

THE BEST IN ITALY

FINANCE REPORT

2019



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EVENTS



INTELLIGENCE



PUBLICATIONS

LC publishing Group provides 100% digital information - with a business angle - on legal, finance and food markets in Italy and is the largest legal publisher across southern Europe and Latin America after the acquisition of the majority share in Iberian Legal group. LC Publishing Group has offices in Milan, Madrid, and New York.



METHODOLOGY

RANKING



Rankings A, B and C correspond to law firms specialising in Banking & Finance ranked by the **most prestigious legal directories** (Chambers & Partners and Legal 500).

A Band 1 **B** Band 2 **C** Band 3

Rankings A, B and C are based on the average assessment (A, B and C) of qualities/expertise in the different practice areas (Finance, Project Finance, Banking, Dept Capital Markets, Restructuring, Litigation, Npl, Regulatory, Shipping, Real estate, Structured finance, Leveraged finance, Private clients/ Family office, Private debt/minibond, Financial crime).

More specifically:

A The firm has a well-established presence in the market with a wide range of operations carried out for leading clients in the Banking & Finance sector; the team has transversal skills and is active in all Banking & Finance sub specializations; wide recognition and “high” reputation according to clients, peers and in general by all market observers contacted by our Research Center, including competitors.

B The firm is present and active in the market; the team has excellences in one or more – but not all – sub specializations; well-established and partially widespread reputation according to its clients and other lawyers’ clients.

C The firm is present and active in the market; the team’s expertise has a primary focus on a specific practice area; recommendations are mostly received by its clients.

The **NEW** symbol indicates that the firm is included in the Report for the first time.

The following signs ▲ = ▼ indicate:

- whether the firm ranking has changed compared to last year, i.e. whether it is moving up, moving down or is stable.
- whether the team has changed compared to last year, i.e. whether it is increasing in size, decreasing or is stable.

REPORT FINANCE

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LEGALCOMMUNITY AWARDS

These awards refer to Legalcommunity, our digital title, and they reward the best law firms and lawyers by area of expertise. There are 8 Legalcommunity Awards each year.

Energy Awards	Past event 31 January
Finance Awards	Past event Milan, 21 February
Tax Awards	Milan, 25 March
Ip & Tmt Awards	Milan, 13 May
Corporate Awards	Milan, 13 June
Italian Awards (by region)	Rome, 11 July
Labour Awards	Milan, 30 September
Marketing Awards	Milan, 29 October



FOODCOMMUNITY AWARDS

We reward the protagonists of the food & beverage sector in Italy for their excellence and impact from a business point of view (Chefs, entrepreneurs, small artisan producers etc.)

Foodcommunity Awards	Milan, 9 December
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DIVERSITYAWARDS

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This event contemplates a moment of discussion (roundtable) and a ceremony to celebrate the entities (companies and institutions) committed to the inclusion and the protection of rights of diversities.

Diversity Awards	Milan, 4 July
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FINANCECOMMUNITY AWARDS

These awards are dedicated to the Italian financial community and they reward the best bankers, advisors, investors, banks, private equity representatives, Sgr of the year.

Financecommunity Awards	Milan, 14 November
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INHOUSECOMMUNITY AWARDS

This event intends to reward the best professionals within companies: from legal affairs, HR, financial to tax departments.

Inhousecommunity Awards	Milan, 17 October
Inhousecommunity Awards Switzerland	Lugano, 21 November

LEGALCOMMUNITYWEEK

LC PUBLISHING GROUP

The international week of events for the legal and business community in Milan.

Legalcommunity Week	Milan, 10-14 June
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SAVETHEBRAND

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This event celebrates Made in Italy in the 3F sector "Fashion, Food, Furniture" through its protagonists: the entrepreneurs.

Save the Brand	Milan, 28 November
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A DYNAMIC, GROWING MARKET WITH INCREASING COMPLEXITY AND NEW PLAYERS

by alessandra benozzo

TOTAL VALUE

This year, 62 law firms active in the Banking & Finance sector collaborated with Legalcommunity's research center, allowing us to come up with an updated picture of the industry in Italy.

Our sample includes:



In 2018, as with last year, the estimated turnover for business related to the Banking & Finance industry has experienced growth. The estimate the research center has come up with is overall turnover of about 414.82 million euros, with 6.7% growth compared to last year's data. Considering exclusively the same sample of firms of the 2017 study, the trend points to growth of 3.4% as well.

Below is the list of the 10 firms with the greatest estimated turnover linked to Banking & Finance. The collective turnover for these ten firms amounts to 275 million euros, therefore, more than half of the overall turnover in the sector.

TOP TEN FIRMS IN TERMS OF ESTIMATED TURNOVER

IN ALPHABETICAL ORDER

- ★ Allen & Overy
- ★ BonelliErede
- ★ Chiomenti
- ★ Clifford Chance
- ★ DLA Piper
- ★ EY
- ★ Gianni Origoni Grippo Capelli & Partners
- ★ Legance
- ★ Linklaters
- ★ Simmons & Simmons

TEAMS

There are 1407 legal professionals, including partners, attorneys, associates and trainees, working in this area full or part time (1307 vs 1101 if we consider the same group of firms of 2017).

If we look at partners only, we find 348 this year. This represents an 8% increase over last year.

	2017		2018	
Total	1.500	▼	1.407	
Partner	340	▲	348	+2,4%

The largest teams according to the study are: La Scala with 166 professionals involved in the sector, almost double in size in comparison with the second firm in the ranking, Legance with 88 professionals.

Although the first two slots in the rankings are the same as 2017, we see an advance by the firm BonelliErede, which takes third place thanks to the addition of 10 lawyers and the decline of DLA Piper, which, even considering that it's down by 14 lawyers, the firm still remains one of the biggest and well-organized teams.

Firm	Team	Partners	% Partners
1 La Scala	166	15	9%
2 Legance	88	12	13,6%
3 BonelliErede	60	7	11,6%
4 Chiomenti	60	8	13,3%
5 Clifford Chance	52	11	21,1%
6 Allen & Overy	49	5	10,2%
7 Linklaters	48	6	12,5%
8 Orrick	45	7	15,5%
9 DLA Piper	43	12	27,9%
10 Simmons & Simmons	35	6	17,1%

Examining the total of all who've contributed to the totals, the average team/partner ratio is just over 13,5%. At the extreme end of the charts, we find a ratio of 9% for La Scala and 27,9 of DLA Piper.

TEAMS SHOWING THE MOST GROWTH:

Firm	Team 2018	Team 2017	Difference ▲
EY	16	4	+12
BonelliErede	60	50	+10
Legance	88	78	+10
Orrick	45	37	+8
Chiomenti	60	52	+8

TEAMS WITH THE GREATEST DECREASE:

Firm	Team 2018	Team 2017	Difference ▼
DLA Piper	43	57	-14
Lombardi Segni e Assocaiti	11	20	-9
Grimaldi Studio Legale	28	34	-6
Linklaters	48	43	-5
Macchi di Cellere	16	21	-5

NEW HIRES IN 2018

There were a total of 162 new hires in B&F teams at the various firms.

Among them was a huge number of new partners brought in, along with those in more senior roles.

In detail:

Name	Joined the firm	From
Chiara Anceschi (Partner)	DLA Piper	Freshfields
Giuseppe Mele (Partner)	DLA Piper	BonelliErede
Ilario Giangrossi (Partner)	Grimaldi Studio Legale	Norton Rose Fulbright
Francesco Satta (Partner)	Grimaldi Studio Legale	Pavia e Ansaldo
Alessandro Nolet (Partner)	White & Case	Cleary Gottlieb
Tommaso Tosi (Partner)	White & Case	Shearman & Sterling
Eduardo Fiordiliso (Partner)	Gianni Origoni Grippo Cappelli & Partners	Unicredit
Nicola Cozzi (Partner)	GIM Legal	4Legal
Marco Corica (Partner)	GIM Legal	Studio Perri – Corica
Gianandrea Gallo (Partner)	GIM Legal	Studio Dalavecuro
Franco Grilli Cicilioni (Partner)	EY	Galadari Advocates & Legal Consultants
Massimiliano Bianchi (Partner)	EY	Clifford Chance
Oriana Granato (Partner)	EY	Gianni Origoni Grippo Cappelli & Partners
Riccardo Pontremoli (Partner)	Giovannelli e Associati	Bettini Formigaro Pericu
Carmine Oncia (Partner)	Giliberti Triscornia e Associati	Grimaldi Studio Legale
Enrico Troianiello (Partner)	Curtis	
Leonardo Giani (Partner)	Simmons & Simmons	Baker McKenzie
Gianpaolo Garofalo (Partner)	Dentons	BonelliErede
Alessandro Engst (Partner)	Dentons	Eversheds Sutherland
Giovanni Diotallevi (Partner)	Dentons	Chiomenti
Enrico Maria Mancuso (Partner)	Pedersoli Studio Legale	Baker McKenzie
Alessandro Zappasodi (Partner)	Pedersoli Studio Legale	Chiomenti
Marina Balzano (Partner)	Orrick	Pavia e Ansaldo
Sara Cerrone (Counsel)	Chiomenti	BonelliErede

If we look at internal promotions, La Scala certainly stands out. Between the end of 2018 and the beginning of 2019 five attorneys were promoted to partner:

In May 2019, Gioacchino Foti was promoted partner in Clifford Chance.

