Publications: Author of articles regarding comparative corporate governance and the protection of minority shareholder.


Dentoni-Litta, Annalisa
Orrick, Herington & Sutcliffe, Rome
+39 06 4521 3917
adentoni-litta@orrick.com

Featured in Capital Markets (Italy)

Practice Areas: Annalisa Dentoni-Litta is a dual qualified attorney (Italy and New York) and a partner with the Finance team. She has wide-ranging experience in domestic and international finance, securitisations, and covered bond transactions, as well as in the private finance and Italian public companies. Her structured finance experience includes advice to arrangers, issuers and originators in relation to a number of public and private securitisations, domestic and cross-border, as well as receivables purchase transactions, involving various types of receivables, including NPE (UTP, NPL), RMBS, consumer loans, healthcare receivables, tax and trade receivables. She has an extensive experience in capital markets and structured products; advises issuers, originators and arrangers in Italy and other countries (including Greece) on securitisations and covered bonds. Annalisa advises on various transactions in Greece, such as national banks of Greece on their covered bond programmes and acted on both the Phoenix and VEGA transactions, as well as other NPL and HAPSV compliant transactions. She also has extensive experience in public finance transactions, in particular structured transactions on loans to the public administration. She is an expert in regulatory matters in banking and finance.

Della, Nico
Gianni & Origioni, Milan
+39 02 77131
ndiella@goip.it

Featured in Intellectual Property (Italy)

Practice Areas: Nico is co-head of the intellectual property, information technology and e-commerce department. He has developed a specific expertise in the intellectual property and information technology law sectors, with an emphasis on trademarks, copyright, advertising, unfair competition, software related matters, internet and new technologies. He advises Italian and foreign clients in acquiring and exploiting intellectual property rights as well as in maximizing and managing intangible assets according to a business oriented strategy.

Career: Graduated in Law from the University of Catania, he has also studied at the City of London Polytechnic.

Di Bella, Nino
Gianni & Origioni, Milan
+39 02 77131
ndiella@goip.it

Featured in Intellectual Property (Italy)

Practice Areas: Nino is co-head of the intellectual property, information technology and e-commerce department. He has developed a specific expertise in the intellectual property and information technology law sectors, with an emphasis on trademarks, copyright, advertising, unfair competition, software related matters, internet and new technologies. He advises Italian and foreign clients in acquiring and exploiting intellectual property rights as well as in maximizing and managing intangible assets according to a business oriented strategy.

Career: Graduated in Law from the University of Catania, he has also studied at the City of London Polytechnic.

Practice Areas: Partner, Paolo Di Giovanni specialises in litigation and international arbitration with particular focus on corporate law, commercial law, competition law and M&A. International contracts, as well as related transactions under English law, have provided an opportunity to further develop a large corporate practice.


Practice Areas: Partner, Marco Di Marco advises clients on tax law and related matters, including litigation, dispute resolution and debt collection. He litigates frequently in the tax and bankruptcy courts of the United States, as well as before courts and tribunals of the European Union.


Practice Areas: Paolo Di Giovanni has extensive experience in the areas of tax, bankruptcy and restructuring law. He is a dual qualified attorney (Italy and New York) 1999. He has been a partner at several law firms in Italy and New York. He has been involved in some of the most important Italian tax cases of recent years and currently represents one of the country’s most renowned IP experts – both by his peers and by leading Italian and international legal directories. Key clients include leading players in life sciences (Accord Intas, DuPont, Ethylpharm, Genentech), fashion (Ralph Lauren), IT (Synchromos, Micon) and manufacturing (Hormann, KGI, Trime) sectors. He has an exemplary track record representing art foundations and artists in copyright matters. His expertise encompasses all areas of IP including patents, trademarks, copyright and design. He is a leading expert in niche areas such as pharmaceutical market and data exclusivity, trade secrets, unfair competition, licensing, advertising and labelling. Skilled litigator with strong transaction-related IP expertise, he is a go-to lawyer for assistance in sectors with a high level of technological innovation requiring the management and enforcement of complex IP portfolios both in Italy and abroad.

Career: Graduated from the University of Rome "La Sapienza" in 1996 with a degree in law. He was admitted to the Rome Bar in 1997.

Practice Areas: Partner, Marco Di Marco advises clients on tax law and related matters, including litigation, dispute resolution and debt collection. He litigates frequently in the tax and bankruptcy courts of the United States, as well as before courts and tribunals of the European Union.


Practice Areas: Partner, Marco Di Marco advises clients on tax law and related matters, including litigation, dispute resolution and debt collection. He litigates frequently in the tax and bankruptcy courts of the United States, as well as before courts and tribunals of the European Union.


Practice Areas: Partner, Marco Di Marco advises clients on tax law and related matters, including litigation, dispute resolution and debt collection. He litigates frequently in the tax and bankruptcy courts of the United States, as well as before courts and tribunals of the European Union.

Practice Areas: Alessandro Dubini is a partner in Dentons’ Milan office. He mainly advises major industry groups, leading financial institutions and private equity funds on both domestic and international extraordinary transactions regarding mergers and acquisitions, corporate finance and corporate reorganization. He also gained considerable experience in IPOs, tender offers, corporate and commercial law, banking and finance, as well as on corporate governance matters and commercial contracts. Alessandro often participates as a speaker in conferences and seminars in the field of corporate law and financial markets.

ERDE, Sergio
BonelliErede, Milan
+39 02 771311
sergio.erede@belex.com
Featured in Corporate & M&A (Italy)

Practice Areas: Founding partner, Sergio Errede is expert in M&A transactions, having taken part to the major in Italy, as well as litigation in a wide range of sectors including food and beverages, banking, mass retailing, publishing, energy, infrastructure, luxury goods, telecommunications and transport.

ESPOSITI, Emanuele
Legance – Avvocati Associati, Milan
039 06 93 18 271
espositi@legance.it
Featured in Real Estate (Italy)

Practice Areas: Emanuele Esposito focuses on banking and finance, structured finance and regulatory matters. He regularly advises multinationals, investment banks, investment funds and global financial institutions in connection with financing of acquisitions, structured finance transactions and set-up of investment funds (with particular regard to real estate and private equity funds).

Eremee Esposito is a partner in Legance since 2007. Previously, he was Senior Associate at Gianni, Origoni, Grippo & Partners, from 2001 to 2007. From 1998 to 2011 he was Associate at Simmons & Simmons Grippe, Rome. Personal:

Languages: English; Italian

FAELLI, Tommaso
BonelliErede, Milan
+39 02 771311
Tommaso.faelli@belex.com
Featured in Intellectual Property (Italy)

Practice Areas: Partner, Tommaso Faelli specialises in intellectual property (trademarks, patents, copyright, design, unfair competition, e-commerce), IT/ data protection (privacy, e-commerce, direct marketing, the Internet of Things, Big Data, intellectual investigations, cloud computing, negotiation and drafting of contracts, litigation, representation of clients before the authorities). He also manages a cross-practice team devoted to guiding businesses implementing the industry 4.0 model. He is Team Leader of the Digital Innovation Focus Team and member of the Insurance and Family Businesses & SMEs Focus Teams.

FAGGIANO, Pier Francesco
Dentons Europe Studio Legale Tributario, Milan
+39 02 726 268 00
foscogatto@dentons.com
Featured in Restructuring/Insolvency (Italy), Banking & Finance (Italy)

Practice Areas: Alessandro Fosco Fagotto is a partner in Dentons’ Milan office and Head of the Banking and Finance practice in Europe and in Italy. He advises lenders, financial sponsors, investors and borrowers on a broad range of financing transactions, including acquisition and leveraged finance, structured finance, real estate finance, general corporate lending and refinancing. His experience also covers debt restructuring with regard to transactions designed to preserve ongoing concerns, as well as any kind of financing to be granted to distressed companies. He also assists industrial groups interested in investing in distressed companies, throughout all consolidation path steps.

FALASCA, Giampiero
DLA Piper Italy, Rome
+39 06 68 880 1
giampiero.falasca@dlapiperm.com
Featured in Employment (Italy)

Career: Giampiero Falasca has gained consolidated experience in advising leading national and international companies operating in the most prominent industries including: large distribution, metal and mechanical engineering, life sciences, commercial, distribution, services, social co-operation, business advisory, employment agency, telecommunication and professional football. He provides companies with high level advice on a wide range of employment matters including: general advice, both ordinary and strategic; assistance on contentious matters and the management of the relationship with trade unions; social security law. Giampiero combines a solid theoretical background with a practical approach aimed at finding tailored solutions for companies such as testing the annual company collective agreements aimed at managing corporate crisis, smart working and corporate welfare, where he has contributed to build solutions that have become a benchmark for the whole market.

FANTI, Gianluca
White & Case LLP, Milan
+39 02 0068 390
Gianluca.fanti@whitecase.com
Featured in Capital Markets (Italy)

Practice Areas: To read more visit: whitecase.com/people/gianluca-fanti

FANUOLE, Domenico
Shearman & Sterling LLP, Rome
+39 6 6976 7920
dfanuele@shearman.com
Featured in Corporate & M&A (Italy)


FATTORI, Piero
Gianni & Origoni, Rome
+39 06 478751
pfattor@ggp.it
Featured in Competition/European Law (Italy)

Practice Areas: Piero is a recognised expert in domestic and Community antitrust law as well as in Italian antitrust procedure, often assisting companies before the administrative court in charge of examining the Authority’s decisions and before civil courts.

Career: He has been the Head of the Italian Competition Authority’s Legal Service from 1995 to 2002 and had formerly been an officer at CONSOB, the Italian Regulator for stock exchange and trade.

Publications: He co-authored an authoritative book on the application of Italian competition law, “La disciplina della concorrenza in Italia” (Competition Law in Italy, Il Mulino, 2010).

FAUSTINI, Luca
Gatti Pavesi Bianchi Ludovici, Milan
39 02 859751
luca.faustini@gpblex.com
Featured in Restructuring/Insolvency (Italy)

Practice Areas: Luca Faustini specialises in financing and debt restructuring transactions having advised many of the leading financial institutions and private equity funds.

Career: He has gained a significant experience in the litigation practice and in the consulting activity with respect to securities, mainly derivatives, by advising leading financial institutions.

FAVALLI, Giacinto
Trifirò & Partners, Milan
+39 02 550011
giacinto.favalli@trifiro.it
Featured in Employment (Italy)

Practice Areas: His professional experience over the years, has been focused particularly in the labour law field for Italian and foreign companies on important reorganising activities - reorganization, transfer of businesses, mobility and union negotiations. Simultaneously, he also worked in the litigation area of labour Law; advocating on a number of important disputes not only in the local courts, but also before the Court of Cassation, State Council, Constitutional Court and the European Court of Justice. Giacinto Favalli is mentioned in international legal guides of leading experts in Italy in the field of labour Law.

cross-border M&A transactions, having advised leading corporations and financial institutions in their investment plans in Italy. Alberto is regularly considered leading lawyer in M&A and ECM in Italy by the most important international legal directories.


Professional Memberships: Member of the Milan Bar (Italy)

FIORELLI, Andrea

dentons Europe Studio Legale Tributario, Milan. +39 02 726 268 19 andrea.fiorelli@dentons.com

Featured in Tax (Italy)

Practice Areas: Andrea Fiorelli is a partner in Dentons’ Milan office and Head of the Italian Tax practice. He specializes in financial market taxation and fiscal treatment of financial products and UCITS (harmonized or not), focusing on cross-border transactions. He has gained experience in both domestic and international corporate merger and acquisition transactions and company restructurings. Moreover – throughout the multiannual experience serving as an officer for the Italian Tax Police and member of the EU anti-fraud unit (OLAF) – he concentrates on tax pre-litigation and litigation matters within tax avoidance disputes, with a focus on judicial and mutual international assistance.

FIOUZZI, Pietro

Cleary Gottlieb Steen & Hamilton LLP, Milan (+39) 02 7260081 pfiouuzzi@cgsh.com

Featured in Capital Markets (Italy)

Practice Areas: Capital markets transactions, corporate governance, securities regulatory issues, public mergers and acquisitions, internal investigations, succession planning and family governance matters.


Professional Memberships: Member of Milan and New York Bars.


FOGLIA, Giuliano

Foglia & Partners, Rome +39 06 68300655 foglia@ftpax.it

Practice Areas: Founding partner of Foglia & Partners, Giuliano Foglia advises a broad range of Italian and foreign corporate clients, financial institutions and law firms, with a domestic and international tax matters with particular focus on those arising in connection with cross-border mergers and acquisitions and investment planning. Giuliano Foglia also handles a wide range of tax controversy matters and has worked on enquiries by the Italian Revenue Agency, tax court cases, cooperative compliance programmes, transfer pricing disputes, APA applications and, since 2020, with respect to various settlement negotiations. He has also a deep experience in advising high-net-worth individuals (HNWI) including wealthy families and entrepreneurs who are seeking to structure their worldwide affairs in a compliant and efficient manner. Giuliano Foglia also presents seminars and has authored articles in numerous publications.


Professional Memberships: Giuliano Foglia is a member of the International Fiscal Association (IFA) Italian Branch committee. Giuliano Foglia is the President of the Commission of study at the Chartered Accountant Association for taxation of real estate.

FOGLIA, Guido

Adviser Actn Ctm, Rome +39 06 67849777 guidof@adviser-actnctm.com

Featured in Insurance (Italy)

Practice Areas: Insurance, Reinsurance Practice Areas: Insurance, Reinsurance

Career: Guido Foglia, Equity Partner, advises domestic and international insurers and other key players of the insurance industry (including intermediaries) both in claims handling (in and out of Court) and in the advisory work, including regulatory issues, updating work related to insurance products and companies, including relationships with the supervisory authorities. Furthermore, in the last years, Guido Foglia advised international insurers in their run-off programs involving transfer of portfolios and Part VII Proceedings.

Professional Memberships: AIDA/ Association Internationale de Droit des Assurances.


FONTANA, Iacopo

Legance – Advocati Associati, Milan +39 02 89 03 071 ifontana@legance.it

Featured in Restructuring/Insolvency (Italy)

Practice Areas: Iacopo Fontana deals with banking and financial law, mergers and acquisitions, corporate law, transport, real estate law and structured finance. He regularly assists leading companies and financial institutions, providing financing and investment banks in acquisition, structured finance, real estate financing, project financing and other capital market operations. Iacopo Fontana has developed a solid experience in the navigation sector, in the distressed M&A, debt restructuring and insolvent procedures. He advises on debt restructuring transactions (both pursuant to art. 67, para. 3, d.l. and art. 182 bis of the Italian bankruptcy law) and, on default situations in general, Italian and foreign companies, banks and financial institutions.

Career Partner in Legance since 2020. Previously Senior Counsel in Legance Milan office (2018-2020) and London office (2016-2018). Counsel in Legance London office (2013-2018). Before Associate in Legance (2007-2013), as well as various set-tlement negotiations. He also has a deep experience in advising high-net-worth individuals (HNWI) including wealthy families and entrepreneurs who are seeking to structure their worldwide affairs in a compliant and efficient manner. Giuliano Foglia also presents seminars and has authored articles in numerous publications.


Professional Memberships: Giuliano Foglia is a member of the International Fiscal Association (IFA) Italian Branch committee. Giuliano Foglia is the President of the Commission of study at the Chartered Accountant Association for taxation of real estate.

FONTANESI, Valerio

Giovannelli e Associati, Milan +39 02 97697838 valerio.fontanesi@galaw.it

Featured in Banking & Finance (Italy), Real Estate (Italy)

Practice Areas: Valerio advises investment banks, private equity funds and corporate entities in complex HY and bank financing transactions in the context of high profile leveraged buyout and refinancing. Valerio also advises banks, investment funds and primarily international sponsors in highly sophisticated real estate financings and investments. Valerio also has a significant experience in advising debt funds and alternative lenders, including private bonds and unitranche, both in the corporate finance and real estate sector.

Career: Before joining Giovannelli e Associati, Valerio has worked in leading Italian and international law firms in Rome, Milan and London.

Professional Memberships: Valerio is a member of the Commission of the Cuneo Bar (Italy), 1993.

Personal: Languages: Italian, English, French, Spanish

FRANCHINI, Vanessa

Gianni & Origo, Milan +39 02 07175481 vfranchini@gop.it

Featured in Intellectual Property (Italy)

Practice Areas: Vanessa focuses on patent, trademark, design and unfair competition litigation before Italian and European Courts. She also has extensive experience in non-contentious matters related to IP, such as licensing. Has been involved in relevant pan-European disputes over European patents and Community trademarks. Has advised well-known companies in the field of fashion and sportswear for their brand protection strategy.

FRASCA, Giorgio

BonelliErde, Milan giorgio.frasca@belex.com

Featured in Projects (Italy)

Practice Areas: Partner, Giorgio Frasca specialises in project financing and advice on tenders and granting of concessions for public works and services, infrastructure transport and energy law, as well as energy law, banking and finance and company reorganisations. He is member of the Banks and Infrastructure, Projects Teams as well as a member of the Africa Team.

FRUA, Anton Carlo

Gatti Pavesi Bianchi Ludovici, Milan +39 02 859751 antoncarlo.frua@gbplex.com

Featured in Capital Markets (Italy)

Practice Areas: Anton Carlo Frua covers the full scope of capital markets matters with expertise in equity, debt and securit-isation capital markets works. He handles...
full spectrum of matters, including acquisitions, mergers, joint ventures, public offerings and IPOs. He assists Italian and foreign investment banks, companies and private equity funds.

FUSILLO, Matteo
Gianni & Origi, Rome
+39 06 478751
mfusillo@gop.it
Featured in Employment (Italy)

Practice Areas: Matteo Fusillo specialises in employment law and industrial relations. He focuses on transfers of undertakings, layoffs, general labour-related issues connected to reorganisation as well as restructuring processes within companies, immigration issues, employee benefits and stock option plans and special agreements with managers.


Professional Memberships: He is a member of the Italian Bar, and is qualified with rights of audience before the Corte di Cassazione (the Italian Supreme Court).

GAGGERO, Simone
Advant Nctm, Milan
+39 02725511
simone.gaggero@advant-nctm.com
Featured in Shipping (Italy)

Practice Areas: Maritime, Transport & Logistic; Corporate & Commercial; Litigation & Arbitration

Career: Simone Gaggero, Managing Associate, works in the Marine, Transport & Logistic Department in Milan. Simone specialises in marine and transport law, port law and marine insurance law. He advises on a broad range of shipping matters for port terminal operators, shipping companies, charterers, suppliers of technical-nautical services, transport operators, traders, P&I Clubs and marine insurance companies. He has an extensive litigation experience before the Italian Courts. Simone has been recognised as an associate to watch in Chambers Europe 2019. Clients have praised his expertise and efficiency, saying that he is “quick, accurate, knowledgeable and efficient.”

Professional Memberships: Genoa Bar

Publications: Master Degree in Marine Insurance, University of Genoa, 2012 Law Degree, University of Genova, 2007

GAMBINi, Luca
Portolano Cavallo, Rome
lgambini@portolano.it
Featured in Corporate&M&A (Italy)

Practice Areas: Luca focuses his practice on M&A and IPOs. He assists Italian and international clients in cross-border equity and venture capital transactions with over 15 years of experience. He is co-head of the Firm’s Life Sciences Practice Group. Luca assists domestic and foreign investors and corporate clients across all industries (from Italian emerging companies to large corporate groups) across the spectrum of life sciences and technology industries, including biotechnology, medical devices, pharmaceuticals, and digital and information technology sectors. The majority of his work relates to cross-border strategic deals in the mid-market space and VC transactions from seed funding up to Series A and other later stage investments.

GATTI, Francesco
Gatti Pavesi Bianchi Ludovici, Milan
+39 02 895791
francesco.gatti@gpblx.it
Featured in Corporate&M&A (Italy)

Practice Areas: Francesco Gatti is first and foremost one of the Italian top experts in corporate law as well as M&A transactions. He has developed an broad experience in corporate and financing law, corporate litigation and arbitration, being involved in several of the most important transactions in the last years. He has written several articles on corporate law, and has frequently spoken on competition law and law and economics.

GENTILE, Domenico
Gianni & Origi, Rome
gdgentile@gop.it
Featured in Capital Markets (Italy)

Practice Areas: Domenico Gentile’s area of practice is banking and finance. His practice encompasses a broad range of transactions, including structured finance, securitization as well as general banking law matters.

GENTILE, Domenico
Gianni & Origi, Rome
gdgentile@gop.it
Featured in Capital Markets (Italy)

Practice Areas: Domenico Gentile’s area of practice is banking and finance. His practice encompasses a broad range of transactions, including structured finance, securitization as well as general banking law matters.

GENTILE, Domenico
Gianni & Origi, Rome
gdgentile@gop.it
Featured in Capital Markets (Italy)

Practice Areas: Domenico Gentile’s area of practice is banking and finance. His practice encompasses a broad range of transactions, including structured finance, securitization as well as general banking law matters.

GENTILE, Domenico
Gianni & Origi, Rome
gdgentile@gop.it
Featured in Capital Markets (Italy)

Practice Areas: Domenico Gentile’s area of practice is banking and finance. His practice encompasses a broad range of transactions, including structured finance, securitization as well as general banking law matters.

GENTILE, Domenico
Gianni & Origi, Rome
gdgentile@gop.it
Featured in Capital Markets (Italy)

Practice Areas: Domenico Gentile’s area of practice is banking and finance. His practice encompasses a broad range of transactions, including structured finance, securitization as well as general banking law matters.

GENTILE, Domenico
Gianni & Origi, Rome
gdgentile@gop.it
Featured in Capital Markets (Italy)

Practice Areas: Domenico Gentile’s area of practice is banking and finance. His practice encompasses a broad range of transactions, including structured finance, securitization as well as general banking law matters.
GIAMPIERI, Alberto
Legance - Avvocati Associati, Rome
+39 06 93 18 271
agiampierti@legance.it
Featured in Restructuring/Insolvency (Italy), Corporate&M&A (Italy)

Practice Areas: Alberto Giampieri represents corporate clients and has been involved in several important M&A public and private transactions on the Italian market, mentioned in the most significant Italian and international newspapers. Within the Corporate Finance Department of Legance, he regularly advises multinationals, private equity funds, investment banks and global financial institutions, focusing on mergers, spin-offs, acquisitions, divestitures and joint ventures. Alberto Giampieri is the author of many articles published in Italian legal reviews.


GIANNONI, Giampaolo
Giampaolo Gionno, Milan
Giampaolo.gionno@maples口腔学
Featured in Tax (Italy)

Practice Areas: Giampaolo Gionno advises international clients on tax law and tax planning matters with a focus on extraordinary corporate transactions, mergers and acquisitions, private equity, international taxation; taxation of investment funds and financial products, real estate investment taxation and structuring, structured finance transactions, transactions involving real estate investment funds, Italian Real Estate Investment Trusts (REITs) and Fixed-Capital Investment Companies (SCIAs). He also advises clients on tax rulings, pre-litigation, and litigation including measures to avoid tax litigation with a focus on extraordinary transactions, real estate, and international investors.

Career: Giampaolo Gionno joined the Firm in 1997 and became a Partner in 2003. In 2006, he worked with the Ministry of Treasury on the new legislation on REITs and, in 2013, he worked with the Ministry of Economic Development on its reform. He also worked with the Ministry of Economic Development to review tax incentives for start-up and venture capital intermediate equity.

Professional Memberships: Admitted to practice before the Taxation Courts, Rome, 1984, coordinates the legislative Tax Committee of the Italian Private Equity Association AIFI, Member of the Tax Committee of the Italian Private Equity Association AIFI, Member of Tax and Regulatory Committee of EFPA.

Languages: Italian, English, Spanish

GIANNELLI, Andrea
Legance - Avvocati Associati, Rome
+39 02 89 63 071 agianbelli@legance.it
Featured in Banking & Finance (Italy), Capital Markets (Italy)

Practice Areas: Andrea Giannelli heads the Banking & Finance and Debt Capital Markets Department of Legance and he is widely acknowledged as a key player in banking, structured finance and DCM transactions. He has been involved in a large number of complex transactions, always being at the forefront of the major bond issues under Euro Medium Term Note / Global Medium Term Note programmes or on a stand-alone basis, liability management transactions, securitizations and other structured finance transactions (including in particular CMS and NPL portfolio transfers) as well as bonds placed on domestic and international markets, including innovative capital instruments issued by banks and financial intermediaries for capital adequacy purposes.

Career: Andrea Giannelli is a Senior Partner in Legance since the creation of the Firm in 2007. Previously, he was a Partner at Gianni, Origoni, Grapone & Partners where he led the Banking and Finance Group of the Milan Office (2002–2007). Before 2002 he was Partner at Simmons & Simmons. Andrea Giannelli, Egea, Milan, 1999 he obtained a PhD in Corporate and Capital Markets Law at Università Commerciale Luigi Bocconi, in Milan. Andrea Giannelli is also a member of the faculty of the Università Commerciale Luigi Bocconi in Milan, where he teaches Banking Law and Financial Institutions and Capital Markets Law. For many years, Andrea Giannelli has collaborated with the Università degli Studi di Brescia, teaching Capital Markets Law and Commercial Law.

Professional Memberships: In 1997 he was admitted to the Milan Bar, Italy. He is also a member of the faculty of Università Commerciale Luigi Bocconi in Milan.


GIANNESI, Gianrico
Gianni & Origoni, Milan
gianrico.giannesi@chiomenti.net
+39 02 7215 7440

Practice Areas: Gianrico Giannesi advises Italian and international banks, financial institutions, asset managers and investors on regulation matters, securitization transactions and bond loans (including Swiss bonds and midsized bonds). Gianrico has gained extensive experience in securitization transactions over different asset classes, including loans (non-performing and unlikely to pay), assets in securitization programmes or on a stand-alone basis, and asset-backed securities. He has also worked on the structuring of an innovative digital marketplace model for trading in portfolios of impaired loans.
GIANNI, Francesco
Gianni & Origioni, Rome
+39 06 4787511
f.gianni@gianni&origioni.com
Featured in Restructuring/Insolvency (Italy), Corporate/M&A (Italy), Private Equity (Italy)
Practice Areas: Francesco is the Founder and Senior Partner of the Firm. He is regarded as one of the top players in Europe in the field of M&A and structured finance. Was awarded by Chambers with the “Outstanding Contribution Award”.

GIOVANNI, Carlo Alberto
Giovanni Studio Legale, Legano
+910 78 55 01
giovanicarlo@giavonni.com
Featured in Restructuring/Insolvency (Italy), Dispute Resolution (Italy)
Practice Areas: Throughout the years Carlo Alberto Giovanni’s practice has focused on commercial law, banking, financial intermediation (factoring, securitization, leasing) and insolvency matters (financial distress and special situations). He is very experienced in both non-contentious matters (including corporate advice and contracts, project financing and general financing agreements, structured finance, regulatory issues, risks protection and enforcement of (ordinary, non-moveable and real estate assets) as well as special situations, representing our clients before ordinary courts, bankruptcy authorities and public administrative bodies.

GIOVANNELLI, Alessandro
Giovanelli & Associati, Milan
+39 02 9769 7800
alessandro.giovannelli@gataw.it
Featured in Corporate/M&A (Italy), Private Equity (Italy)
Practice Areas: He specialises in mergers and acquisitions, buyouts, private equity, joint ventures, corporate reorganizations and restructurings. During the years, he specialized in the assistance to private equity funds or entrepreneurs in relation to investment transactions or divestitures of companies in Italy or abroad. He has carried out many complex corporate transactions in recent years. He also advised on several national and international arbitrations relating to M&A transactions and joint ventures.

Career: Founding partner of Giovanni & Associati. He worked at some of the most prominent Italian and international law firms in Milan, London and Hong Kong.

GIOVANELLI, Alessandro
Giovannelli & Associati, Milan
+39 92 7697800
alessandro.giovannelli@gataw.it
Featured in Corporate/M&A (Italy), Private Equity (Italy)
Practice Areas: He specialises in mergers and acquisitions, buyouts, private equity, joint ventures, corporate reorganizations and restructurings. During the years, he specialized in the assistance to private equity funds or entrepreneurs in relation to investment transactions or divestitures of companies in Italy or abroad. He has carried out many complex corporate transactions in recent years. He also advised on several national and international arbitrations relating to M&A transactions and joint ventures.

Career: Founding partner of Giovanni & Associati. He worked at some of the most prominent Italian and international law firms in Milan, London and Hong Kong.

GIUSTINIANI, Pierfrancesco
Orsinger Arto – Avvocati Associati, Milan
+39 02 890 75050
pierfrancesco.giustiniani@orsinger.com
Featured in Corporate/M&A (Italy)
Practice Areas: Pierfrancesco Giustiniani specializes in Mergers & Acquisitions, Equity Capital Market, commercial and corporate law. He is experienced in advising multinational and Italian companies on a wide range of both domestic and multi-jurisdiction M&A and capital market transactions as well as on a variety of issues related to business related commercial and corporate matters for privately owned and public companies alike. Clients include major domestic and international companies active in the pharmaceutical, fashion & luxury, food & beverage, medical, software and financial advisory sectors.


Professional Memberships: He has been a board member and member of various internal committees and a statutory auditor in several companies.

GIUSTINIANI, Vittoria
BonelliErede, Milan
+39 02 77 11 37
vittoria.giustiniani@belex.com
Featured in Capital Markets (Italy)
Practice Areas: Partner, Vittoria Giustiniani specialises in corporate law, M&A, capital markets, corporate restructuring and insolvency proceedings as well as extraordinary transactions, providing assistance to public and private companies in access to capital markets through IPOs and capital increases, acquisitions (including through mergers, trade in holdings, public offerings, joint venture agreements and commercial agreements), debt restructuring and distress through recourse to instruments other than insolvency procedures, as provided by bankruptcy law, and to further loans as required. She is Team Leader of the Equity Capital Markets Focus Team.