FIRMS/LAWYERS MENTIONED MOST FREQUENTLY BY THE MARKET

Ranking of those most mentioned **by peers**:

Firms



Lawyers



Ranking of those most mentioned **by professionals** in the market:

Firms



Lawyers



In terms of the individual specializations, the following names got the most mentions:

Banking

- **Allen & Overy**
- **Linklaters** - Andrea Arosio
- **Caiazzo Donnini Pappalardo & Associati** - Giulio Tognazzi
- **Latham & Watkins** - Andrea Novarese

Debt Capital Markets

- **Allen & Overy** - Cristiano Tommasi
- **DLA Piper** - Giovanni Ragnoni Bosco Lucarelli
- **White & Case** - Michael Immordino

Restructuring

- **Linklaters** - Francesco Faldi
- **Gianni Origoni Grippo Cappelli & Partners** - Gabriella Covino
- **Molinari e Associati** - Ugo Molinari

Litigation

- **Lombardi Segni e Associati** - Giuseppe Lombardi
- **Giliberti Triscornia e Associati** - Enrico Giliberti
- **Studio Legale Irti** - Natalino Irti

Npls

- **Legance** - Andrea Giannelli
- **Italian Legal Services** - Norman Pepe
- **Freshfields** - Corrado Angelelli

Regulatory

- **Gianni Origoni Grippo Cappelli & Partners** - Emanuele Grippo
- **RCCD** - Silvio Riolo
- **Studio Carbonetti e Associati** - Francesco Carbonetti

Shipping

- **Norton Rose Fulbright** - Gennaro Mazzuoccolo
- **Chiomenti** - Alfredo Lizio
- **Watson Farley & Williams** - Furio Samela

Real estate

- **Osborne Clarke** - Andrea Pinto
- **DLA Piper** - Olaf Schmidt
- **Dentons** - Federico Sutti

Structured Finance

- **Linklaters** - Linda Taylor
- **Allen & Overy** - Stefano Sennhauser
- **Orrick** - Patrizio Messina

Leveraged Finance

- **Clifford Chance** - Charles Adams
- **Linklaters** - Andrea Arosio
- **Simmons & Simmons** - Davide D'Affronto

Private banking/family office

- **Grimaldi Studio Legale** - Davide Contini
- **Tonucci & Partners** - Pietro Rossi
- **Chiomenti** - Giovanni Cristofaro

Wealth management

- **Gianni Origoni Grippo Cappelli & Partners** - Claudio Grego
- **Withersworldwide** - Sergio Anania
- **Caiazzo Donnini Pappalardo & Associati** - Giulio Tognazzi

Private debt/minibond

- **Ashurst** - Mario Lisanti
- **Gattai Minoli Agostinelli** - Gaetano Carrello
- **Allen & Overy** - Cristina Tommasi

Financial crime

- **Studio Giuseppe Iannaccone e Associati** - Giuseppe Iannaccone
- **DFS Dinoia Federico Simbari** - Massimo Dinoia
- **Cagnola e Associati** - Fabio Cagnola

MARKET TRENDS

In the recent years, the Banking & Finance market has been particularly dynamic.

Companies' strategic growth through shareholding consolidation, acquisitions, internationalisation and innovation is creating a huge demand for funding, mainly alternative to traditional bank lending.

Market demand has tilted toward requests for "hybrid" products, those which blend different types of financing. To be competitive in this new

climate, firms need to offer clients full assistance on the banking and capital market considerations.

Lending activity has significantly increased. In particular, the market registered growth in leveraged buyout transactions, to which new forms of financing (i.e. direct lending, tailored private placement, asset backed and asset-based financing) have been added, because of the changed regulatory environment. The new opportunities are linked to direct lending and, consequently, to the presence of new players on the market. Easy credit access and lower margins have encouraged almost all investment funds to finance the deals, sometimes using more complex finance structures if compared to the past.

DEBT CAPITAL MARKETS

In past months we have witnessed an increase of work in the debt capital markets, with several deals involving issue of bonds by Italian issuers for the purposes of raising capital from alternative financing sources not authorised to directly lend into Italy. Clients often request to work on the analysis and structuring of potential alternative financing transactions, using the flexibility offered by the Italian securitisation law, as recently restated.

The market also experienced a strong interest by domestic and foreign investors in respect to debt capital market new products and structures such as basket bond and bond-to-securitisation schemes.

Besides, during the last 12 months the relevance of real estate finance transactions and NPLs/structured finance transactions gained further importance, due, respectively, to the strengthening of the Italian economy, and the amendment enacted by the Italian government in respect to the securitisation transactions, aimed at boosting the disposal of NPLs by banks and financial intermediaries. On the NPL side, commercial real estate backed receivables are still the most attractive assets for investors in the Italian market.

FINTECH

FinTech is revolutionizing traditional financial services through technology. It constantly debuts new features and applications/opportunities; for example, blockchain technology in the financial sector and the implications of FinTech on privacy. New and innovative services are being created to challenge the existing

financial services market. Traditional operators are facing these issues and are forced to gear up to be competitive in the fintech arena.

THE BIGGEST DEALS OF THE YEAR

In 2018, various deals took place that were significant for their size or the lawyers and firms involved.

The “Deal of the Year for 2018” is definitely Project Omega: the partnership between Intesa Sanpaolo and Intrum. This was one of the most important and complex operation in the NPLs arena ever accomplished in Italy.

The deal is a combination of complex financial structures and an industrial joint venture which is, at inception, one of the top three servicers in Italy. The transaction provides the simultaneous assignment from Intesa Sanpaolo S.p.A. and other banks of the group of a portfolio of receivables, the creation of a servicing platform (with the creation of the second servicing player in Italy in terms of assets under management) and the execution of a servicing agreement for the servicing of NPLs receivables owed by ISP and other banks of the group.

Participating firms:

- **Chiomenti** assisted Intesa Sanpaolo with a team led by partners **Carlo Croff** and **Stafano Mazzotti** for M&A and by partner **Gregorio Consoli** for financial aspects, by partner **Giuseppe Andrea Ginnantonio** and of counsel **Giovanni Carpenzano**, with counsel **Antonino Guida** for taxes, and by partner **Alessandro Portolano** for regulatory work.
- **RCCD** advised Intrum, together with co-investor CarVal with a team led by partners **Paolo Calderaro**, **Camilla Giovannini**, **Tommaso Canepa** and **Elio Indelicato** for financial aspects. The firm also assisted intrum for M&A with a team led by partners **Guido Masini** and **Nicola Caielli**.
- Intrum was assisted in tax matters by **PwC**, with a team composed of **Alessandro** (partner of PwC TLS), **Alessandro Turrís** (partner PwC), **Francesco Nuzzolo** (partner PwC TLS).
- **Orrick** assisted Banca IM, HSBC and Credit Suisse with a team led by partners **Patrizio Messina** and **Gianrico Giannesi**.
- **Legance** advised HSBC and Credit Suisse as underwriters of senior securities with a team led by senior partner **Andrea Giannelli**.

- **Freshfields** assisted Securitisation Services (Gruppo Banca Finint) in the roles of master servicer, calculation agent and corporate servicer, with a team led by **Francesco Lombardo**, senior associate.

OTHER IMPORTANT DEALS:

The banks and bond financing of the acquisition of Recordati by CVC Capital Partners

White & Case represented CVC Capital Partners on a €1.3 billion high yield bond issuance in connection with the acquisition of FIMEI S.p.A., which owns approximately 51.8% of the outstanding share capital of Recordati S.p.A. The notes have been issued by Rossini S.à.r.l. in two tranches: €650 million 6.750% senior secured fixed rate notes due 2025 and €650 million senior secured floating rates notes due 2025.

Other advisors:

- **Gattai Minoli Agostinelli & Partners** with CVC for M&A aspects
- **Facchini Rossi & Soci** with CVC for tax structuring and due diligence
- **Pedersoli Studio Legale** with FimeI
- **Gatti Pavesi Bianchi** with Recordati
- **Chiomenti** with ceo Andrea Recordati for tax aspects
- **Toffoletto De Luca Tamajo** with ceo Andrea Recordati for labour aspects
- **Clifford Chance** with the banks

Open Fiber broadband project

Financing of 3.5 billion to support the Open Fiber growth plan for the development of the first Italian ultra-broadband network in fiber optics. This is the largest structured-finance deal in the EMEA area for the development of a fiber-optic network.

Advisor:

- **White & Case** with Open Fiber
- **Lombardi Segni e Associati** with CDP Equity
- **Gianni Origoni Grippo Cappelli & Partners** with the banks
- **Ashurst** with Banca Europea degli Investimenti
- **Ludovici Piccone & Partners** took care of the structuring of the deal and followed the fiscal aspects of it

The banks and bond financing of the acquisition by Selecta AG (controlled by KKR) of Gruppo Argenta S.p.A. with a concurrent refinancing of the debt of Gruppo Argenta

The complex refinancing of Gruppo Argenta's debt was carried out, inter alia, by means of the issuance of a high yield bond by the Dutch company Selecta Group B.V. for an amount equal to approximately 1.3 billion euros. Gruppo Argenta acted as guarantor in the context of the financial transaction, including the high yield bond.