GRAFFI, Leonardo
White & Case, London
+39 02 068 8370
leonardo.graffi@whitecase.com
Featured in Corporate/M&A (Italy)
Practice Areas: Leonardo Graffi claims to be: “the best, most experienced, and creative lawyers in Italy”.

GRASSANI, Stefano
Gatti Pavesi Bianchi Ludovici, Milan
+39 02 85975267
stefano.grassani@gpblex.it
Featured in Competition/European Law (Italy)
Practice Areas: Stefano Grassani mainly specializes in antitrust law at both the national and supranational level, dealing with matters such as concentrations, agreements, abuse of dominant position and State aid. He also advises on the legal stages of public and private enforcement and the follow-on and stand-alone actions in litigation proceedings.

GRAZIANI, Marco
Legance – Avvocati Associati, Rome
+90609318271
mgraziani@legance.it
Featured in Tax (Italy)
Practice Areas: Marco Graziani has extensive experience in all areas of taxation. He is actively involved in the structuring of sophisticated M&A, financing and real estate deals, as well as in the establishment of many complex fund structures. As a litigator and former officer of the Tax Police, he has developed practical skills to regularly assist multinational enterprises in efficiently managing relationships with the tax authorities, from negotiating rulings and APAs, to representing them in tax audits, settlements and appeals. His clients also include HNWIs, trusts and other institutional investors seeking bespoke advice about the preservation and planning of their wealth.


Professional Memberships: Member of the Perugia Bar (Italy), since 2000. Admitted to practice before the Supreme Court and the High jurisdictions and EU courts since 2013.

Publications: Marco Graziani has been invited as an expert and teacher in post-graduate courses and in many seminars, including workshops in International tax law organised by the Italian revenue authorities. He is the author of articles published in Italian and international legal reviews; among others, the chapters “Italy” in Getting The Deal Through – Risk and Compliance, 2017 and the chapter “Fundingraise – Italy” in The Private Equity Review, 8th Edition, 2019 as well as the chapter “Getting The Deal Through – Italy” in International Financial Law Review, 2020. He regularly assists his clients with tax-related legal issues in Italy.

Languages: Italian, English, French, German, Spanish, Chinese, Russian, Japanese.
HAMILTON, Richard
Gianni & Origoni, Milan
+39 02 37471
rhhamilton@gop.it
Featured in Capital Markets (Italy)

Practice Areas: Trade union, employment and labour law. In his representations Pietro addresses his extremely wide experience in such fields, which he also gained during his long political career.

Career: Partner in Studio Legale Ichino Brugnatelli e Associati since 1985. Director of European Labour Law at Università degli Studi di Milano from 1999 to 2008; Labour Law Chair holder at Università degli Studi di Milano since 1991; Extraordinary Chair holder in Università di Cagliari from 1986 to 1991; Researcher in the Labour Law Department of Università degli Studi di Milano from 1981 to 1986. Lecturer at various Italian universities and the Universities of Copenhagen, Louvain, Bordeaux, and Vienna for twenty years.

Publications: Articles and essays in “Rivista giuridica del lavoro”. Director of the review “Rivista Italiana di Diritto del Lavoro” from 2002 to 2008; Vice Director of it from 1991 to 2002, and previously, since 1985, Chief Editor in it. Head of the Legal Services Coordination Department of the Italian Section of the International Bar Association (1992-2008). The Tax Law lecturer in masters degree courses, corporate reorganisation and cross-border transactions. Moreover, he advises clients in the structure of the transactions process, including the setting up of complex structures and specific purpose vehicles with or without special classes of shares, so as to properly fulfill the interests and needs of all parties involved.

IACOVIELLO, Monica
BonelliErede, Milan
+39 02 77131
monica.iacoviovelo@belex.com
Featured in Dispute Resolution (Italy)

Practice Areas: Partner, Monica Iacoviovello specialises in civil, commercial and bankruptcy law, litigation and arbitration, with particular focus on corporate litigation, litigation regarding the acquisition of equity stakes, company boards, advisors and rating agency liability, trade law and tender contracts, abuse of dominant position, banking litigation, guarantees and credit protection, tort. She is member of the Luxury, Banks and the Construction & Engineering Focus Teams.

ICHINO, Pietro
Ichino Brugnatelli e Associati Studio Legale, Milan
+39 02 4819 3249
pietro.ichino@ichinobrugnatelli.it
Featured in Employment (Italy)

Practice Areas: Corporate and commercial law, unfair competition, consumer law, contracts and competition law, business regulation, M&A and corporate restructuring, access to justice in civil proceedings, IP litigation and enforcement, insolvency and restructuring, civil procedure, international private law.

JEANTET, Luca
Gianni & Origoni, Rome
+39 06 6898 01
ljeantet@gop.it
Featured in Restructuring/Insolvency (Italy)

Practice Areas: Luca Jeantet specialises in commercial law and insolvency advising financial institutions on restructuring and turnaround matters. He also advises insolvent companies, investors and creditors in relation to debt restructuring, using the tools provided for by the Italian bankruptcy law including certified plans (“piani di ristrutturazione e riorganizzazione”).
attestati), debt restructuring agreements ("accordi di ristrutturazione"), and composi-
tions with creditors, proposing innovative alternatives both for the debtors and for the creditors involved. He is the Co-Head of Restructuring Department of the Firm. He has significant experience in major complex restructuring operations, such as, for example, debt releasing arrangements through assignment of receivables and ensuing recapitalization or through proposals for composition with creditors under bankruptcy, with conversion of rece-

### Professional Memberships:
- Member of the Italian Bar.

### Practice Areas:
- Corporate Restructuring and
- Insolvency

### Career:
Graduated in Law from the University of Genova. She also did Post-
graduate work in Real Estate and Project
Finance at the SDA Bocconi University in
Milan.

### Practice Areas:
- Copyright, Information
Technology, Media, Entertainment
and Sports, Trademarks, Know-How, Design,
Patent, Unfair Competition, Advertising,
Privacy, Litigation

### Career:
Simona is a founding partner of L'Avvocato. With more than 10-
year experience representing national and
international clients, she is one of the lead-
ing IP experts in Italy, representing clients in
the fields of software, videogames, broadcast-
ing, audio-visual works, music, sports,
apparel, fashion, automotive, online
services. She is especially recognised as
highly specialized in copyright, IT and
TMT, assisting leading companies in key
litigation and out-of-court matters. She also
provides thorough advice in relation to
trafficking of counterfeit goods and designs, as
well as know-how and unfair competition,
and has broad experience in lobbying
activities. She manages enforcement
programs across the entire Italian territory
and has been frequently involved in lead-
ing cross-border litigation.

### Professional Memberships:
- INTA
- AIIPPI ITALY (Secretary), ALALI, TechLaw

### Publications:
- Laura regularly speaks at seminars and conferences, and
she is the author of several articles in law
reviews, such as Data Protection Law &
Policy, eHealth Law & Policy, and World Data Protection
Report.

### Language:
- Italian, English

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### Other Professional Memberships:
- Member of the World Intellectual Property Organization (WIPO) Rome, INTA, AIPPI, ANCI, AIPS, AIPPI ITALY, ALALI. She is a founding member of the Italian Bar.
- Member of the American Bar Association (ABA), Section: Public Contracts
- Member of the International Bar Association (IBA)
- Member of the Italian Bar Association (ANI)
- Member of the Italian Bar Association (ANPI)
- Member of the Italian Bar Association (ANCI)
- Member of the Italian Bar Association (ANCI)
- Member of the Italian Bar Association (ANCI)
Advising leading financial institutions in Governance, Restructuring & Insolvency corporate reorganisation, especially for giuseppe.lombardi@belex.com
+39 02 771131
LOMBARDI, Giuseppe
Spanish
Personal:
insolvency.

He also focuses on debt restructuring and ship management agreements, dry and boat charter agreements, time charter ships and aircrafts, including bare leasing, banks, and financial institutions on advises Italian and international comp.

Previously, he worked for twenty-three years at Mastro e Associati since its establishment, becoming a partner in 2002. Previously, he had worked for twenty-three years at Maisto e Associati since its establishment, becoming a partner in 2006. His expertise includes domestic and international corporate reorganizations, M&A and structured finance transactions, tax planning for high net-worth individuals and trusts. He often acts as an expert in criminal and tax proceedings. He regularly writes for Italian leading financial newspapers as well as for other major tax reviews and magazines. He regularly speaks at LTP conference and lectures in post-graduate specialization courses. He is a member of the Tax and Legal Committee of Italian Private Equity and Venture Capital Association (AIPI) as well as of the Legal Committee of the Italian Private Banking Association (AIPP). He is full member STEP Italy. He graduated Cum Laude in Business Administration at Bocconi University. He is admitted to the Italian Chartered Accountant Association in Milan.

LOPULI, Vittorio
BonelliErede, Genoa +39 010 846 21 vittorio.lopuli@belex.com Featured in Restructuring/Insolvency (Italy)
Practice Areas:
Partnership, Vittorio Lopuli specialises in corporate law, bankruptcy law, financial market law, extraordinary transactions, M&A, takeover bids, public offering of financial instruments, insolvency proceedings and debt restructuring agreements, corporate litigation. He is member of the Restructuring & Insolvency and Shipping & Transport Focus Teams.

MAGGI, Alberto
Legance - Avvocati Associati, Milan +39 02 89 63 071 amaggi@legance.it Featured in Employment (Italy)
Practice Areas:
He has been one of the most renowned players in the Italian labour and industrial relations market for over twenty-five years. His unrivalled experience and incisive thinking enable him to untangle the most complex cases, providing original solutions, while always aligning with the client’s strategy and needs. With his conventional wisdom, and yet eclectic approach, he has assisted listed and unlisted companies and individual executives across different sectors, advising on reorganisation processes, transfers of business, top management and executive employment contracts, non-compete covenants and unfair competition, and guiding action in complex labour litigation, including before the Supreme Court.

Career:
Partner in Legance since the creation of the Firm in 2007 Managing Partner of Legance since 2013. Head of Employment and Industrial Relations team. Previously, he was Partner at Gianni, Origoni, Grippo & Partners where he held management roles and was the head of the Labour Law team.

Professional Memberships:
Member of the Pavia Bar (Italy), since 1990.

MAJENZA, Marcello
Studio Legale Cappelli RCD, Milan marcello.majenza@rcclaw.com
Practice Areas:
Marcello has accumulated significant expertise in structured finance and banking law, advising on securitisation, factoring and covered bond transactions. He is experienced in advising arrangers, originators, managers, rating agencies and noteholders. Marcello also advises both lenders and borrowers on traditional financing transactions, structured finance (repos, total return swaps, securitization) and debt restructuring transactions.

MAISTO, Guglielmo
Maisto e Associati, Milan +392776931 g.maisto@belex.com Featured in Tax (Italy)
Practice Areas:
Prof. Guglielmo Maisto advises on domestic and international tax law, taxation of financial transactions, mergers and acquisitions and transfer tax. He is also frequently retained for tax litigation.

Career:
Founder of Maisto e Associati, he is Professor of international and comparative tax law at The Catholic University of Piacenza. He is Chair of the European Region and Italian branch of the International Fiscal Association (IFA), member of the Board of Trustees of the International Bureau of Fiscal Documentation (IBFD) in Amsterdam and of the Board of Directors of the American Chamber of Commerce in Italy. He sits on numerous committees, including the OECD Business Industry Advisory Council in Paris.

Professional Memberships:
Italian Bar Association (1980); Italian Certified Public Auditors Association (1995); The Law Society; American Bar Association; International Bar Association; Istituto de Fiscalidad Internacional; Union Internationale des Avocats; International Fiscal Association

Publications:
He has authored, edited and contributed to numerous books and articles.

MALGERI, Gabriele
BonelliErede, Milan +39 02 77 1131 gabriele.malgeri@belex.com Featured in Projects (Italy)
Practice Areas:
Partner, Gabriele Malgeri specialises in project finance, with particular focus on drafting and negotiation of financial agreements and security package, drafting and negotiation of project contracts (e.g. EPC, O&M, supply agreement, power purchase agreement), due diligence, project bonds, banking (corporate loans, acquisitions), tenders and works/public services concessions. He has particular expertise in the energy, infrastructure, transport and public services sectors. He is member of the Energy & Ecological Transition and Infrastructure Focus Teams.

MANACORDA, Stefano
Scaletti Chiomenti, Milan +39 06 4662 2243 stefano.manacorda@chiomenti.it
Featured in White-Collar Crime (Italy)
Practice Areas:
Stefano advises clients on matters concerning corporate criminal law and European and international criminal law with a focus on corporate criminal liability, anticorruption legislation, money laundering and confiscation of criminal assets, environmental offenses, protection of cultural heritage, international economic sanctions, ne bis in idem, and international criminal cooperation.

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leading individuals
lawyer registered with the special roll of the Bar of Naples, he is an expert admitted to the International Criminal Court. He was part of the commissions within the Minis-
try of Justice for the reform of Legislative Decree No. 231/2001 on corporate criminal liability, and for the reform of judicial cooperation in the field of intellectual recognition. He was also part of the technical panel for the protection of cultural heritage. He was a consultant for the United Nations Office on Drugs and Crimes focused on anti-corruption, illicit trafficking of cultural property, for the World Bank on anti-cor-
rup tion matters, and for the European Commission on matters regarding criminal protection of EU funds.

Career: Stefano joined the Firm as an "Of Counsel" in 2017. Previously, he was a consultant on European and internation-
al corporate criminal law at Italian and foreign leading law firms.

Professional Memberships: Member of the Naples Bar (Italy), 1995.

Personal: Languages: Italian, French, Spanish.

MANISCALCO, Marco
BonelliErede, Milan
+39 02 771131
marco.maniscalco@belex.com
Featured in Employment (Italy)

Practice Areas: Partner, Marco Manis-
calco specialises in employment law and provides in and out-of-court assistance concerning trade-union matters, agency contracts, tender contracts and litigation. He assists Italian and foreign production and service companies in relation to set-
upping Italian branches, outsourcing and unfair competition. He is Team Leader of the Sports Law Focus Team and member of the Luxury Focus Team.

MANZITTI, Andrea
BonelliErede, Milan
+39 02 771131
andrea.manzitti@belex.com
Featured in Tax (Italy)

Professional Memberships: Member of the Naples Bar (Italy), 1995.

Personal: Languages: Italian, French, English.

Languages: Italian, French, Spanish.

MARINO, David
DLA Piper Italy, Milan
+39 02 625301
marino.d@dlapiper.com
Featured in In-House Counsel Magazine (Italy)

Practice Areas: DLA Piper Italy, Rome
giuliano.marzi@freshfields.com
Featured in Financial & Professional Services (Italy)

Languages: Italian, French, Spanish.

Languages: Italian, French, Spanish.

Languages: Italian, French, Spanish.
leading banking and financial groups, hedge and private equity funds on complex financial engineering transactions. Patrizio is an expert in Debt Capital Markets transactions spreading from Corporate bonds, Eurobonds, Min-bonds, EMTN and private placements, to asset finance and securizations as well as other structured financings collateralized by a large variety of performing and non-performing assets. He is senior advisor in major strategic M&A in Europe with focus in the banking, energy and infrastructure. His experience includes sophisticated banking deals, leveraged finance and tailored funding arrangements. Patrizio is recognized as leader in the field of Corporate Finance at Guglielmo Marconi University, School of Law (Rome, Italy). He is visiting Professor in Alternative Finance for SME, European regulation and practice at the King’s College Business School, and fellow of the Dickson Poon School of Law at the King’s College (London, UK).

MICHELLI, Stefano
BonelliErede, Milan
+39 02 771131
stefano.micheli@belex.com

Practice Areas: Partner; Stefano Michelisi specializes in corporate law, with particular focus on M&A of listed and non-listed companies in Italy and abroad, acquisition and sale of BUs, extraordinary transactions and JV’s, leveraged buyouts and governance issues. He also specializes in private equity and insurance law with particular focus on extraordinary transactions involving insurers and insurance intermediaries, regulatory issues, product structuring and relations with supervisory authorities. He is Team Leader of the Insurance Focus Team and member of the Debt Capital Markets and Private Equity Focus Teams.

MODENESI, Stefano
DLA Piper Italy, Milan
+39 02 7712631
stefano.modelesi@belex.com

Practice Areas: Partner; Stefano Michelisi specializes in corporate law, with particular focus on M&A of listed and non-listed companies in Italy and abroad, acquisition and sale of BUs, extraordinary transactions and JV’s, leveraged buyouts and governance issues. He also specializes in private equity and insurance law with particular focus on extraordinary transactions involving insurers and insurance intermediaries, regulatory issues, product structuring and relations with supervisory authorities. He is Team Leader of the Insurance Focus Team and member of the Debt Capital Markets and Private Equity Focus Teams.

MONTAGNA, Carlo
BonelliErede, Milan
+39 02 771131
carlo.montagna@belex.com

Features in Corporate/M&A (Italy)

Practice Areas: Partner; Carlo Montagna specializes in corporate law, M&A and capital markets including IPOs, public tenders, capital increases and privati- sations. He is a member of the Private Equity, Capital Markets and Sports Law Focus Teams.

MONTELLA, Carlo
Orrick, Herrington & Sutcliffe, Milan
+39 3485 165604
cmontella@orrick.com

Featured in Energy & Natural Resources (Italy)
Practice Areas: Carlo is a partner at Orrick and global Deputy Business Unit Leader of the Energy & Infrastructure practice. He is a transactional lawyer with extensive experience in project development, asset acquisitions and financings in the energy and infrastructure sectors. Carlo has strong expertise and consolidated background in assisting international sponsors, multinational energy companies, large private equity funds, project developers, borrowers and debt issuers, investment banks and other capital providers and investors who value his contribution thanks to his vast experience, practical knowhow and willingness to go the extra mile for his client. Carlo regularly advises on energy sector mergers and acquisitions, joint ventures, development, structuring and financing of large-scale energy and infrastructure projects, both in Italy and internationally (including UK and Eastern European countries). He has a significant experience in the electric power sector, wind, solar, biomass, geothermal and other renewable energy projects and has also represented clients in transactions involving electric power and natural gas transmission.

MONTIRONI, Paolo
Advent Nctm, Milan
+39 02 725 511
paolo.montironi@nctm.it
Featured in Corporate/M&A (Italy), Private Equity (Italy)
Career: Paolo Montironi, one of the Founding Partner and Senior Partner, has an extensive expertise in all aspects of mergers & acquisitions, private equity and restructuring, including representing multinational companies in public and private mergers, acquisitions and divestitures; and working closely with private equity firms. Representative transactions: Credito Italiano in the landmark bank merger which created the UniCredit Group; Riva Group-ILVA, the largest privatisation in the Italian steel industry, reported to be Europe’s third largest steel producer; Leonardo joint ventures and realisations in Stradivari, including: Oaktree Capital, Pillarstone Europe’s third largest steel producer. Italiano in the landmark bank merger involving electric power and natural gas transmission.

MORELLINI, Linda
Giovannardi Studio Legale, Milan
+390105908000
lmorellini@giovannardi.it
Featured in Restructuring/Insolvency (Italy)
Practice Areas: Linda Morellini is a partner of the Firm and leader of its Restructuring practice. She specialises in both contentious and non-contentious civil and commercial law and bankruptcy matters (insolvency, extraordinary administration, compulsory administration (liquidation)), advising companies involved in bankruptcy procedures or compositions with creditors. Since 2007 she has also assisted financial institutions in the banking-side of business crisis and insolvency law matters, and has successfully negotiated and managed various restructuring and recovery agreements with leading Italian companies.
Career: After graduating cum laude from the Università di Genova in 1984, she collaborated with the Civil Procedure Law Department at the Università di Genova and di Milano and was a teaching assistant in civil law and insolvency matters with the Bankruptcy Law Department at the Università di Genova. She was admitted to the Genoa Bar in 1986 and in 1992 she was admitted to practice before the Italian Court of Cassation.
Professional Memberships: Member of the Supervisory Committee of an administrative compulsory liquidation procedure.
Publications: She is the author of many publications and has participated as speaker at various conferences and seminars on bankruptcy proceedings and debt restructuring matters.

MOROSINI, Valeria
Toffolo De Luca Tamaio, Milan
valeria.morosini@toffolodelucata.com
Featured in Employment (Italy)
Career: Partner at Toffolo De Luca Tamaio; 1997: Law Degree, Università di Milano; 1999: DEA en Droit Social et Syndica.; – 2000: Admitted to the Italian Bar Professional Memberships: Valeria is the Italian Board Member of the European Employment Lawyers Association (EELA) and a member of the Italian Employment Lawyers Association (AGI). She is also a member of the International Bar Association (IBA), as well as Ex-Chair of the IBA’s Diversity and Equality Law Committee (2017-2020). She is a member of the Ius Laboris Board and Executive Committee. Valeria is also a professor at the Ius Laboris University and a member of the Ius Laboris Expert Groups on Global Mobility and Individual Employment Rights.
Publications: Valeria is a regular speaker at national and international conferences and seminars, including those organised by the International Bar Association and Ius Laboris. Author of several articles and publications on employment law topics; regularly drafts and edits firm publications; Visiting lecturer at University of Milan and at the University of Paris 2- Panthéon-Assas.

MUSELLA, Alessandro
BonelliErede, Genoa
+39 010 84621
alessandro.musella@belex.com
Featured in Compliance (Italy)
Practice Areas: Partner, Alessandro Muserella specialises in large international M&A and corporate & partnership litigation including corporate fraud, directors’ liability, internal controls and compliance. He is Team Leader of the Corporate Compliance & Investigations Focus Team and member of the Corporate Governance and Digital Innovation Focus Teams. He is also President of bLab S.p.A., a public limited company wholly owned by BonelliErede.

NANNI, Alberto
Gianni & Origioni, Milan
+39 02 763741
anani@goop.it
Featured in Dispute Resolution (Italy)
Practice Areas: Alberto Nanni has gained a wealth of experience in litigation before the courts and arbitration panels in civil, corporate and bankruptcy matters as well as in labour law cases. He has also handpicked in the drafting of commercial contracts, in corporate acquisitions and in insurance law. He has given public lectures on various aspects of arbitration law in Italy as well as in labour law.
Career: He graduated in Law from Università Cattolica del Sacro Cuore in Milan.
Professional Memberships: He is a member of the Italian Bar and he has rights of audience before the Italian Supreme Court. He is also member of: Associazione Italiana per l’Arbitrato; American Association for Justice – Washington D.C.

NESPOLI, Emanuela
ToffoloDe Luca Tamaio, Milan
+39 02721441 sen@toffolodelucata.com
Featured in Employment (Italy)
Practice Areas: Employment and industrial relations; restructuring; contracts with commercial agents; early retirement programs; litigation.
Professional Memberships: Chair of the Ius Laboris Compensation & Benefits Expert Group; Vice President of the Lombardy Chapter of the Italian Employment Lawyers Association (AGI); Member of the Italian Employment Lawyers Association (AGI); Avvocati Giulisavvisti Italiani – www.giulisavvisti.it; Member of the EELA (European Employment Lawyers Association – www.eela.org); Member of the IBA (International Bar Association – www.ibanet.org).
Publications: Author of several articles and publications on employment law topics (Practical Law, Ius Laboris, etc.); co-author of “Individual Dismissals Across Europe” (2008); regular contributor to the Law & Tax column of the Italian financial newspaper Il Sole 24 Ore.

NICODANO, Umberto
BonelliErede, Milan
+39 02 771131
umberto.nicodano@belex.com
Featured in Corporate/M&A (Italy), Private Equity (Italy)
Practice Areas: Partner, Umberto Nicodano specialises in corporate governance, M&A (public and private) and private equity especially in the luxury, automotive, insurance, banking and manufacturing of focusing on media, electronic communication, and publishing. From 2009 to 2016 he was a member of the EELA TMD Department in a major independent law firm. He served as Director of Legal and Regulatory Affairs at Infostarda (1997-2001) and was at the top of the Supervision and Control Department of the Italian Communications Authority. Gilberto served as Director of Institutional and Regulatory Affairs, national and EU, for Edison SpA and as Group Senior Vice President and Director of Regulatory Affairs for Telecom Italia.
Professional Memberships: Member of the Milan Bar (1995)
Personal: Languages: Italian, English

NEGRI, Antonella
BonelliErede, Milan
+39 02 771131
antonella.negri@belex.com
Featured in Employment (Italy)
Practice Areas: Partner, Antonella Negri specialises in employment law and industrial relations with particular focus on collective redundancies, business transfers (including businesses in financial difficulty), labour, trade-union and social security drafting of individual employment contract and collective company agreements, management of relationships with all types of workers. She is member of the Healthcare & Life Sciences and Restructuring & Insolvency Focus Teams.

NANNI COSTA, Stefano
BonelliErede, Milan
+39 02771131
stefano.nanni@belex.com
Featured in Corporate/M&A (Italy)
Practice Areas: Partner, Stefano Nanni specialises in corporate law, with a particular focus on M&A, JV’s, private equity and corporate reorganisations and cross-border deals, as well as general corporate matters. He also specialises in litigation with a particular focus on corporate, commercial, insolvency, IP and arbitration matters. He is a Board member and member of the Private Equity and Real Estate Focus Teams.

NAVA, Gilberto
Chimenti, Milan
+39 06 46022719
gilberto.nava@chimenti.com
Featured in TMT (Italy)
Practice Areas: Gilberto’s practice mainly focuses on regulated markets, with a focus on electronic communications, media, postal services; industry-specific regulation, corporate and antitrust policies in the electricity and gas sectors, both in court and out-of-court. Gilberto advises primary international web operators on contracts, consumer and regulatory issues. Gilberto also advises companies that work in B2C markets for consumer profiles both at the procedural and court level. He has conducted studies and provided institutional support for independent authorities and a wealth of academic groups on regulatory and administrative issues.
Career: Gilberto Nava joined the Firm as a Partner in 2016. He was also Director General of an independent authority.

Professional Memberships: IBA; Milan Bar

Personal: Law Degree, magna cum laude; Specialization Degree in Banking Law&Wconomy, magna cum laude, University of Ferrara.

PAOLELLA, Carlo Maria

Professional: McDermott Will & Emery Studio Legale Associato, Milan. +39 (2) 78627300 cpaoell@dlapiper.com

Featured in Tax (Italy)

Practice Areas: Carlo Paolella, is a partner, he leads the Italian tax practice, where he advises clients on domestic and international tax issues relating to mergers and acquisitions, corporate reorganizations, cross-border transactions, transfer pricing, capital markets and collective investment vehicles, and tax controversy. He also regularly advises on the tax profiles of employee incentive plans, debt restructurings and financial instruments. Carlo advises Italian and multinational companies on numerous tax law issues, providing opinions in both Italian and English. View more at: https://www.mwe.com/people/paolella-carlo-maria/


PAPA, Agostino

Professional: DLA Piper Italy, Rome agostino.papa@dlapiper.com

Featured in Private Equity (Italy)

Career: Agostino Papa heads the Real Estate sector in Italy and is also responsible for the coordination of all sectors in Italy. Agostino focuses on the regulation of the real estate market, the development of the real estate sector, in particular, on the taxation of real estate. He is experienced in assisting asset management companies, banks, financial intermediaries, investment firms, insurance companies and banking foundations, with regard to real estate matters, and is a recognized expert on the relevant subject, typical activities, products and customer relations. He has experience in asset management and private equity funds, real estate development, social housing and renewable energy funds. Agostino provides assistance in the structuring and execution of transactions with investment funds and funds for public and private assets, and advises on related matters. He has specific experience in organisational and procedural requirements for asset management companies, banks and brokers with regard to AML and organizational matters in compliance with Italian Legislative Decree No. 231/2001, FATCA and the implementation of AIFMD. Finally, he cooperates with the Italian authorities, by providing technical support in financial matters, including in the Primary and secondary legislation and consulting activity for industry associations. He assists corporate officers and asset managers, credit and financial intermediaries in administrative and judicial proceedings promoted by the supervisory authorities and aimed at the application of administrative sanctions.

PAPAGNI, Emanuele

Professional: Barnelli Law Firm, Milan. +39 02 65585 242 epapagni@barnelli.it

Practice Areas: Litigation ADR Arbitration

Career: Emanuele Papagni is a partner in Barnelli ITI Law Firm, he is a member of the firm’s litigation department, where he handles complex international and domestic business - commercial and civil litigation matters. Emanuele has represented clients (both plaintiffs and defendants) in a variety of industries – financial services, fashion, pharmaceuticals, cosmetics, computer and technology, health care, household product manufacturing, and in a variety of other matters. Emanuele takes an active role in managing all stages of litigation from pre-trial proceedings and discovery through to actual trial: he has a proven track record of achieving extraordinary judicial rulings, and is also being active in the field of mediation and ADR and he has assisted several clients in planning legal strategies to address specific industry threats and challenges. 

Professional Memberships: He is a member of the Italian Bar since 2011 and is also a member of the British Chamber of Commerce.

Publications: in addition to being recommended as a dispute resolution and arbitration lawyer by Chambers & Partners, he was awarded Best Litigation Lawyer at the Legalcommunity FortyUnder40 Awards 2020.

Personal: He is fluent in English in addition to his native Italian.

PAPOTTI, Raul-Angelo

Professional: Chiomenti, Milan. 39 02 7215 7855 raul.papott@chiomenti.net

Featured in Tax (Italy)

Practice Areas: Raul-Angelo advises Italian and international clients on tax law and tax planning, cross-border taxation and structuring, M&A transactions, private wealth management, trusts and estate planning matters. Raul-Angelo has routinely advised and advises corporate and private clients in pre-litigation and litigation concerning cross-border tax and transfer pricing matters. His clients include leading global investment banks, Italian and foreign multinationals, and prominent HNWls, families and family offices. Raul-Angelo previously worked at the London office for six years and has gained a wealth of experience in advising American and English banks, multinationals and fund investment funds operating in Italy.