Advisor:

- **Gianni, Origoni, Grippo, Cappelli & Partners** together with **Kirkland & Ellis, Simpson Thacher & Bartlett and Ropes & Gray** assisted KKR
- **Latham & Watkins** with the banks
- **Maisto e Associati** with the banks in respect to the Italian taxation matters
- **Pedersoli Studio Legale** assisted the vendor Motion Equity Partners

Renegotiation and signing of a new €1.8 billion Revolving Credit Facilities for Leonardo.

The new RCF was signed by 26 banks, and oversubscribed for €3.6 billion, confirming the interest of the market for Leonardo.

Advisor:

- **Clifford Chance** with Leonardo
- **Linklaters** with the banks

UniCredit's first €1.5 billion 5-year Senior Non-Preferred Notes, the first ever issued in Italy, targeted to institutional investors.

The bond represents the first transaction in Italy following the recent introduction of the new category of Senior Non-Preferred debt (called "strumenti di debito chirografario di secondo livello"), by means of the 2018 Italian Budget Law.

Advisor:

- **Allen & Overy** with UniCredit
- **Clifford Chance** with the Joint Bookrunners.

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ALLEN & OVERY

RANKING



TOTAL REVENUES IN ITALY

-

TEAM

49 professionals
compared to the previous year

5 Partners **20** Associates **8** Counsels **16** Trainees

Craig Byrne, Massimo Greco, Pietro Scarfone, Stefano Sennhauser, Cristiano Tommasi
+ 8 Counsel: Lisa Curran, Pietro Bellone, Juri Bettinelli, Frederic Demeulenaere, Emiliano La Sala, Milena Linguanti, Alessandra Pala, Amilcare Sada

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	-
Project Finance	-
Banking	-
Dept Capital Markets	-
Restructuring	-
Litigation	-
Npl	-
Regulatory	-
Shipping	-
Real estate	-
Structured finance	-
Leveraged finance	-
Private clients*	-
Private debt/Minibond	-
Financial crime	-

STUDIO LEGALE ARATA E ASSOCIATI

NEW

RANKING



TOTAL REVENUES IN ITALY

-

TEAM

11 professionals

5 Partners **4** Associates **-** Counsels **2** Trainees

Francesco Arata, Antonella Zoni, Carlo Tremolada, Leonardo Cammarata, Claudio Schiaffino

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	-
Project Finance	-
Banking	-
Dept Capital Markets	-
Restructuring	-
Litigation	-
Npl	-
Regulatory	-
Shipping	-
Real estate	-
Structured finance	-
Leveraged finance	-
Private clients*	-
Private debt/Minibond	-
Financial crime	100%

*family office and wealth management included

ASHURST

RANKING



TOTAL REVENUES IN ITALY



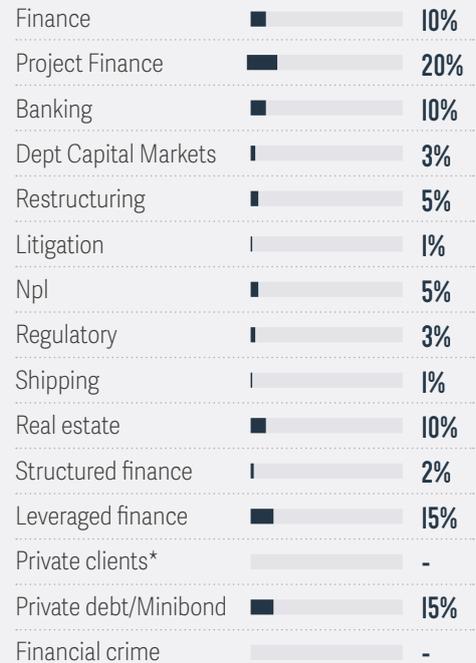
TEAM

26 professionals -2
compared to the previous year

5 Partners **9** Associates **4** Counsels **8** Trainees

Mario Lisanti, Carloandrea Meacci, Franco Vigliano, Umberto Antonelli, Paolo Manganelli

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



BL – BONIFAZI LOVADINA

NEW

RANKING



TOTAL REVENUES IN ITALY



FINANCE ACTIVITIES



TEAM

4 professionals

1 Partners **-** Associates **1** Counsels **2** Trainees

Emanuele Boschi

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



*family office and wealth management included

BONELLIEREDE

RANKING



TOTAL REVENUES IN ITALY



TEAM

60 professionals ▲ +10
compared to the previous year

7 Partners **26** Associates **-** Counsels **27** Trainees

Emanuela Da Rin, Massimiliano Danusso, Antonio La Porta, Giuseppe Sacchi Lodispoto, Giuseppe Rumi, Catia Tomasetti, Federico Vezzani

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	-
Project Finance	-
Banking	-
Dept Capital Markets	-
Restructuring	-
Litigation	-
Npl	-
Regulatory	-
Shipping	-
Real estate	-
Structured finance	-
Leveraged finance	-
Private clients*	-
Private debt/Minibond	-
Financial crime	-

BSVA STUDIO LEGALE ASSOCIATO

NEW

RANKING



TOTAL REVENUES IN ITALY



TEAM

4 professionals

1 Partners **2** Associates **-** Counsels **1** Trainees

Marco Lantelme

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	10%
Project Finance	5%
Banking	25%
Dept Capital Markets	-
Restructuring	25%
Litigation	5%
Npl	5%
Regulatory	15%
Shipping	-
Real estate	5%
Structured finance	5%
Leveraged finance	-
Private clients*	-
Private debt/Minibond	-
Financial crime	-

*family office and wealth management included

CAIAZZO DONNINI PAPPALARDO & ASSOCIATI

RANKING



TOTAL REVENUES IN ITALY



TEAM

4 professionals
compared to the previous year

Partners Associates Counsels Trainees

Giulio Tognazzi

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	3%
Project Finance	9%
Banking	62%
Dept Capital Markets	-
Restructuring	-
Litigation	5%
Npl	-
Regulatory	4%
Shipping	-
Real estate	13%
Structured finance	-
Leveraged finance	-
Private clients*	4%
Private debt/Minibond	-
Financial crime	-

STUDIO CAMPEIS

RANKING



TOTAL REVENUES IN ITALY

2,3mln

FINANCE ACTIVITIES



TEAM

8 professionals
compared to the previous year **+2**

3 Partners 4 Associates - Counsels 1 Trainees

Giuseppe Campeis, Massimiliano Campeis, Carlotta Campeis

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	-
Project Finance	-
Banking	15%
Dept Capital Markets	-
Restructuring	10%
Litigation	25%
Npl	-
Regulatory	-
Shipping	-
Real estate	5%
Structured finance	-
Leveraged finance	-
Private clients*	15%
Private debt/Minibond	-
Financial crime	30%

*family office and wealth management included

CBA STUDIO LEGALE

RANKING



TOTAL REVENUES IN ITALY

-

FINANCE ACTIVITIES



TEAM

14 professionals
compared to the previous year -1

2 Partners **8** Associates **2** Counsels **2** Trainees

Matteo Bascelli, Francesco DIALTI
+ Daniela Viaggio (counsel) and Paolo Carrière (of Counsel)

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	10%
Project Finance	10%
Banking	10%
Dept Capital Markets	-
Restructuring	20%
Litigation	-
Npl	10%
Regulatory	-
Shipping	15%
Real estate	10%
Structured finance	5%
Leveraged finance	10%
Private clients*	-
Private debt/Minibond	-
Financial crime	-

CDRA COMANDÈ DI NOLA RESTUCCIA AVVOCATI

RANKING



TOTAL REVENUES IN ITALY

-

FINANCE ACTIVITIES



TEAM

14 professionals
compared to the previous year +2

4 Partners **6** Associates **1** Counsels **3** Trainees

Daniele Iorio, Antonino Restuccia, Carlo Comandè, Sergio Di Nola

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	5%
Project Finance	10%
Banking	15%
Dept Capital Markets	-
Restructuring	20%
Litigation	25%
Npl	5%
Regulatory	15%
Shipping	-
Real estate	5%
Structured finance	-
Leveraged finance	-
Private clients*	-
Private debt/Minibond	-
Financial crime	-

*family office and wealth management included

CHIOMENTI

RANKING



TOTAL REVENUES IN ITALY

—

FINANCE ACTIVITIES



TEAM

62 professionals -8
compared to the previous year

8 Partners **30** Associates **6+1** Counsels + Of counsel **17** Trainees

Francesco Ago, Carola Antonini, Giulia Battaglia, Luca Bonetti, Giorgio Cappelli, Gregorio Consoli, Giovanni Cristofaro, Antonio Tavella

NEWS

Sara Cerrone joined the Firm in 2018 as Counsel from BonelliErede

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	▬	-
Project Finance	▬	-
Banking	▬	-
Dept Capital Markets	▬	-
Restructuring	▬	-
Litigation	▬	-
Npl	▬	-
Regulatory	▬	-
Shipping	▬	-
Real estate	▬	-
Structured finance	▬	-
Leveraged finance	▬	-
Private clients*	▬	-
Private debt/Minibond	▬	-
Financial crime	▬	-

CLEARY GOTTLIB

RANKING



TOTAL REVENUES IN ITALY

—

TEAM

18 professionals +11
compared to the previous year

4 Partners **12** Associates **1+1** Counsel + Senior attorney **11** Trainees

Carlo de Vito Piscicelli, Giuseppe Scassellati-Sforzolini, Roberto Bonsignore, Pietro Fioruzzi