PAPPALETERA, Carlo

Professional: Barnelli Law Firm, Milan. +39 02 65585 1 cpappaletera@barnelli.it

Practice Areas: M&A Private Equity Corporate

Career: Carlo Pappaletera is a partner in Barnelli ITI Law Firm. He is a member of the firm’s corporate department. He specializes in structured finance transactions, real estate and M&A, and in recent years he has represented some of the most important industrial groups and investment funds operating in Italy. In recent years he has acted for the most important investment funds active in the Italian market. Having completed the academic stage of training, and receiving his Masters Law degree from New York University (1988), he then joined an Italian boutique law firm, and subsequently became a partner in 1997 and name partner in 2003. He also spent a year as a visiting foreign lawyer at a prestigious London law firm.

Professional Memberships: Member of the Italian Bar since 1991.

Publications: Carlo Pappaletera was awarded the TopLegal Awards 2020 “Best Corporate M&A Lawyer.” In the last 10 years he has been regularly mentioned in Chambers & Partners as a leading partner in the Italian Corporate M&A and Private Equity sectors.

Personal: In 1986 he received his law degree with honors from the University of Milan. He is fluent in English, in addition to his native Italian.

PAPALOTRE, Stefano

Professional: Legance Avvocati Associati, Rome. +39 06 93 18 2711 stefano.papalotre@legance.it

Featured in Dispute Resolution (Italy)

Practice Areas: Stefano Papalotre co-heads the Litigation and Arbitration Department of Legance. He practices in corporate, commercial, banking and bankruptcy litigation, advising both domestic and foreign companies, private equity investors, financial institutions, managers and corporate officers in complex and cross-border litigation, arbitration and transactions, as well as in insolvency and restructuring procedures. He has also developed substantial expertise in insolvency and restructuring matters by advising several domestic and foreign financial institutions and funds, in the distressed debt, default portfolio trading, turnaround transactions, in extraordinary administration and bankruptcy, and in restructuring of debts. Stefano has considerable experience in domestic and international arbitrations.

Career: Papalotre in Legance since 2008. Member of the Rome Bar (Italy), 2011, Member of IFA (International Foundation for Alternative Dispute Resolution), Member of STEP (Society of Trust and Estate Practitioners), Member of ABA (American Bar Association), Officer at Tax Committee -IBA (International Bar Association), Academician of the International Academy of Estate and Trust Law, International fellow of ACTEC (The American College of Trust and Estate Counsel)

Personal: Languages: Italian, English

PAPPALETERA, Carlo

Professional: Barnelli Law Firm, Milan. +39 02 65585 1 cpappaletera@barnelli.it

Practice Areas: M&A Private Equity Corporate

Career: Carlo Pappaletera is a partner in Barnelli ITI Law Firm. He is a member of the firm’s corporate department. He specializes in structured finance transactions, real estate and M&A, and in recent years he has represented some of the most important industrial groups and investment funds operating in Italy. In recent years he has acted for the most important investment funds active in the Italian market. Having completed the academic stage of training, and receiving his Masters Law degree from New York University (1988), he then joined an Italian boutique law firm, and subsequently became a partner in 1997 and name partner in 2003. He also spent a year as a visiting foreign lawyer at a prestigious London law firm.

Professional Memberships: Member of the Italian Bar since 1991.

Publications: Carlo Pappaletera was awarded the TopLegal Awards 2020 “Best Corporate M&A Lawyer.” In the last 10 years he has been regularly mentioned in Chambers & Partners as a leading partner in the Italian Corporate M&A and Private Equity sectors.

Personal: In 1986 he received his law degree with honors from the University of Milan. He is fluent in English, in addition to his native Italian.
BAR Association, 2017; Chapter “Italy” in Getting The Deal Through—Commercial Contracts 2020; Co-author of “Conducts for recognition and enforcement of foreign judgments in Italy”, Lexology, 2017; “Liti- gation: Enforcement of foreign judgments in Italy”, Lexology, 2017; “Procedures for recognition and enforcement of foreign judgments in Italy”, Lexology, 2017; “Prin- ciple of due process must prevail over rigid applicability of procedural deadlines” (Italian Supreme Court), Practical Law, 2016; “Recognition cannot be denied if reasoning in award is deemed contrary to public policy” (Bologna Court of Appeal), Practical Law, 2016; “Clearing the way”, Commercial Dispute Resolution, 2014.

PARMOSO, Rosa
Claye Gottlieb Steen & Hamilton LLP, Rome
rparmose@cgh.com
Featured in Capital Markets (Italy)
Practice Areas: Rosa Parmoso special- izes in capital market transactions, SEC reporting and disclosure matters and general corporate governance counseling. She has been assisting both Italian and international clients and underwriters on various SEC-registered and private securities offerings, including initial public offerings, with a particular focus on as- pects related to U.S. securities laws. Rosa joined the firm in 2018. From 2018 to 2020, she was resident in the New York office.

Professional Memberships: Bar Ad- mission: New York
Co-author of “SEC Maintains the Status Quo on Climate Change Disclosures,” Claye Gottlieb Alert Memo (2020)
Co-author of “SEC Amends Requirements for Shareholder Proposals in Proxy State- ments,” Claye Gottlieb Alert Memo (2020);
Co-author of “A New Way of Simplification Explainer” (2020).

PASSALACQUA, Marco
BonelliErede, Milan
+39 06 84 54111
marco.passalacqua@belex.com
Featured in Restructuring & Insolvency (Italy)
Practice Areas: Partner, Marco Passalacqua specializes in litigation and restructuring and insolvency, providing in and out-of-court assistance to Italian and international clients in proceedings regarding bankruptcy and insolvency, debt restructuring, civil and commercial litigation, business and company law and national and international arbitration. He is member of the Debt Capital Markets and Restructuring & Insolvency Focus Teams.

PAVESI, Carlo
Gatti Pavesi Bianchi Ludovici, Milan
+39 02 859 7511
carlo.pavesi@gbbl.it
Featured in Corporate & M&A (Italy), Private Equity (Italy)
Practice Areas: Carlo Pavesi is reputed as being one of the leading Italian lawyers and major experts in corporate law, bank- ruptcy law and debt restructuring. He has a track record in countless acquisitions, banking and insurance joint ventures, mergers, demergers and debt restruc- turing as well as listings and IPOs on regulated markets. He has been actively involved in the recent radical transforma- tion of the Italian banking sector. Carlo is also an expert of high-profile corporate litigation and arbitration.

PERA, Alberto
Gianni & Origioni, Rome
+39 06 4787511
alberto.tera@goi.it
Featured in Competition/European Law (Italy)
Practice Areas: Alberto is a recog- nized expert in competition and antitrust practice, with specific expertise in national and community law. He is also an expert in regulation of public utilities and privatisation, and in these fields he has been a consultant to Italian ministries and international institutions.
Career: Formerly Secretary General of the Italian Antitrust Authority, and a con- sultant to ASSONIME (Italian Association of Private Corporations), as well as to the World Bank and the OECD. He is a non-government advisor in the International Competition Network, and participates in the ICC workshop on unilateral practices.

PERFETTI, Luca
BonelliErede, Milan
+39 02 7711311
luca.perfetti@belex.com
Featured in Public Law (Italy)
Practice Areas: Partner, Luca Perfetti specialises in administrative law and economic regulation, with particular focus on public companies, privatisation, public finance and public procurement. He is Team Leader of the Environmental Sus- tainability Focus Team and member of the Digital Innovation, Infrastructure, Shipping & Transport and Sports Law Focus Teams. He is also member of the Golden Power Task Force.

PERFETTO, Raffaele
DLA Piper Italy, Milan
raffaello.perfetto@iapipercitalia.com
Featured in Compliance (Italy)
Career: Raffaele Perfetto is a Legal Director in the White Collar Crime, Investi- gation and Compliance practice within the Litigation & Regulatory department and is based in the Milan office. He has gained experience in the field of business crime, assisting several managers of important national and multinational companies in criminal proceedings. Raffaele has a deep knowledge of criminal corporate liability, having taken part in the drafting and/or updating of several compliance programs required by Decree 231/2001 for national and multinational companies and in the judicial defense of companies investigated according to the Decree 231/2001. He has been involved in projects relating to the drafting and implementation of international anti-corruption compliance programs, in compliance with Italian legislation, US Foreign Corrupt Practices Act and UK Bribery Act, and in conducting internal investigations in the form of deferred investment. Furthermore, he has been also appointed by several com- panies as secretary of the Supervisory Board pursuant to the Decree 231/2001.

PEROTTO, Anthony
Advant Nctm, Milan
+44 20 7029 6468
anthony.perotto@advant-nctm.com
Featured in Insurance (Italy)
Practice Areas: Insurance, Corporate & Commercial, Litigation and Arbitration
Career: Anthony Perotto, Equity partner, Head of Nctm’s Insurance and Reinsurance Practice, and one of Nctm’s Managing partners. Anthony is qualified in Italy and in England and Wales. He has extensive experience in advising and assisting Insurers and Reinsurers on complex coverage and liability litigation and arbitration. He also regularly advises Insurers and Reinsurers with regard to coverage matters, contractual matters, the interpretation and drafting of policy wording, regulatory matters and on the relationship with the Regulator.

Petrella, Stefano
CBA, Milan
+39 02 8262921
stefano.petrella@cbalex.com
Featured in Tax (Italy)
Practice Areas: Tax Litigation, Corpor- ate & Transport and Sports Law Focus Teams.
Career: Stefano joined CBA in 2020, after over 30 years in other Italian prominent law firms. His main areas of expertise are domestic and international corporate tax issues, mergers and acquisitions, corpo- rate reorganizations and tax litigations. He advises listed companies, Italian and international financial and industrial groups. He supports the clients in all of the steps of tax assessments, tax litiga- tion, case of appearance before the Supreme Court. He has great experience in succession planning and the transfer of family business. He is a Professor in tax law at the International Telematic Univer- sity UniNettuno (“Università Telematica Internazionale Unieuro”), Lecturer for high courses at the Scuola di Polizia Internazionale Uninettuno”). Lecturer for high courses at the Scuola di Polizia Economico-Finanziaria (Italian Tax Police and also for the S.R.E. (Superintendency for Executive Real Estate Financial) at the Lus University - Management School.

Professional Memberships: IBA/Tax Committee; Confindustria Assoconsult: mem- ber of the arbitration board.
Publications: Degree in Law, La Sapien- za University, Rome. Admitted to practice in 1986 and before the Supreme Court in 1996.

PETRONIO, Francesca
Dellino e Associati Willkie Farr & Gall-agher LLP, Milan
+39 02 30414 226
fpetronio@dellinowillkie.com
Featured in Compliance (Italy), Dispute Resolution (Italy)
Practice Areas: Francesca Petronio has extensive experience in litigation, cross-border disputes and litigation, international and domestic arbitration, bankruptcy, corporate litigation matters. She focuses her practice on white collar crimes, administrative and criminal liability and compliance matters under Legisla- tive Decree 231/2001, and also assists domestic and international clients in internal investigations and defends them before regulatory authorities or in the context of criminal investigations. She also regularly assists clients on compliance programs-related issues, legal risks and data protection law.

Professional Memberships: Member of the Milan Bar Association since 1997; Officer of the International Bar Association and Quality Officer of IBA’s Anti-Corruption Committee; Admitted to practice before Italy’s Supreme Court of Cassation; Lecturer at the National School for In-house Judges. Co-founder of the Arbitrando association (www.arbitrando.org)

Personal: Delfino and Eletti; Università degli Studi di Parma; JD (magna cum laude) Cornell University; www.arbitrando.org/;

P&CO, Stefano
Chambers & Partners, Rome
+39 06 89262921
stefano.petrella@cbalex.com
Featured in Tax (Italy)
Practice Areas: Tax Litigation, Corpor- ate & Transport and Sports Law Focus Teams.
Career: Stefano joined CBA in 2020, after over 30 years in other Italian prominent law firms. His main areas of expertise are domestic and international corporate tax issues, mergers and acquisitions, corpo- rate reorganizations and tax litigations. He advises listed companies, Italian and international financial and industrial groups. He supports the clients in all of the steps of tax assessments, tax litiga- tion, case of appearance before the Supreme Court. He has great experience in succession planning and the transfer of family business. He is a Professor in tax law at the International Telematic Univer- sity UniNettuno (“Università Telematica Internazionale Unieuro”), Lecturer for high courses at the Scuola di Polizia Economico-Finanziaria (Italian Tax Police and also for the S.R.E. (Superintendency for Executive Real Estate Financial) at the Lus University - Management School.

Professional Memberships: IBA/Tax Committee; Confindustria Assoconsult: mem- ber of the arbitration board.
Publications: Degree in Law, La Sapien- za University, Rome. Admitted to practice in 1986 and before the Supreme Court in 1996.

PETRICCA, Cataldo
Latham & Watkins, Milan
+39 02 3046 2000
cataldo.piccarea@lw.com
Featured in Private Equity (Italy)
Practice Areas: Cataldo Piccarea is a partner in the Milan office. He specializes in private equity and M&A, transfer pricing and banking, finance and capital market taxation.
Career: Joined the firm in 1989, partner since 1998. Managing Partner of the firm since 2016. Panelist at several domes- tic and international workshops and seminars.

Professional Memberships: Certified Italian Chartered Accountant and Italian Accountant Auditor. Member of the legal and tax committee of AIIF (Italian Venture Capital Association) and of the American Chamber of Commerce in Italy.
Publications: Regular contributor to domestic and international tax magazines.
Personal: Born in 1964, Degree (Hon- ors) in Business Administration, Bocconi University Milan.

PETCARETTA, Pietro
Piccione & Partners, Rome
+39 09 8597951
pietro.piccione@gbplex.it
Featured in Private Equity (Italy)
Practice Areas: Pietro Piccione Ferrarotto has been a partner of GBP! since 2021 following the merger with L&P—Ludovici Piccione & Partners, where he has been a partner since 2002. Upon joining the firm, he worked with Maisto & Associati since 2004 where he became a partner in 2009 and previously with the law firm founded by Prof. Franco Gallo from 1996 to 2004. He gained a significant experience in advising domestic and foreign clients in complex tax audits, pre-litigation and ju- dicial settlements, and defence before tax courts and Court of Cassation. His areas of expertise include corporate and group taxation, M&A and business restructuring, taxation of real estate, VAT, registration tax and other indirect taxes as well as excise duties and consumption taxes. He is author of publications on tax matters and he often speaks at tax conferences.
and lectures at post-graduate specializa-

courses.

PIANTONI, Veronica
White & Case LLP, Milan
+39 02 8606410
veronica.piantoni@whitecase.com
Featured in Competition/European Law (Italy)

Practice Areas: To read more, visit:
whitecase.com/people/veronica-piantoni

PLATNER, Lukas
Advocati NCTM, Milan
+39 02 725511
lukas.platner@advocati-nctm.com
Featured in Capital Markets (Italy)

Practice Areas: Capital Markets, including
public offerings, private placements;
regulatory securities matters; corporate
governance; public and private M&A; mar-
take-up; and extraordinary transactions
of listed companies.

Career: Lukas Platner, Equity Partner, is
Head CM Department leader in SME
Departments focusing on capital markets
knowledge advising issuers in equity or debt offerings. He has
dvised on a large number of IPOs, right
offers, block trades and tender offers.
His list of clients includes: Energica Motor Company, AIMA and Scaf, Comer, Masi
Agricola, Elettra Investimenti S.p.A., Askoll
EVA, Clabo Group S.p.A., Caleido Group,
SEIF, Tribo, Entronetica, Monfrì, First
Capital, Ambroimobiliare, Fiera Milano,
Giousclosures, Maire Tecnimont, Tribo,
Techedge, SolarEdge Technologies Inc.
Unieuro and Rhine Group.

Professional Memberships: Italian Bar,
"Giornaledugiornale.it"

Publications: Author of a wide range of
journal articles on commercial law, capital
markets, takeovers, and market abuse
security law.

PRAT, Xavier
Professional Memberships: Member
of the Paris Bar (France), 1996; Between
2003 and 2016 he was a member of the
Competitor Protection Group of the
World Intellectual Property Organisation
World Intellectual Property Office (WIPO)

Practice Areas: Xavier Prat has extensive
experience in:
- Technology, Media and Telecommunications
- Antitrust
- Competition
- Technology firm
- Technology services
- Mobile operator and network services
- Biotech and pharmaceutical
- Media and entertainment
- Life science
- Internet
- Online media
- Advertising and marketing
- Advertising
- e-Commerce
- Media
- Software
- Media products
- Media and entertainment
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Career: With over 10 years of experience, Giovanni Ragnoni Bosco Lucarelli advises banks, leasing companies, and other entities in structuring complex project finance and asset finance transactions in Italy and abroad. His area of practice encompasses a number of sectors including infrastructure (motorways, harbours, hospitals), fossil and renewable energy (wind, photovoltaic, gas, biomass).

REALE, Annalisa
Chiomenti, Milan
+39 02 7215 7455
annalisa.reale@chiomenti.com
Featured in Employment (Italy)
Practice Areas: Annalisa advises Italian and foreign clients in matters concerning Employment Law, social security (also in litigation) with a focus on Employment Law aspects of acquisitions, corporate restructuring and management of contracts for top managers of multinationals corporations, companies of the financial sector and other industries. In addition, she offers assistance in matters concerning remuneration policies, compliance programs, international mobility, retention/ non-competition agreements and corporate governance issues. Annalisa has also gained extensive experience in complex corporate restructuring processes, outsourcing, national and international reorganisation plans, also with assistance in industrial relations.


Professional Memberships: Member of the Cassio Bar (Italy); 1993-1999 Member of IBA (International Bar Association) Member of EELA (European Employment Law Association), Member of ABA (American Bar Association), Member of AGI (Avvocati Giustiziaristi Italiani), Member of AULASS (Associazione Italiana di Diritto del Lavoro e della Sicurezza Sociale).

Personal: Languages: Italian, English, Spanish

RIOLO, Silvio
Studio Legale Cappelli RCCD, Milan
+39 02 32610400
silvio.riolo@rcdlex.com
Featured in Dispute Resolution (Italy)
Practice Areas: Silvio is highly skilled in advising financial institutions on finance, banking and insurance regulation. He possesses significant expertise in, for example, the implementation of risk management systems and corporate governance issues. Silvio has also given advice on the full range of litigation matters (at interim and substantive hearings, and in arbitrations), including matters with international and cross-border implications and where the issues impinge upon multiple practice areas. He has also advised on a number of matters concerning, for example, joint ventures, mergers and acquisitions, the drafting and negotiation of licensing agreements, technology transfers, diversion and franchising, the development of new IT platforms, and software development and maintenance.

Career: Monica is the co-head of the Intellectual Property department at Legence since September 2019. Monica graduated cum laude in industrial law at the Università Cattolica del Sacro Cuore in Milan, and subsequently gained a research doctorate at the Università degli Studi di Parma. Her thesis receiving first prize from the Lewis Gaze Memorial Scholarship established by MARQUES, the European brand-owners association.

Professional Memberships: Admitted to practice before the Supreme Court and Highest Jurisdiction Member of the Milan Bar (Italy) Member of AIPI, the International Association for the Protection of Intellectual Property INSEAD's MBA Class. Member of the editorial team for Giurisportiva Artribunale of Diritto Industriale, the leading IP law review in Italy.


RIZZA, Cesare
Gianpietro Gottlieb Steen & Hamilton LLP, Rome
tel. +39 06 69 52 21
cesare.rizza@steinhamilton.com
Featured in Competition/European Law (Italy)
Practice Areas: Italian and EU competition law, including state aid law.

Career: Joined the Firm in 1992; Counsellor 2005; Law degree, with honors, IUSS University of Rome (1888); LL.M, University of California at Berkeley (1994). Legal secretary to Advocate-General, later Judge, A.


Professional Memberships: Siracusana Bar; admitted to practice before the highest court of Italy; Chair, Competition Committee, CCBE.


Robertis, Gian Michele
Chiomenti, Milan
+39 02 79000000
roberts@ejcplex.com
Featured in Competition/European Law (Italy)
Practice Areas: Gian Michele advises private and public companies, State administration and EU institutions, with particular focus in proceedings before European Commission, courts and tribunals. He has been involved in cases for the First Instance and European Court of Justice, and, at national level, in proceedings before ordinary and administrative courts, Regulatory and Supervisory authorities (Autorità Garante della Concorrenza e del Mercato, Autorità per le Garanze nelle Comunicazioni). He has a special expertise in a number of industrial sectors (manufacture industry; banking and financial services; maritime, rail and air transport; logistic and postal services; electronic communications; broadcasting and audio-visual; energy), where it has provided a wide range of services to top companies, including large Italian and multinational groups and industrial and professional associations.

Career: Gian Michele Roberti joined the Firm in 2001 as a Partner of the Naples Bar (Italy). Admitted to practice before the Supreme Court, Italy, 2001.

Personal: Languages: Italian, English, French

ROMAGNOLI, Dario
Trentomagi Romagnoli Piccardi e Associati, Milan
+39 093 52 31 27
milano@virtax.it
Featured in Tax (Italy)
Practice Areas: Specialises in domestic and corporate income tax, VAT, indirect taxes and tax litigation. Advised on several industrial acquisitions and reorganisations.

Career: Legal and tax consultant to several large Italian and multinational companies. Joined the firm in 1990, partner since 1994. From 1983 to 1990 at the Guardia di Finanza, holding the rank of captain in Milan.


Personal: Born in 1962. Degree in Law (Honours) at the University of Pavia. Four-year degree, Italian Tax Police Academy.

ROMANO, Anna
Satta Romano & Associati, Rome
+39 06 699 0561
anna.satta@romano.roma.it
Featured in Public Law (Italy)

Personal: Anna Romano joined the Firm as Partner in 2008 and became Name Partner in 2013. Highly regarded as an outstanding lawyer by the main Italian and international legal Directories, she is a Supreme Court Lawyer, registered at the Rome Bar Association. She acquired relevant experience at all levels of Public law, especially in the fields of public procurement and public contracts and concessions, public entities, public and general economic interest services, energy and environment. She regularly assists public administrations, public and private entities, providing legal support in Court and in extra judicial proceedings. Since 2004 she has worked as Adjunct Professor of Law and Legislation of public works (module I) - Public and Environmental Law at Roma Tre University. She regularly delivers speeches in conferences, masters and postgraduate courses, such as those related to Environmental Law at La Sapienza University and Public Contracts and tender procedures at Roma Tre University.

ROMITA, Eugenio
Giovannelli e Associati, Milan
+39 02 970 70000
eugenio.romita@galaw.it
Featured in Tax (Italy)

Practice Areas: Partner at Giovannelli e Associati, advises on corporate taxation (M&A, groups reorganization, litigation, real estate), finance taxation (equity/mezzanine/debt, capital markets, investment funds, debt restructuring) and family business taxation. Statutory auditor of industrial and financial companies.

Career: In the past Eugenio led the tax department of leading Italian law firms. He has been a member of the Tax and Legal Committee of the Italian Private Equity, Venture Capital and Private Debt Association since 2002 and of the Italian EU Committee and the Chartered Accountants RGenerazione since 2013. Graduated with Honours in Economics in 1991, admitted to Chartered Accountants Roll in 1993.
rotondi Francesco
LaBlAw Studio Legale Rotondi & Partners
+39 02 301 331
f.rottodi@lablaw.com
Featured in Employment (Italy)

Practice Areas: Francesco Rotondi is the Founding and Managing Partner of LabLaw Studio Legale Rotondi & Partners. He provides 360° Labour and Industrial Relations advice to numerous important Italian and international companies. He boasts a solid experience assisting with reorganization and restructuring plans, extraordinary operations, trade union litigation, the management of employment contracts and transactions, project acquisition of agency networks in the commercial and credit sectors.

Professional Memberships:
- Member of IBA, AGIL and EELA - Member of the Board of AIDP - Member of the Scientific Committee of Employment Law & Practice IPSOA

Publications:
- He is the author of numerous books and articles on employment and trade union matters. He is the Director of the Licosa Edition series “The Work Has Changed. We Change The Rules” and of the FrangioneAngeli edition series “Point of view”.

Personal:

rfatto filippo
Legance – Avvocati Associati, Milan
+39 02 869 03 71
fruffato@legance.it
Featured in Energy & Natural Resources (Italy)

Practice Areas: Filippo Ruffato has an extensive experience in major project financing (both lender and borrower sides) transactions and trade union matters. He is the Director of the Licosa Edition series “The Work Has Changed. We Change The Rules” and of the FrangioneAngeli edition series “Point of view”.

Personal:

saccani mauro
Latham & Watkins, Milan
+39 (02) 3046.2029
mauro.saccani@lw.com
Featured in Restructuring/mobililty (Italy)

Practice Areas: Mauro Saccani is counsel in the Finance Department of the Milan office. He primarily represents commercial in employment and bank borrowers and issuers, and financial institutions, and he has considerable experience in: - Banking and Leveraged and acquisition finance - Project finance - Domestic and cross-border restructurings and corporate reorganisations - Debt capital markets transactions
Prior to joining Latham & Watkins in 2008, Mr. Saccani was an associate at BonelliErede Pappalardo (now BonelliErede).

sagliaschi guido
Gatti Pavesi Bianchi Ludovici, Milan
guido.sagliaschi@gpblex.it
Featured in Real Estate (Italy)

Practice Areas: Guido Sagliaschi advises on various types of extraordinary real estate transactions and commercial agreements (including leases, business rentals and contract works) as well as the management of litigation and pre-litigation proceedings. He assists both Italian and foreign real estate clients in matters concerning wholesale, shopping centres, business parks, office-use and entertainment purposes as well as advising asset management companies on transactions concerning real estate investment funds.

salvaneschi laura
bonelli erede, Milan
+39 02 771311
laura.salvaneschi@belex.com
Featured in Dispute Resolution (Italy)

Practice Areas: Partner, Laura Salvaneschi specialises in litigation and arbitration with particular focus on corporate and commercial litigation, bank litigation, contractual and tort liability, inheritance and family law. She is member of the Tax Litigation and Private Clients Focus Team, as well as a member of the Competition Litigation Task Force.

salvatore vincenzo
bonelli erede, Milan
+39 02 771311
luca.salvatore@belex.com
Featured in Life Sciences (Italy)

Practice Areas: Of counsel, Vincenzo Salvatore specialises in EU life sciences regulatory and compliance matters, with a focus on clinical trials, marketing authorisation procedures, pharmacovigilance, personal data protection, promotion and marketing of medical devices and pharmaceuticals and enforcement. He is Team Leader of the Healthcare & Life Sciences Focus Team.

salvini livia
Salvini & Soci - Studio Legale Tributario Fondo da F. Gallo, Rome
+39 06 7635001
livia.salvini@salvinisoci.com
Featured in Tax (Italy)

Practice Areas: Her expertise covers all major areas of tax law, also thanks to her specific academic skills, which she uses both for advice-legal opinions and for tax litigation.

career: Founder of Salvini e Soci law firm, Attorney admitted before the Italian Supreme Court. Full professor of Tax Law at the University LIUSS G.C. in Rome. Member of experts ministerial commissions on fiscal issues. Scientific director of tax journals and legal series.

Publications: Author of two mono- graphs, collective works, including one in the area of State aid, and many other publications about tax issues. She recently edited a professional handbook on criminal tax law.

sancisi barbara
legance - avvocati associati, Milan
+39 02 89 63 071
bsancisi@legance.it
Featured in Private Equity (Italy)

Practice Areas: Barbara Sancisi is a Partner in the Investment Funds department and has a solid corporate and M&A background. She advises private equity and other alternative asset fund managers, institutional investors and investment advisors on numerous issues, including fund formations, secondary transactions, investments, governance, corporate matters, carried interest and co-investments, re-organizations and restrukturings.


Professional Memberships: Member of the Milan Bar (Italy). Member of the Tax & Legal Committee of AIFI – Italian Association of Private Equity and Venture Capital.

association of Private Equity and Venture Capital.

Publications: She is a frequent speaker in many conferences and seminars and is a member of the Tax & Legal Committee of AIFI – Italian Association of Private Equity and Venture Capital. She is also author of several articles published in legal reviews. Among others: “Fund Management”, Italy Chapter, Lexology GTDT, 2021; “The International Comparative Legal Guide to Alternative Investment Funds”, Italy Chapter, Global Legal Group, 2019; “Ufficio AIFM dei gestori dei fondi di private equity e ventura capitale in Italia”, Quaderni sull’investimento nel Capitale di Rischio, AIFI (Associazione Italiana del Private Equity e Venture Capital), 2015.

sanna fabrizio
orsinger ortu – avvocati associati, Milan
+39 02 0289 075 050
fabrizio.sanna@orsinger.it
Featured in Intellectual Property (Italy), TMT (Italy)

Practice Areas: Fabrizio specialises in IP and TMT-related transactions, including negotiation and drafting of agreements for the purchase, licensing, co-production and syndication of intencational works for the media industry, Fabrizio represents private enterprises within the TMT sector. He lectured Intellectual Property Law at Ca’Foscari University in Venice and is currently lecturer in Intellectual Property and New Media at University of Pavia.


Professional Memberships: AIPPI – founder member of AIPPI International Programme Committee and Secretary of AIPPI Italian Group

Publications: Has authored or co-authored various publications, and recently a book on the copyright protection of design work. He is a member of the editorial committee of AIDA (Italian Annals of Copyright).