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	▬	-
Project Finance	▬	-
Banking	▬	-
Dept Capital Markets	▬	-
Restructuring	▬	-
Litigation	▬	-
Npl	▬	-
Regulatory	▬	-
Shipping	▬	-
Real estate	▬	-
Structured finance	▬	-
Leveraged finance	▬	-
Private clients*	▬	-
Private debt/Minibond	▬	-
Financial crime	▬	-

*family office and wealth management included



Is the **largest specialist legal publisher**
across **Southern Europe** and **Latin America**
with the acquisition of the majority share in



CLIFFORD CHANCE

RANKING



TOTAL REVENUES IN ITALY



FINANCE ACTIVITIES



TEAM

52 professionals
compared to the previous year

11 Partners **28** Associates **3** Counsels **10** Trainees

Charles Adams, Giuseppe De Palma, Ferdinando Poscio, Lucio Bonavitacola, Gioacchino Foti, Filippo Emanuele, Tanja Svetina, Fabio Guastadisegni, Carlo Felice Giampaolino, Antonio Golino, Umberto Penco Salvi + 3 Counsel: Francesca Cuzzocrea, Laura Scaglioni, Jean-Paule Castagno

NEWS

Promotions: In May 2018, Gioacchino Foti was promoted partner

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	12%
Project Finance	5%
Banking	12%
Dept Capital Markets	12%
Restructuring	6%
Litigation	10%
Npl	4%
Regulatory	5%
Shipping	-
Real estate	7%
Structured finance	7%
Leveraged finance	12%
Private clients*	-
Private debt/Minibond	2%
Financial crime	6%

CMS

RANKING



TOTAL REVENUES IN ITALY



FINANCE ACTIVITIES



TEAM

20 professionals
compared to the previous year

4 Partners **10** Associates **4** Counsels **2** Trainees

Paolo Bonolis, Massimo Trentino, Domenico Gaudiello, Stefano Chirichigno

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	8%
Project Finance	8%
Banking	15%
Dept Capital Markets	2%
Restructuring	10%
Litigation	3%
Npl	8%
Regulatory	12%
Shipping	1%
Real estate	14%
Structured finance	5%
Leveraged finance	5%
Private clients*	3%
Private debt/Minibond	5%
Financial crime	1%

*family office and wealth management included

NEW

CRIPPA PISTOCHINI

RANKING



TOTAL REVENUES IN ITALY



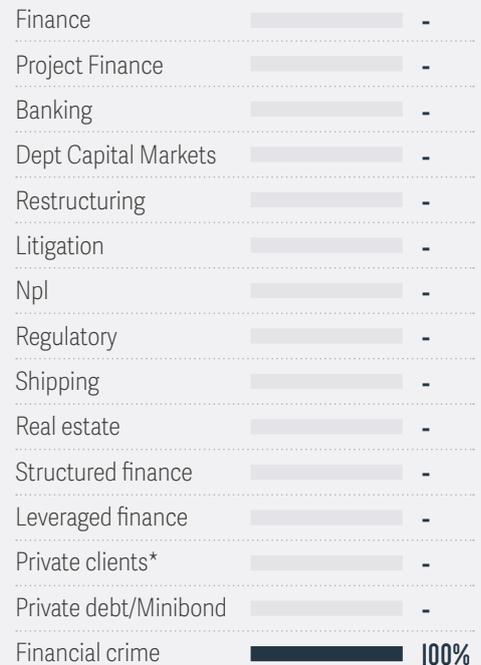
TEAM

15 professionals

2 Partners 8 Associates 2 Counsels 3 Trainees

Alessandro Pistochini, Lorenzo Crippa

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



CURTIS

RANKING



TOTAL REVENUES IN ITALY

12mln

FINANCE ACTIVITIES



TEAM

19 professionals ▲ +3
compared to the previous year

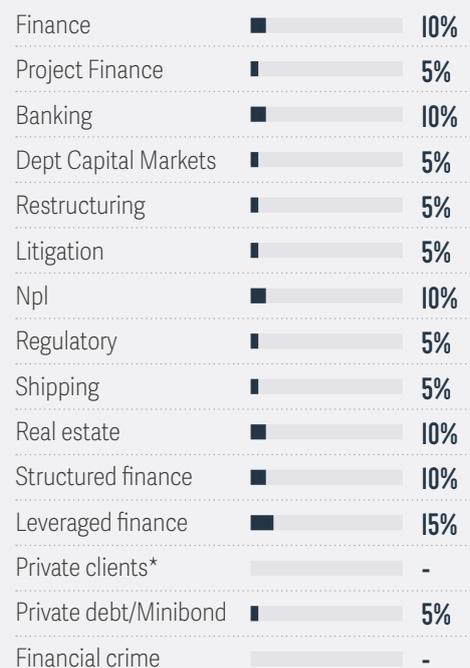
8 Partners 4 Associates 1 Counsels 6 Trainees

Alfonso Annibale de Marco, Sergio Esposito Farber, Ian Tully, Fabrizio Vismara, Daniela Sabelli, Emanuella Agostinelli, Carmine Gravina, Enrico Troianiello

NEWS

Partner Enrico Troianiello joined from Studio Legale Minniti

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



*family office and wealth management included

NEW

D'ARGENIO POLIZZI

RANKING



TOTAL REVENUES IN ITALY

2,9mln

FINANCE ACTIVITIES



TEAM

16 professionals

3 Partners 13 Associates - Counsels - Trainees

Matteo Massimo D'Argenio, Andrea Polizzi and Laura Troiano

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	-
Project Finance	-
Banking	-
Dept Capital Markets	-
Restructuring	-
Litigation	-
Npl	-
Regulatory	-
Shipping	-
Real estate	-
Structured finance	-
Leveraged finance	-
Private clients*	-
Private debt/Minibond	-
Financial crime	-

Solo su Legal 500 - *Dedicated department - ****Dedicated White Collar Crime partner

DENTONS

RANKING



TOTAL REVENUES IN ITALY

-

TEAM

19 professionals compared to the previous year +6

4 Partners 8 Associates 5 Counsels 2 Trainees

Alessandro Fosco Fagotto, Giovanni Diotallevi, Alessandro Engst, Gianpaolo Garofalo

NEWS

3 partners joined the department in 2018: Gianpaolo Garofalo from BonelliErede, Alessandro Engst from Eversheds Sutherland, Giovanni Diotallevi from Chiomenti

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	10%
Project Finance	10%
Banking	15%
Dept Capital Markets	-
Restructuring	5%
Litigation	***
Npl	10%
Regulatory	-
Shipping	-
Real estate	10%
Structured finance	-
Leveraged finance	30%
Private clients*	-
Private debt/Minibond	10%
Financial crime	****

*family office and wealth management included

STUDIO LEGALE DIODÀ

RANKING



TOTAL REVENUES IN ITALY



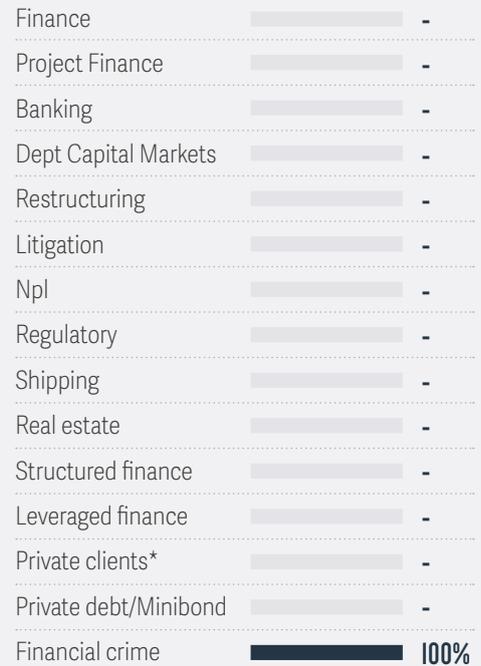
TEAM

10 professionals
compared to the previous year

1 Partners **9** Associates **-** Counsels **-** Trainees

Nerio Diodà

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



DLA PIPER

RANKING



TOTAL REVENUES IN ITALY

77mln

TEAM

43 professionals
compared to the previous year **-14**

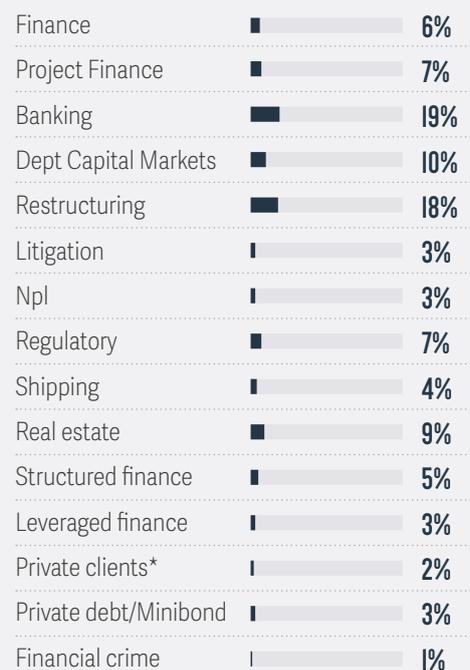
12 Partners **15** Associates **6** Counsels **10** Trainees