Personal: JD summa cum laude – Univer- sity of Pavia. Hold postgraduate degree in intellectual property and competition law from Oxford (Miaor and Myhila) and Pavia (PhD).

sanseverino, ottaviano
Gianni & Origni, Milan
+39 02 763741
osanseverino@goop.it
Featured in Energy & Natural Resources (Italy), Projects (Italy)

Practice Areas: Ottaviano specialises in infrastructure, energy and oil & gas. Head of the firm’s Energy and Infrastructure department, he has been involved in the energy and infrastructure sector for 17 years advising several foreign and domestic clients on corporate and project financing transactions. He is widely recognized for his expertise in regulatory matters, development and financing of projects, transmission and transportation networks, ports and airport facilities, hospitals and healthcare institutions, gas storage and LNG projects, renewable energy, natural resources and local utilities. He advises domestic and foreign clients on acquisi-
Santarelli, Marina
Pavia e Ansaldo, Milan +39 (0) 285811
marina.santarelli@pavia-ansaldo.it
Featured in Dispute Resolution (Italy)

Practice Areas:
- Co-Head of Dispute Resolution Department, Milan offers clients nearly 40 years’ experience in both litigation and arbitration. She has extensive experience in contentious matters, both before the courts and in arbitration, and has notable experience in ADR procedures.
- She regularly advises corporate clients, both domestic and foreign, in all types of dispute, with specific expertise in intellectual property, commercial and contract law, post-acquisition disputes, banking, finance, insurance and real estate. Marina has developed particular skill in handling the so-called follow-on disputes concerning antitrust matters, including class actions.

Career:

Professional Memberships:
- From 2013 to Autumn 2018 and from October 2020 Member of the Banking and Finance Arbitration panels (formerly in the Milan panel and then in the Turin one; then again Milan); Arbitrator of the National and International Chamber of Commerce in Milan; Arbitrator and Mediator for the Swiss Arbitration Chamber in Milan; International Bar Association (IBA).

Personal:
- Cattolica University, Milan (L.D. cum laude 1979). Admitted to practice in 1982 and before Italian Supreme Court in 1997. - Speaks Italian, English and German.

Sartori, Barbara
CBA Studio Legale, Triburatio, Padua +39 02 77 0613
barbara.sartori@cbalex.com
Featured in Intellectual Property (Italy)

Practice Areas:
- E-commerce, IP & IT

Career:
- Partner at CBA Studio Legale & Triburatio, she has acquired solid experience and in national and in international commercial consulting and is specialized in intellectual property law and technology law, with particular focus on foreign clients in international trade transactions, in the optimization and protection of trade marks, patents, design, domain names, trade secrets in and out of court and in alternative dispute resolution.

Professional Memberships:
- Member of ItechLaw – member of AIPIPI – speaker at various congresses and masters on IP matters.

Publications:
- She has written articles on cutting edge topics such as blockchain, omnichannel, parallel imports, and technology-related issues.

Savigliano, Andrea
BonelliErede, Milan andreasavigliano@belex.com
Featured in Banking & Finance (Italy)

Practice Areas:
- Managing Associate, Andrea Savigliano specialises in M&A transactions and investigations on supervised entities, recovery and resolution of credit institutions and investment funds, corporate governance, compliance and anti-money laundering, inspection and sanction proceedings within the banking and insurance sectors. He is member of the Banks Focus Team and Africa Team.

Sbisa, Francesco
BonelliErede, Milan +39 02 77 1310
francesco.sbisa@belex.com
Featured in White-Collar Crime (Italy)

Practice Areas:
- Partner, Francesco Sbisa specialises in criminal law, with particular focus on corporate bankruptcy, tax offences, workplace health and safety, medial liability, corporate administrative liability as well as crimes related to the Bank of Italy’s and Consob’s supervisory functions. He also provides assistance to multinational investors under the Italian Legislative Decree No. 231/01 and to multinational directors and executive managers involved, as defendant or victim, in criminal investigations and courts.
- He is member of the Art and Cultural Property, Banks, Corporate Compliance & Investigations, Corporate Governance, Environmental Sustainability, Luxury, Sports Law and Tax Litigation Focus Teams.

Sbisa, Giuseppe
BonelliErede, Milan +39 02 771310
giuseppe.sbisa@belex.com
Featured in Dispute Resolution (Italy)

Practice Areas:
- Of counsel, Giuseppe Sbisa specialises in contract law, company law, national arbitration proceedings and bank mergers. He also assists companies in relation to transactions, takeovers and shareholders’ agreements regarding the governance of major groups. He is member of the Private Clients Focus Team.

Scaparro, Fabrizio
Giovannelli e Associati, Milan 00993 53815545
fabrizio.scaparro@gia.it
Featured in Corporate/M&A (Italy), Private Equity (Italy)

Practice Areas:
- Corporate and finance transactions, including M&A, private equity, capital markets and financing transactions. He regularly represents multinational corporations and private equity houses on a variety of domestic and cross-border business transactions, including acquisition, divestitures, leveraged buy-outs, joint ventures, minority investments in public and private companies, and related corporate and securities matters. His activity includes also debt restructurings and corporate reorganizations, IP, rights and debt offerings and tender offers.

Career:
- Partner at Savvini & Partners. He has acted in arbirtral proceedings as President, co-arbitrator as well as a party’s counsel.
- Emeritus Professor in Public Law. He taught in prestigious Italian universities, as La Sapienza University in Rome and he is author of many scientific publications. He also held several public offices, as president or commissioner.

Scassellati Sforzolini, Giuseppe
Cleary Gottlieb Steen & Hamilton LLP, Rome
+39 06 6952 2220
giuseppe.sforzolini@cgsh.com
Featured in Corporate/M&A (Italy)

Practice Areas:
- Public and private M&A, corporate governance, dispute resolution and investigations, banking and securities regulation, competition law and EU state aid law.

Career:

Professional Memberships:
- Rome and New York Bars.

Publications:
- Among others: The Foreign Investment Regulation Review (Italy chapter), 2013-2020; “Foreign Direct Investment in Strategic Assets and Activities in Italy,” Thomson Reuters Practical Law, October 2020 (co-author), The Public Competition Enforcement Review (Italy) chapter, 2016; Directors in the Twilight Zone (Italy chapter), INSOL, 2009 and 2013.

Schiavello, Enzo
Legnano – Avvocati Associati, Milan +39 02 89 63 071
eschiavello@legnanoe.it
Featured in Private Equity (Italy)

Practice Areas:
- Enzo Schiavello has a corporate and M&A background. He focuses on the structuring and establishment of alternative investment schemes for domestic and international clients, with particular emphasis on private equity and real estate funds. His expertise ranges from the formation and restructuring of licensed investment managers to the set up of corporate and contractual structures in Italy and other jurisdictions including funds of funds, co-investment funds, infrastructure funds, NPL funds, SICAFs, structured products providing exposure to private equity as an underlying asset class. He is a BBA and a party’s counsel.

Career:

Professional Memberships:
- Member of the Milan Bar (Italy) Member of AIFI – Italian Association of Private Equity and Venture Capital Member of invest Europe Legal and Regulatory Committee

Publications:

Scmidt, Olaf
DLA Piper, Milan +39 02 80 61 81
olaf.schmidt@piper.com
Featured in Real Estate (Italy)

Career:
- Olaf Schmidt assists national and international investors and developers in all aspects of real estate law, including investment and tax law. Due to his investment and financing background, Olaf assists his clients in identifying and implementing the most suitable structure for the realization of real estate investments in Italy.

Scialpi, Antongiulio
Latham & Watkins, Milan +39 02 3046 2000
antongiulio.scialpi@lw.com
Featured in Banking & Finance (Italy)

Practice Areas:
- Antongiulio Scialpi is a partner in the Milan office. He represents Italian and international clients in leveraged finance and debt capital markets, with a particular focus on acquisition financings and public to private transactions. Mr. Scialpi delivers practical and commercially driven counsel to a range of lenders and borrowers, including banks, investment banks, private debt funds, private equity firms, and corporate clients. He advises
Giovanni has about a 15-year experience in energy and infrastructures as well as in banking and finance. In the energy sector he has focused mainly on transactions (including corporate lending, export credit finance, acquisition finance, restructuring as well as corporate governance of companies belonging to structured groups with subsidiaries located in different jurisdictions. Giovanni has been advising domestic and foreign companies, private clients, property transactions, investment funds, real-estate funds, private equity, M&A and company reorganisations. He is President of the board and Board member. He is Team Leader of the Corporate Governance Focus Team and member of the Art and Cultural Property, Luxury, Private Clients, Public International Law & Economic Diplomacy and Digital Innovation Focus Teams. He is also member of the Africa Committee and the Africa Team.

**SCIROCCO, Giovanni**

*Legance - Advocati Associati, Rome*

+39 06 93 18 271
gscirocco@legance.it

Featured in Projects (Italy)

**Practice Areas:**

- Energy, Project Finance & Banking
- M&A, Joint Ventures & Strategic Alliances
- Complex Commercial Transactions & Activations
- Real Estate
- Shipping
- Infrastructure
- Construction
- Private Equity
- Private Debt
- Capital Markets
- Tax
- Antitrust
- Disputes

**Professional Memberships:**

- Leader of the Energy and Banking & Finance Practice
- Member of the editorial committee of: 'Rivista Critica di Diritto del Lavoro'; Member of the executive committee of: 'La Scuola di Ministro'; Member of the executive committee of: "Le Scelte della Giustizia"

**Practice Areas:**

- Energy
- Project Finance
- Banking
- Corporate
- M&A
- Complex Commercial Transactions & Activations
- Real Estate
- Shipping
- Infrastructure
- Construction
- Private Equity
- Private Debt
- Capital Markets
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**Professional Memberships:**

- Leader of the Energy and Banking & Finance Practice
- Member of the editorial committee of: 'Rivista Critica di Diritto del Lavoro'; Member of the executive committee of: "Le Scelte della Giustizia"

**Practice Areas:**

- Energy
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- Real Estate
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- Private Debt
- Capital Markets
- Tax
- Antitrust
- Disputes

**Professional Memberships:**

- Leader of the Energy and Banking & Finance Practice
- Member of the editorial committee of: 'Rivista Critica di Diritto del Lavoro'; Member of the executive committee of: "Le Scelte della Giustizia"
PERSONAL: Law Degree, magna cum laude. Admitted to the Supreme Court and to Italian Bar. Speaks fluent English.

SIRAGUSA, Mario
Ogletree Gattlieb Steen & Hamilton LLP, Milan
+39 035 335 302264
misogurah@gcliff.com
- Featured in Competition/European Law (Italy)

PRACTICE AREAS: Focuses on corporate and commercial matters, and he specializes in EU and Italian competition law and complex commercial litigation. He appears frequently before the European Court of Justice, the General Court of the European Union, the Directorate General for Competition of the European Commission, as well as the Italian Antitrust Authority and Italian civil and administrative courts.

CAREER: Joined firm 1973, became Partner 1980. JD, magna cum laude, University of Rome (1970); Diploma of High European Studies, College of Europe, Bruges (1971); LLM, Harvard Law School (1972)

PROFESSIONAL MEMBERSHIPS: Member of Brussels and Rome Bar. Admitted to practice before the highest court of Italy, Member of the Court of Justice of the European Communities, and CPA England and Wales. Director of the World Intellectual Property Organization Centre for IP Policy and Practice.

PUBLICATIONS: Numerous publications on economics, trade, intellectual property and competition matters.

PERSONAL: Language capability: Italian, French, English

SPONZIOLU, Luca
Freshfields Bruckhaus Deringer, Rome – Italy
- Featured in Corporate & M&A (Italy)

PRACTICE AREAS: Luca Sponziolu is a corporate counsel in the Global transactions group, specialising in private and public M&A and private equity projects. In recent years, he has advised Italian and international clients in different sectors on many corporate transactions, including mergers and acquisitions, public listings and corporate transactions, both domestic and cross border.

CAREER: Joined Freshfields in 2007

PROFESSIONAL MEMBERSHIPS: Italian Bar (Milan) 2007

PUBLICATIONS: “Joint Ventures: Choice of Structure (Italy)” by Practical Law Corporate – Italy and Luca Sponziolu “Investing in Italy Top 10 things a private equity investor should know.”

PERSONAL: Education: JD Università Commerciale Luigi Bocconi in Milan Languages: English and Polish fluently

STEPANINO, Elisa
Portolano Cavallo, Milan
+39 02 335 302264
elisa.stepanino@pc.it
- Featured in Life Sciences (Italy)

PRACTICE AREAS: Elisa is co-head of the Life Sciences and Administrative Law team; she has extensive experience in regulatory and administrative law matters with a particular focus on the Life Sciences sector. She assists national and international clients with respect to all matters concerning the placing on the market, promotion and advertising of pharmaceuticals and medical devices, food supplements, etc. She also has significant experience in the clinical trials field, including in the issues concerning the processing of genetic data and the use of biobanks. She advises on Life Sciences regulations and liability issues from the context of M&A transactions.

CAREER: After being awarded a cum laude Law Degree by the Università Commerciale Luigi Bocconi in 2004, Elisa earned a post-graduate diploma at the European University Institute in Firenze in 2006 and completed her PhD in Constitutional Law at the Università degli Studi di Milano in 2008. During her PhD, she conducted research at the King’s College London. From 2006 to 2010 she was Contract Professor in Public and Constitutional Law at the Università Commerciale Luigi Bocconi. She authors several academic publications and articles on specialized magazines in the field of Life Sciences and participates as a speaker in numerous conferences and seminars.

STEINHÄUER, Carsten
Dentons Europe Studio Legale Tributario, Milan
+39 02 726 268 00
feederico.sutti@dentsons.com
- Featured in Real Estate (Italy), Restructuring/Insolvency (Italy)

PRACTICE AREAS: Dr. Carsten Steinhaüner, LLM, is a partner in Dentons’ Rome and Milan offices. Carsten is a transactional lawyer who focuses on mergers and acquisitions, private equity and project development transactions in a broad range of industries, frequently with a cross-border element. Carsten has specific expertise and extensive experience in the energy sector, where he is recognized as one of the most notable lawyers in Italy. He advises international clients on structuring and negotiating the development, construction, operation, maintenance and financing of renewable energy and energy efficiency projects. Carsten is admitted to the Italian and German bar and has been practicing as a lawyer (’avvocato) in Italy for almost 20 years. He is the Head of Dentons’ Germany Collaboration Group which provides tailored assistance to German or German speaking clients and offers the full range of Dentons’ Italian legal and tax capabilities specifically to German clients. Vice versa, Carsten is point of reference for Italian companies doing business in Germany.

SUTTI, Federico
Dentons Europe Studio Legale Tributario, Milan
- Featured in Insurance (Italy)

PRACTICE AREAS: Federico Sutti is Managing Partner of Dentons in Italy. Federico has been working in the real estate sector since 1998, handling some of the most prominent transactions in the residential, office, retail and logistics sectors in Italy, including advising Italian and international clients in the acquisition of assets and portfolios, as well as relevant, complex developments. Over the last years, he has also assisted leading banks, Italian companies, and multinationals in various restructuring and refinancing matters.