Antonio (Nino) Lombardo, Francesco De Gennaro, Agostino Papa, Ugo Calò, Francesco Ferrari, Vincenzo La Malfa, Luca Magrini, Luciano Morello, Giovanni Luigi Ragnoni Bosco Lucarelli, Federico Zucconi Galli Fonseca, Chiara Anceschi, Giuseppe Mele

NEWS

Chiara Anceschi joined from Freshfields, Giuseppe Mele joined from Bonelli Erede

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



*family office and wealth management included

EVERSHEDS SUTHERLAND

RANKING



TOTAL REVENUES IN ITALY

-

FINANCE ACTIVITIES



TEAM

10 professionals
compared to the previous year **-4**

2 Partners **5** Associates **-** Counsels **3** Trainees

Marco Franzini, Maria Francesca De Leo

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	5%
Project Finance	9%
Banking	10%
Dept Capital Markets	1%
Restructuring	2%
Litigation	20%
Npl	-
Regulatory	10%
Shipping	1%
Real estate	10%
Structured finance	1%
Leveraged finance	20%
Private clients*	-
Private debt/Minibond	1%
Financial crime	10%

EY

RANKING



TOTAL REVENUES IN ITALY

-

FINANCE ACTIVITIES



TEAM

16 professionals
compared to the previous year **+12**

4 Partners **8** Associates **1** Counsels **3** Trainees

Massimiliano Bianchi, Oriana Granato, Franco Grilli, Franco Cicilioni, Umberto Mauro

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	-
Project Finance	20%
Banking	10%
Dept Capital Markets	20%
Restructuring	-
Litigation	-
Npl	20%
Regulatory	-
Shipping	-
Real estate	-
Structured finance	8%
Leveraged finance	10%
Private clients*	-
Private debt/Minibond	12%
Financial crime	-

*family office and wealth management included

NEW

FDL – STUDIO LEGALE E TRIBUTARIO

RANKING



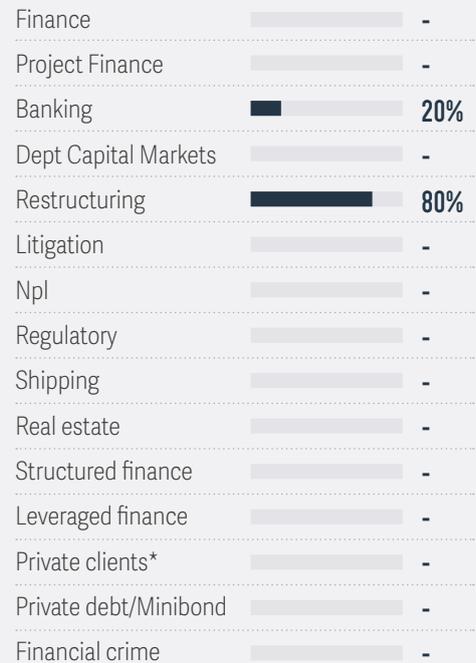
TOTAL REVENUES IN ITALY



TEAM



ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



FIVELEX STUDIO LEGALE

RANKING



TOTAL REVENUES IN ITALY



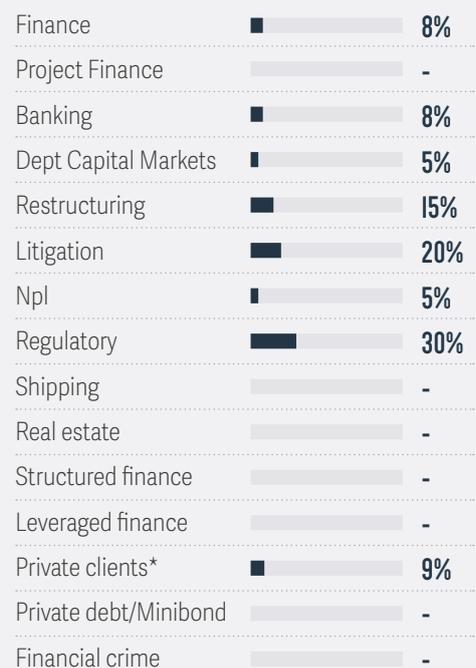
FINANCE ACTIVITIES



TEAM



ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



*family office and wealth management included

FORNARI E ASSOCIATI

RANKING



TOTAL REVENUES IN ITALY



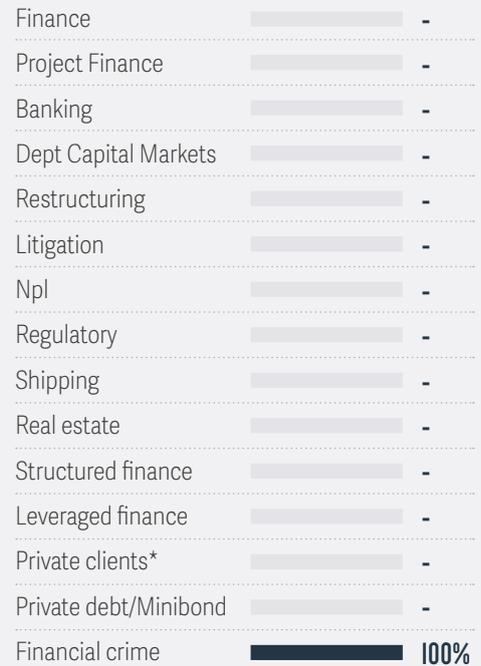
TEAM

13 professionals
compared to the previous year ▲ +2

3 Partners **6** Associates **-** Counsels **4** Trainees

Giuseppe Fornari, Gaia Caneschi, Enrico Di Fiorino

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



** Emiliano Conio passed away on 15 December 2018

FRESHFIELDS BRUCKHAUS DERINGER**

RANKING



TOTAL REVENUES IN ITALY



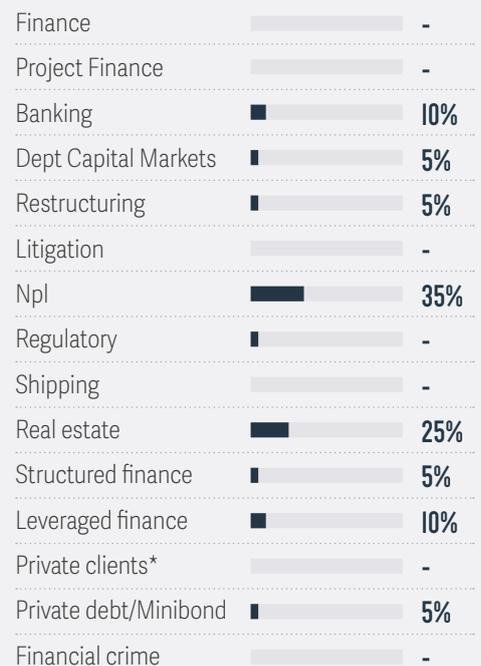
TEAM

10 professionals
compared to the previous year ▼ -4

2 Partners **5** Associates **-** Counsels **3** Trainees

Corrado Angelelli, Emiliano Conio**

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



*family office and wealth management included

LEGALCOMMUNITYWEEK

LC PUBLISHING GROUP

10-14 June 2019 – Draft Program - last update March 2019

■ Open with registration
 ■ International guests only
 ■ Invitation only

MONDAY 10 JUNE		Partners	Address
9:00am 1:00pm	■ Conference - followed by light lunch: <i>"Innovation, artificial intelligence and legal tech"</i>	 	Excelsior Hotel Gallia Piazza Duca d'Aosta 9, 20124 Milan
2:30pm 4:30pm	■ Roundtable		LED Taxand Via Dante 16, 20121 Milan
4:00pm 6:00pm	■ Roundtable - followed by cocktail: <i>"Workshop on integrated compliance"</i>	 	<i>To be disclosed shortly</i>
From 6:30pm	■ Corporate Counsel Cocktail		Gatti Pavesi Bianchi Piazza Borromeo 8, 20123 Milan
9:30pm 11:30pm	■ Informal welcome dinner for International Guests		<i>To be disclosed shortly</i>
TUESDAY 11 JUNE		Partners	Address
9:00am 1:00pm	■ Conference - followed by light lunch: <i>"Doing Business in Africa and the Middle East"</i>	  	Excelsior Hotel Gallia Piazza Duca d'Aosta 9, 20124 Milan
1:00pm 3:30pm	■ Business lunch and roundtable: <i>"Are you ready for sharing? The sharing economy from the inside"</i>		<i>To be disclosed shortly</i>
4:00pm 6:00pm	■ Roundtable on Arbitration followed by cocktail		The Westin Palace Milan Piazza della Repubblica 20, 20124 Milano
5:00pm 7:00pm	■ Roundtable: <i>"Safeguarding secrets: how employment law can help companies to protect their most valuable assets - trade secrets"</i>	 Toffoletto De Luca Tamajo	Toffoletto De Luca Tamajo Via San Tomaso 6, 20121 Milan
6:00pm 8:00pm	■ Roundtable - followed by cocktail: <i>"Milan/Paris business relationships"</i>		CastaldiPartners Via Savona 19, 20144 Milan
7:00pm 8:30pm	■ Best PE Deal Makers Cocktail		Freshfields Bruckhaus Deringer Via dei Giardini 7, 20121 Milan
From 8:00pm	Cocktail		<i>To be disclosed shortly</i>

The draft program continues on the next page

LEGALCOMMUNITYWEEK

LC PUBLISHING GROUP

10-14 June 2019 – Draft Program – last update March 2019

■ Open with registration
 ■ International guests only
 ■ Invitation only

WEDNESDAY 12 JUNE

6:00am 8:00am	■ Corporate Run & Walk		To be disclosed shortly
9:00am 11:00am	■ Conference - followed by closing coffee break: "Brexit: consequences and opportunities"		Dla Piper Via della Posta 7, 20123 Milan
12:30pm 2:30pm	■ Business Lunch: "The perspective of the circular economy in Italy"		Pavia e Ansaldo Via del Lauro 7, 20121 Milan
5:00pm 7:00pm	■ Roundtable & light cocktail for General Counsel & IP Counsel: "The future of IP management and new in-house organization"		Brandstock Legal Gmbh Italy Office Via Foro Buonaparte 12, 20121 Milano
6:00pm 7:30pm	■ Discussion: "Cross-border M&A" followed by cocktail		Legance - Palazzo Legance Via Broletto 20, 20121 Milan
7:30pm 11:30pm	■ Corporate Music Contest		Fabrique Via Gaudenzio Fantoli 9, 20138 Milan

THURSDAY 13 JUNE

8:00am 9:30am	■ Breakfast on Finance		Gianni Origoni Grippo Cappelli & Partners Piazza Belgioioso 2, 20121 Milan
9:30am 1:30pm	■ Conference on International M&A followed by light lunch		Excelsior Hotel Gallia Piazza Duca d'Aosta 9, 20124 Milan
7:15pm 11:30pm	■ Corporate Awards and Gala Dinner		To be disclosed shortly

FRIDAY 14 JUNE

10:00am 12:00pm	■ Roundtable: "New professionalisms, organization and industrial relations"		To be disclosed shortly
12:00pm 2:00pm	■ Greetings & departures international guests		To be disclosed shortly

GATTI MINOLI AGOSTINELLI & PARTNERS

RANKING



TOTAL REVENUES IN ITALY

16,5 mln

FINANCE ACTIVITIES



TEAM

23 professionals ▲ +3
compared to the previous year

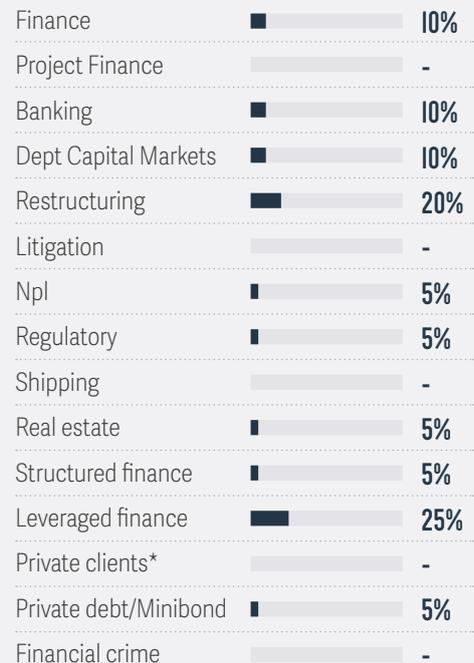
8 Partners **9** Associates **-** Counsels **6** Trainees

Riccardo Agostinelli, Andrea Calvi, Emanuela Campari Bernacchi, Gaetano Carrello, Valentina Lattanzi, Marco Leonardi, Andrea Taurozzi, Lorenzo Verneti

NEWS

Andrea Calvi joined as partner in March from Studio Galbiati Sacchi

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



GATTI PAVESI BIANCHI

RANKING



TOTAL REVENUES IN ITALY

-

FINANCE ACTIVITIES



TEAM

33 professionals =
compared to the previous year

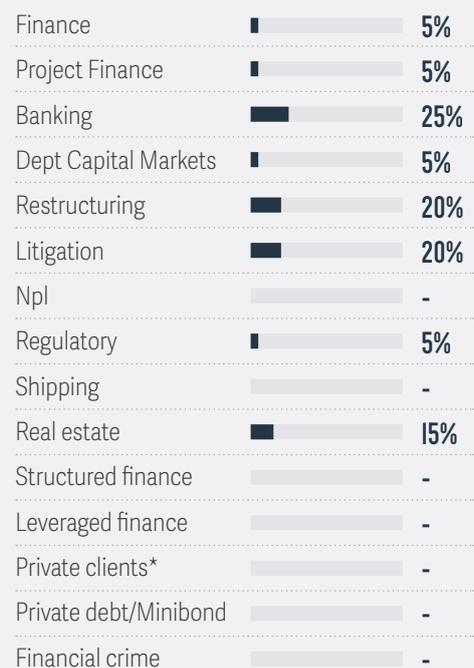
8 Partners **16** Associates **2** Counsels **7** Trainees

Rita Clemente (Partner), Luca Faustini (Equity Partner), Rocco Ferrari (Equity Partner), Guido Sagliaschi (Partner), Andrea Limongelli (Partner), Gianni Martoglia (Equity Partner), Stefano Valerio (Equity Partner), Stefano Verzoni (Equity Partner)

NEWS

Marc-Alexandre Courtejoie and Eriprando Guerritore joined the firm in March 2019 from Paul Hastings

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



*family office and wealth management included

GIANNI ORIGONI GRIPPO CAPPELLI & PARTNERS

RANKING



FINANCE ACTIVITIES



NEWS

Eduardo Fiordiliso joined at the beginning of 2018 from Unicredit

TEAM

43 NUMBER VARIES

Partners Associates Counsels Trainees

Stefano Agnoli, Antonio Auricchio, Paolo Bordi, Matteo Bragantini, Davide Braghini, Federico Busatta, Roberto Cappelli, Augusta Ciminelli, Gabriella Covino, Giuseppe De Simone, Federico Dettori, Eduardo Fiordiliso, Francesco Gianni, Alessandro Giuliani, Paolo Gnignati, Matteo Gotti, Claudio Grego, Emanuele Grippo, Eugenio Grippo, Richard Hamilton, Paolo Iemma, Fabio Ilacqua, Luca Jeantet, Maria Grazia Lanero, Giuseppe Loffreda, Andrea Marani, Luca Mastromatteo, Decio Mattei, Alberto Nanni, GianBattista Origoni, Francesco Puntillo, Ottaviano Sanseverino, Saverio Schiavone, Ettore Scimemi, Magda Serriello, Alessandro Stoppa, Silvio Tersilla, Gianfranco Toscano, Domenico Tulli, Daniele Vecchi, Casare Vento, Daniel Vonrufs, Marco Zaccagnini

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	17,2%
Project Finance	**
Banking	19%
Dept Capital Markets	9,7%
Restructuring	15,3%
Litigation	14%
Npl	3,2%
Regulatory	5,3%
Shipping	1,2%
Real estate	2,2%
Structured finance	4%
Leveraged finance	3%
Private clients*	2,9%
Private debt/Minibond	3%
Financial crime	-

** See Finance

GILIBERTI TRISCORNIA E ASSOCIATI

RANKING



TOTAL REVENUES IN ITALY

-

TEAM

10 professionals ▲ +2
compared to the previous year

4 4 - 2
Partners Associates Counsels Trainees

Carmine Oncia, Federico Fischer, Alessandro Triscornia, Ilaria Zingali

NEWS

Partner Carmine Oncia joined in March 2018 from Grimaldi

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	10%
Project Finance	5%
Banking	15%
Dept Capital Markets	10%
Restructuring	10%
Litigation	-
Npl	15%
Regulatory	-
Shipping	-
Real estate	20%
Structured finance	10%
Leveraged finance	5%
Private clients*	-
Private debt/Minibond	-
Financial crime	-

*family office and wealth management included

NEW

GIM LEGAL

RANKING



TOTAL REVENUES IN ITALY



TEAM

13 professionals

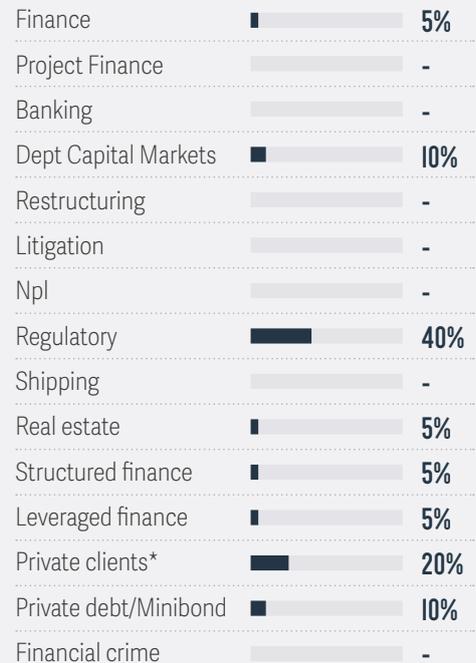
5 Partners **4** Associates **1** Counsels **3** Trainees

Luigi Rizzi, Sergio Beretta, Gianandrea Gallo, Marco Corica, Nicola Cozzi

NEWS

3 new partners joined the firm in 2018: Nicola Cozzi from 4Legal, Marco Corica from Studio Perri – Corica, Gianandrea Gallo from Studio Dalavecuras