TAGARIELLO, Gian Paolo
Legance - Avvocati Associati, Rome
+39 06 93 18 271
tagariello@gianpaolo.com
- Featured in Insurance (Italy)

PRACTICE AREAS: Gian Paolo Tagariello is senior and founding partner of Legance. He assists private and listed companies as well as private equity firms in M&A, joint ventures and other corporate transactions and reorganizations. He is particularly specialized in banking and financial and insurance industries, where he ensures a global approach dealing also with regulatory issues on a day-to-day basis, he has acted also as arbitrator for commercial litigation and corporate secretaries of the boards of industrial and family groups.

CAREER: He is co-head of the financial institution group and head of insurance department.

PERSONAL: Languages: Italian, English

TEDESCCHINI, Francesco
Chiomenti, Rome
+39 06 4662600
francesco.tedeschini@chiomenti.net
- Featured in Corporate/M&A (Italy)

PRACTICE AREAS: He advises Italian and international clients on corporate finance transactions, purchase of receivables, debt restructuring transactions, bankruptcy law and insolvency proceedings, acquisition of distressed assets, acquisition finance transactions, real estate and asset finance, and inventory finance.

CAREER: Antonio Tavella joined the Firm in 2004 and became a Partner in 2013.

PROFESSIONAL MEMBERSHIPS: Member of the Milan Bar (Italy), 2006

PERSONAL: Languages: Italian, English

TAVELLA, Antonio
Chiomenti, Milan
+39 02 7215 7473
antonio.tavella@chiomenti.net
- Featured in Restructuring/Insolvency (Italy)

PRACTICE AREAS: Antonio Tavella advises Italian and international clients on corporate finance transactions, purchase of receivables, debt restructuring transactions, bankruptcy law and insolvency proceedings, acquisition of distressed assets, acquisition finance transactions, real estate and asset finance, and inventory finance.

CAREER: Within his practice, Antonio has gathered experience on corporate law, mergers and acquisitions, joint ventures, commercial contracts, corporate governance, capital increases and issuance of structured finance instruments.

CAREER: Antonio Tavella joined the Firm in 1989 and became a Partner in 1998. He has been Senior Partner since 2018 to 2021. Since 2021, he is Chairman of the Firm. In 1990-1991 he worked at Skadden, Arps, Slate, Meagher & Flom, LLP in New York. In 2002, he capital increases, joint ventures, takeover bids or exchange tender offerings and listed securities.

CAREER: Francesco Tedeschini joined the Firm in 1989 and became a Partner in 1998. He has been Senior Partner from 1998 to 2018. He has been a Partner since 1998. Francesco advises Italian companies on corporate governance and regulatory matters in the context of M&A transactions and reorganizations. He is particularly specialized in banking and financial and insurance industries, where he ensures a global approach dealing also with regulatory issues on a day-to-day basis, he has acted also as arbitrator for commercial litigation and corporate secretaries of the boards of industrial and family groups.

PUBLICATIONS: Gian Paolo Tagariello is a member of the International Bar Association’s Committee on M&A, Public M&A, Public & M&A, and public companies, banking, insurance and other regulated entities with a focus on complex transactions such as mergers, divisions, spin-offs, debt and equity capital increases, joint ventures, takeover bids or exchange tender offerings and listed securities.

PERSONAL: Languages: Italian, English

TEMPESTINI, Andrea
Mcmorris Wilkins Emery Studio Legale Associato, Milan
+39 0923 3657570
atempestini@mwe.com
- Featured in Tax (Italy)

Practice Areas: Andrea Tempesta is a partner, he advises clients on domestic and international tax issues relating to mergers and acquisitions transactions, corporate restructuring and the use of financial instruments, as well as other tax matters relating to their ordinary activities. He regularly assists Italian and multinational companies in competition law matters.

Career: Andrea Tempesta is a partner of the Law Firm Rucellai & Raffaelli, joined in 1999; frequent speaker in various seminars.

Publications: Author of many articles and publications on employment law topics, including: ‘Labour Code’ (2021 & previous editions); ‘The Civil Code Commentary: Agency Contracts’ (2014); ‘Contracts with Agents’ (2013); ‘Labour Code’ (2009); etc. Regular contributor to the Law column of the Italian financial newspaper Il Sole 24 Ore and a lecturer at this Agency for Employment Law Specialists run by the Italian Employment Lawyers Association (AGIL). Franco regularly speaks at internal and external client seminars, as well as at both national and international conferences on employment law, labour law and contracts with commercial agents.

TOMASSETTI, Catia
BonelliErede, Rome +39 06 55511 catia.tomassetti@belex.com
Featured in Energy & Natural Resources (Italy), Projects (Italy)
Practice Areas: Partner, Catia Tomassetti specialises in project finance, project bonds, public finance and utilities and energy services with extensive experience in traditional and renewable energy, water, roads and motorways sectors. She coordinates the project finance team and is leader of the Energy & Ecological Transition Focus Team, as well as a member of the Banks and Construction & Engineering Focus Teams. She is also a member of the Africa Committee and Africa Team and is in charge of developing the firm’s Middle Eastern practice.

TOMASSINI, Antonio
DLA Piper Italy, Milan 003906 806-181 antonio.tomassini@dlapiper.com
Featured in Tax (Italy)
Career: Antonio Tomassini focuses on tax litigation, investment funds, international taxation, wealth planning and criminal tax law. He assists clients before tax, European and Supreme Courts and before tax authorities within investigation, settlements and rulings. Previously, he served as an office of the Italian Tax Authorities, dealing with tax inspections and criminal investigations in the field of taxation, customs and money laundering. Antonio is a regular author for Il Sole 24 ore and for renowned domestic and international academic tax publications. He is professor and coordinator of the master programs edited by Ipsa (tax law and criminal tax law), Boecco (tax law and wealth planning) and Cattolica University (tax law) and spokesman in workshops and seminars, as well as member of the Centre for Criminal Tax Law and of the scientific committee of the scholar magazine Corriere Tributario.

TORRAZZA, Alberto
Advant Nctm, Milan +39 02 725511 alberto.torrazza@advant-nctm.com
Featured in Shipping (Italy)
Practice Areas: Alberto Torrazza’s expertise includes: • General services in the port area • EU competition law in ports • Safety and
security of maritime services and port operations - Port due.


TOZZOLI, Silvia Legance - Avvocati Associati, Milan +39 02 89 63 071 stozzoli@legance.it

Featured in Employment (Italy)

Practice Areas: Silvia Tosca regularly assists leading Italian and foreign clients in many aspects of employment law, including trade union law (also in consultation before the Ministry of Labour), litigation, labour-focused transactions, insolvency procedures and contracts to establish/regulate sales networks. She is often sought after as a reference point for delicate matters such as confidential projects, works for the purpose of hiring and dismissing or hiring of senior executives. Thanks to a strong network of international contacts and her familiarity with foreign jurisdictions, Silvia also became a “go-to” lawyer for matters requiring multi-jurisdictional capability.

Career: Partner in Legance since 2012. Previously she was Senior Counsel (2011-2012) and Counsel (2007-2010) in Legance. Before she was Associate in Gianni, Origoni Grippo & Partners Studio Legale Associato (1999-2007). Honorary fellow at the Faculties of Law and Economics at Università degli Studi di Pavia and at the Faculty of Political Sciences of University degli Studi di Milano, Milan, Italy.

Professional Memberships: Member of the Milan Bar (Italy), since 2006 IBA member SEIL member AGI - Avvocati Giustavolisti Italiani member Member of the European Employment Lawyers Association and international associate of the American Bar Association.

Publications: Silvia is the author of several papers and commentaries. She frequently speaks at national and international conferences and postgraduate courses, deploying her academic and research experience.

TRAPANI, Matteo Advant Nctm, Milan 00 39 2 720 511 matteo.trapani@advant-nctm.com

Featured in Corporate/M&A (Italy), Private Equity (Italy)

Practice Areas: Litigation, Capital Markets

Career: He has extensive experience in litigation, bankruptcy and corporate law. He represents a variety of clients, and has acted in a number of major cases in the field of capital markets.

TROISI, Filippo Legance - Avvocati Associati, Rome +39 06 93 18 271 ftroisi@legance.it

Featured in Corporate/M&A (Italy), Private Equity (Italy)

Practice Areas: Mergers & Acquisitions, Private Equity; Corporate & Commercial Law; Capital Markets

Career: He has extensive experience in M&A and private equity. He has specialised in corporate restructurings and has worked closely with a number of institutional investors, as well as with a number of public and private banks.

TROIANO, Vincenzo Chiomenti, Rome +39 06 4602 2268 vincenzo.troiano@chioimenti.net

Featured in Banking & Finance (Italy), Private Equity (Italy)

Practice Areas: Mergers and Acquisitions; Venture Capital Funding; Corporate Finance and M&A

Career: Vincenzo Troiano has been a partner in the firm since 2005. He has acted for a number of leading Italian and international companies in a range of complex corporate transactions.

TURGILED, Despoina Eversheds, Athens +39 2 80 84 40 313 despoina.turgiled@eversheds.com

Featured in Intellectual Property (Italy)

Practice Areas: Intellectual and Property Law; Litigation and Arbitration

Professional Memberships: Member of the Milan Bar (Italy)

TUZZO, Maurizio Frei & Partners, Milan +39 02 49 53 35 00 maurizio.tuzzo@freipartners.it

Featured in Dispute Resolution (Italy)

Practice Areas: International and Domestic Litigation and Arbitration

Professional Memberships: Member of the Milan Bar (Italy)

TUZI, Lanka Giannessi, Rome +39 06 84 66 39 13 lanka.tuzi@giannessi.it

Featured in Intellectual Property (Italy)

Practice Areas: Intellectual and Property Law; Litigation and Arbitration

Professional Memberships: Member of the Milan Bar (Italy)

TROIANO, Vincenzo Chiomenti, Rome +39 06 4602 2268 vincenzo.troiano@chioimenti.net

Featured in Banking & Finance (Italy), Private Equity (Italy)

Practice Areas: Mergers and Acquisitions; Venture Capital Funding; Corporate Finance and M&A

Career: Vincenzo Troiano joined the firm as a partner in 2005. Until 2007, he worked at the Bank of Italy.

Professional Memberships: Member of the Rome Bar (Italy), 1996; Admitted to practice before the Supreme Court, Italy, 2005; Member of the Consultative Group for Investor Protection & Intermediaries Committee at The ESMA (European Securities and Markets Authority).

Personal: Languages: Italian, English.

TROISI, Filippo Legance - Avvocati Associati, Rome +39 06 93 18 271 ftroisi@legance.it

Practice Areas: Mergers and Acquisitions; Venture Capital Funding; Corporate Finance and M&A

Career: Filippo Troisi has been a leading role in the Italian M&A market, being advisor of the most important and sophisticated deals and cross-border transactions, mentioned in the most significant Italian and international newspapers.

He is Senior and Founding Partner of Legance and leads the Corporate Finance Department, where he regularly advises clients on domestic and international transactions, private equity funds and investment banks, on mergers, acquisitions, divestitures, equity offerings and joint-venture transactions. He has been involved in many transactions involving privatizations, IPOs, public offerings and private placements, as well as issuers in connection with ongoing corporate governance and securities law matters, as well as matters on broader public and private and public markets and acquisition expertise, including representation of corporate clients, real estate funds and private equity sponsors in buy-side/sell-
side asset and stock purchases and sales and auctions.

Career: University of Pennsylvania Law School, LL.M. Università Degli Studi di Milano, Laurea in Giurisprudenza Admis-
sions; Italy; New York Languages: Italian; English; French

Personals: https://www.pearson.com/
people/t/turco-emanuele

TRUTALLI, Federico
Advant Nctm, Milan
+39 02 725511
federico.trutalli@advant-nctm.com


Career: Federico Trutalli, Equity Partner, expertise in tax, transfers of domestic and interna-
tional tax, M&A and corporate restructuring

in focus on foreign inbound/outbound transactions. He handles complex tax
structuring for M&A and real estate transactions, tax litigation and negotiating
settlements with the tax administration

involving major multinationals and nation-
groups, such as: Vodafone, Ceetrus/
Auchan, Morgan Stanley, IliyCaffe, Ardian, Compagnia Group others. Before joining
Nctm more than 20 years ago, he prac-
ticed with other authoritative tax and law
firms, in Milan and London.

Professional Memberships: 1D and Masters in Tax Law, Bocconi University of

Milan.

TULLI, Domenico
Gianni & Origoni, Rome
+39 06.478751
tulli@gop.it

Featured in Real Estate (Italy)

Practice Areas: Domenico has extensive

experience in both M&A and real estate.

In this capacity, he has led teams of

the firm which have assisted major clients

in transactions that have contributed to

firm which have assisted major clients

in transactions that have contributed to

funds.

Career: Graduated in Law from the

University of Bologna, he has a Masters in

the last decade.

Featured in Intellectual Property (Italy)

Featured in Corporate/M&A (Italy), Private

Practitioner.

Languages: Italian, English; French

ZAMPA, Gian Luca
Freshfields Bruckhaus Deringer, Rome
+39 06 695 331
gianluca.zampa@freshfields.com

Featured in Banking & Finance (Italy)

Practice Areas: Partner, Gian Luca

specialises in banking and insolvency

law matters. He also specializes in assist-
ing in capital markets and various corporate

transactions. He renders advice to clients

in relation to demergers and private equity

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Valentina Zanelli is a partner of Carnelutti Law Firm, Milan. She has significant experience in domestic and corporate governance. Valentina advises companies and private equity funds in the fields of corporate law and securities, including mergers, acquisitions, asset deals, joint ventures, winding-up procedures, shareholders’ agreements and corporate governance. Valentina has significant experience in domestic and international franchise, distribution and other commercial agreements. She graduated cum laude from the University of Piacenza. Following her graduation, she earned her master’s degree at the George Washington University Law School in Washington D.C. Valentina is an assistant professor in commercial law at the University of Milan. She is the author of articles published in national law journals, as well as international publications. She is a frequent speaker at conferences on Italian commercial law. Valentina was admitted to the Italian Bar in 2006 and is a member of the American Bar Association (ABA) and of the Union Internationale des Avocats (UIA). Valentina is fluent in English and French, in addition to her native Italian.

**Practice Areas:** Corporate and M&A – Energy

**Career:** Valentina Zanelli is a partner of CARNELUtti Law Firm. She is a member of the firm’s corporate and M&A department, where her practice mainly focuses on domestic and cross-border deals, commercial transactions, general corporate assistance and competition. She advises companies and private equity funds in the fields of corporate law and securities, including mergers, acquisitions, asset deals, joint ventures, winding-up procedures, shareholders’ agreements and corporate governance. Valentina has significant experience in domestic and international franchise, distribution and other commercial agreements. She earned her master’s degree at the George Washington University Law School in Washington D.C. Valentina is an assistant professor in commercial law at the University of Milan. She is the author of articles published in national law journals, as well as international publications. She is a frequent speaker at conferences on Italian commercial law. Valentina was admitted to the Italian Bar in 2006 and is a member of the American Bar Association (ABA) and of the Union Internationale des Avocats (UIA). Valentina is fluent in English and French, in addition to her native Italian.

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