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



GIOVANNELLI E ASSOCIATI

RANKING



TOTAL REVENUES IN ITALY



TEAM

16 professionals ▲ +2
compared to the previous year

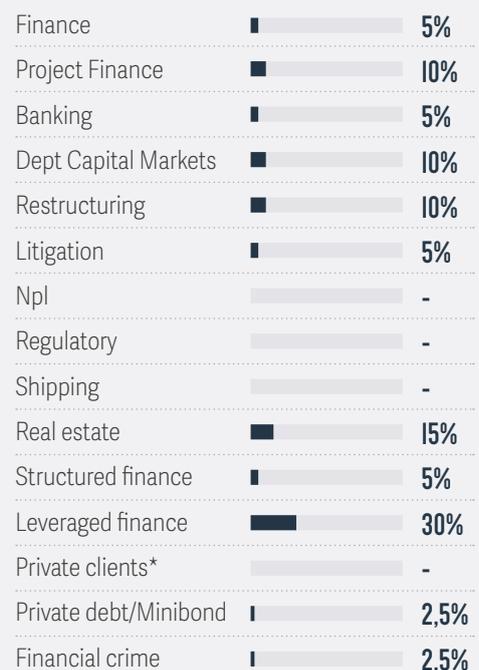
7 Partners **5** Associates **2** Counsels **2** Trainees

Michele Mocarelli, Riccardo Pontremoli, Andrea Bartolucci, Fabrizio Scaparro, Ferrante Paveri Fontana, Stefano Traniello, Giovanni Carcaterra

NEWS

Partner Riccardo Pontremoli joined the TEAM IN 2018 from Bettini Formigaro Pericu

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



*family office and wealth management included

NEW

GRANDE STEVENS

RANKING



TOTAL REVENUES IN ITALY

26,9^{mln}

FINANCE ACTIVITIES



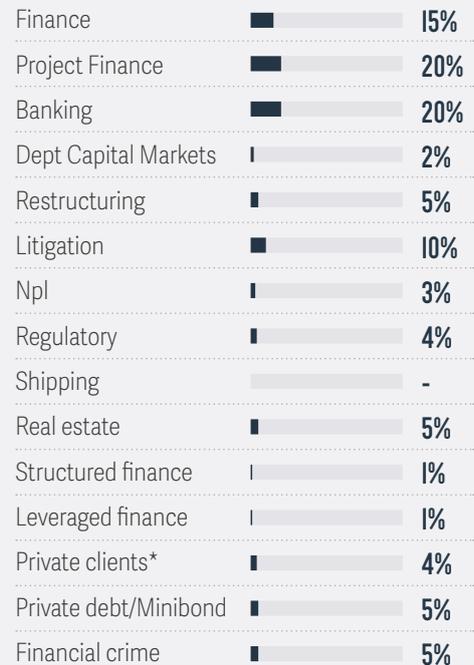
TEAM

26 professionals

12	8	-	6
Partners	Associates	Counsels	Trainees

Michele Briamonte, Daniele Bonvicini, Filippo Disertori, Vincenzo Lanni, Diego Saluzzo, Fernando Massara, Marella Idi Maria Villa, Roberta Chicone, Riccardo Sismondi, Stefania Nubile, Alessandra Pedone, Nicola Menardo

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



GRIMALDI STUDIO LEGALE

RANKING



TOTAL REVENUES IN ITALY

-

TEAM

28 professionals -6
compared to the previous year

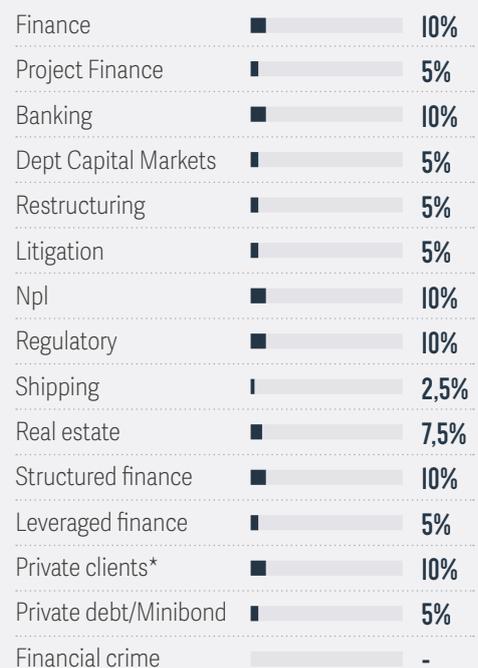
11	12	1	4
Partners	Associates	Counsels	Trainees

Michael Bray, Francesco Sciaudone, Riccardo Sallustio, Davide Contini, Ilario Giangrossi, Giovanni Bocciardo, Sergio Massimiliano Sambri, Luigi Baglivo, Roberto de Nardis di Prata, Giacomo Serra Zanetti, Paolo Rulli

NEWS

2 new partners joined the firm in 2018: Ilario Giangrossi from Norton Rose Fulbright and Francesco Satta from Pavia & Ansaldo

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



*family office and wealth management included

HOGAN LOVELLS

RANKING



TOTAL REVENUES IN ITALY



FINANCE ACTIVITIES



TEAM

33 professionals ▲ +6
compared to the previous year

6 Partners **12** Associates **4** Counsels **11** Trainees

Ernesto Apuzzo, Federico Del Monte, Corrado Fiscale, Jeffrey Greenbaum, Carlo Massini, Filippo Chiaves

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	-
Project Finance	5%
Banking	20%
Dept Capital Markets	10%
Restructuring	15%
Litigation	-
Npl	5%
Regulatory	15%
Shipping	**
Real estate	5%
Structured finance	20%
Leveraged finance	**
Private clients*	-
Private debt/Minibond	5%
Financial crime	-

** See Banking

LA SCALA SOCIETÀ TRA AVVOCATI

RANKING



TOTAL REVENUES IN ITALY



NEWS

In 2018 Francesco Concio and Eva Tiboni, previously senior associate, became Partners. In January 2019 Marco Contini, Laura Pelucchi, Federico Valeri were promoted partners

TEAM

166 professionals ▼ -1
compared to the previous year

15 Partners **108** Associates **-** Counsels **43** Trainees

Marco Pesenti, Christian Faggella, Tiziana Allievi, Giuseppe Caputi, Luciana Cipolla, Paola Guidi, Massimo Lattuada, Simone Bertolotti, Paolo Francesco Bruno, Francesco Concio, Simona Daminelli, Margherita Domenegotti, Tommaso Fantuz, Paola Strada, Eva Tiboni

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	-
Project Finance	-
Banking	-
Dept Capital Markets	-
Restructuring	-
Litigation	-
Npl	-
Regulatory	-
Shipping	-
Real estate	-
Structured finance	-
Leveraged finance	-
Private clients*	-
Private debt/Minibond	-
Financial crime	-

*family office and wealth management included

LATHAM & WATKINS

RANKING



TOTAL REVENUES IN ITALY

-

TEAM

15 professionals
compared to the previous year

2 Partners **7** Associates **2** Counsels **4** Trainees

Marcello Bragliani, Andrea Novarese

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	-
Project Finance	-
Banking	-
Dept Capital Markets	-
Restructuring	-
Litigation	-
Npl	-
Regulatory	-
Shipping	-
Real estate	-
Structured finance	-
Leveraged finance	-
Private clients*	-
Private debt/Minibond	-
Financial crime	-

LEGANCE

RANKING



TOTAL REVENUES IN ITALY

-

TEAM

88 professionals
compared to the previous year **+10**

12 Partners **58** Associates **14** Counsels **4** Trainees

Andrea Giannelli, Emanuele Esposito, Luca Autuori, Guido Iannoni Sebastianini, Giandomenico Ciamarella, Marco Penna, Alberto Giampieri, Monica Colombera, Filippo Ruffato, Claudia Gregori, Stefano Parlatore, Daniele Geronzi

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

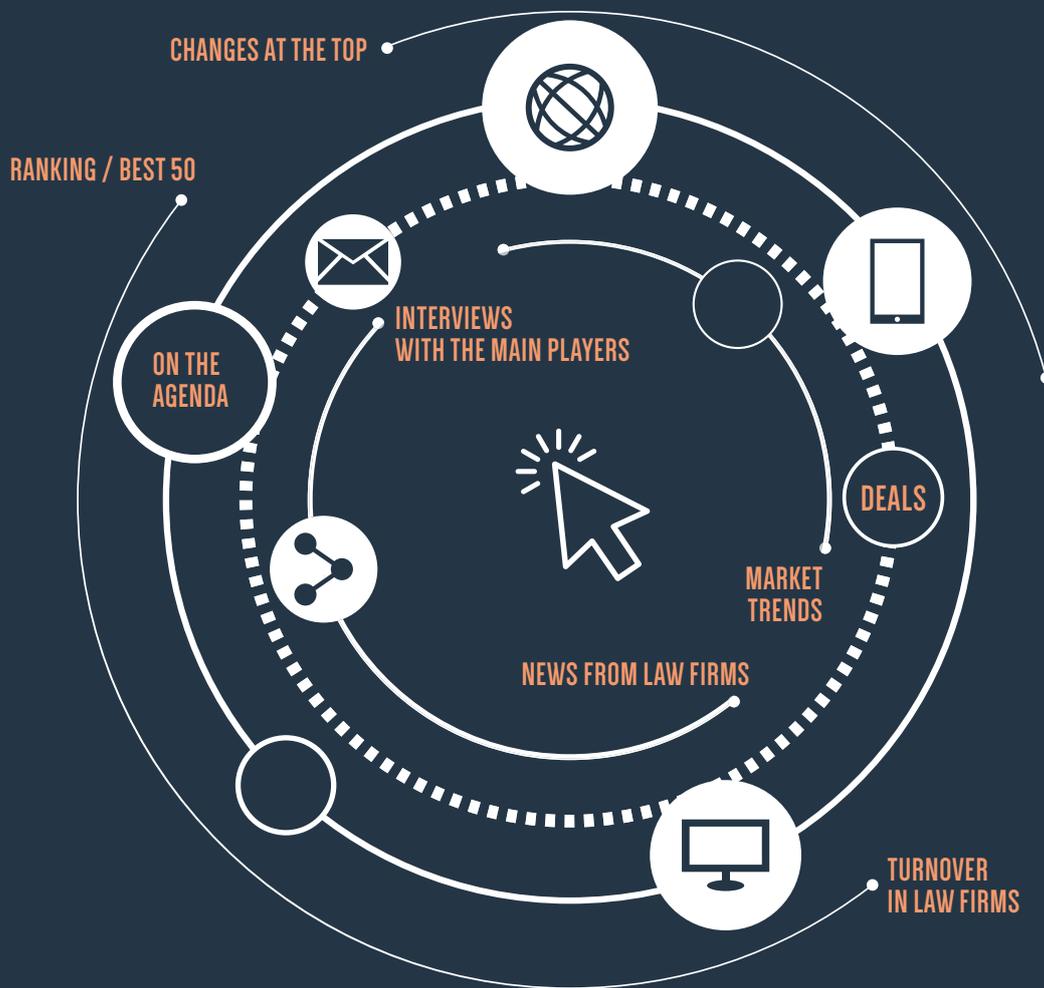
Finance	-
Project Finance	-
Banking	-
Dept Capital Markets	-
Restructuring	-
Litigation	-
Npl	-
Regulatory	-
Shipping	-
Real estate	-
Structured finance	-
Leveraged finance	-
Private clients*	-
Private debt/Minibond	-
Financial crime	-

*family office and wealth management included



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LINKLATERS

RANKING



TOTAL REVENUES IN ITALY

-

FINANCE ACTIVITIES



TEAM

48 professionals **-5**
compared to the previous year

6 Partners **26** Associates **4** Counsels **12** Trainees

Andrea Arosio, Davide Mencacci, Francesco Faldi, Ettore Consalvi, Claudia Parzani, Dario Longo

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	-
Project Finance	-
Banking	-
Dept Capital Markets	-
Restructuring	-
Litigation	-
Npl	-
Regulatory	-
Shipping	-
Real estate	-
Structured finance	-
Leveraged finance	-
Private clients*	-
Private debt/Minibond	-
Financial crime	-

LOCONTE & PARTNERS – STUDIO LEGALE E TRIBUTARIO

RANKING



TOTAL REVENUES IN ITALY

-

TEAM

15 professionals **+4**
compared to the previous year

I Partners **II** Associates **-** Counsels **3** Trainees

Stefano Loconte

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	-
Project Finance	-
Banking	-
Dept Capital Markets	-
Restructuring	-
Litigation	-
Npl	-
Regulatory	-
Shipping	-
Real estate	-
Structured finance	-
Leveraged finance	-
Private clients*	100%
Private debt/Minibond	-
Financial crime	-

*family office and wealth management included

LOMBARDI SEGNI E ASSOCIATI

RANKING



TOTAL REVENUES IN ITALY



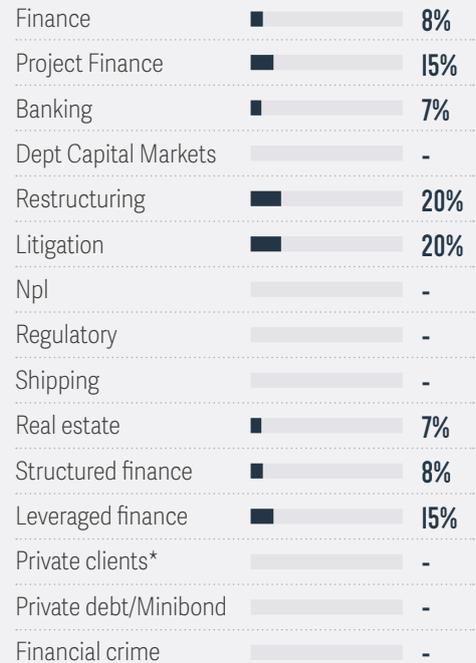
TEAM

11 professionals
compared to the previous year **-9**

4 Partners **5** Associates **-** Counsels **2** Trainees

Mara Fittipaldi, Antonio Amoroso, Maria Elena Cannazza, Nicola Gaglione

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



MACCHI DI CELLERE GANGEMI

RANKING



TOTAL REVENUES IN ITALY



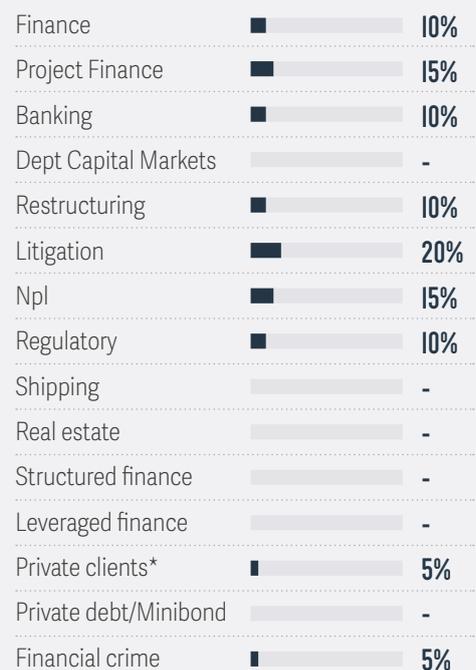
TEAM

16 professionals
compared to the previous year **-5**

5 Partners **7** Associates **1** Counsels **3** Trainees

Claudio Visco, Simone Rossi, Silvia Dell'Atti, Pietro Fulvio, Antonio Bondesani

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



*family office and wealth management included

MOLINARI E ASSOCIATI

RANKING



TOTAL REVENUES IN ITALY

-

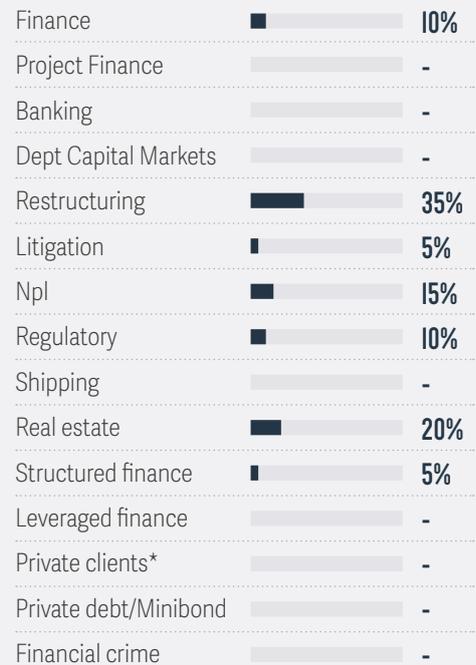
TEAM

29 professionals ▲ +5
compared to the previous year

12 Partners **8** Associates **2** Counsels **7** Trainees

Ugo Molinari, Nicolò Juvara, Alessandro de Botton, Marinella Ciaccio, Margherita Santoiemma, Paolo Barbanti Silva, Roberto Crosti, Ciro Di Palma, Alessandro Fontana, Marco Laviano, Maria Milano, Beatrice Neri

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



NUNZIANTE MAGRONE

NEW

RANKING



TOTAL REVENUES IN ITALY

-

FINANCE ACTIVITIES



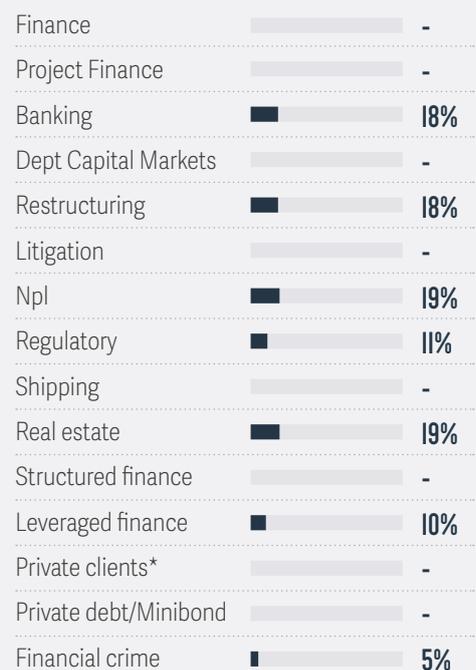
TEAM

14 professionals

5 Partners **8** Associates **1** Counsels **-** Trainees

Corrado Rosano, Oscar Podda, Ruben Pescara, Alessio Lombardo, Priscilla Merlino

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



*family office and wealth management included

ORRICK

RANKING



TOTAL REVENUES IN ITALY

33,3 mln

FINANCE ACTIVITIES



TEAM

45 professionals
compared to the previous year **+8**

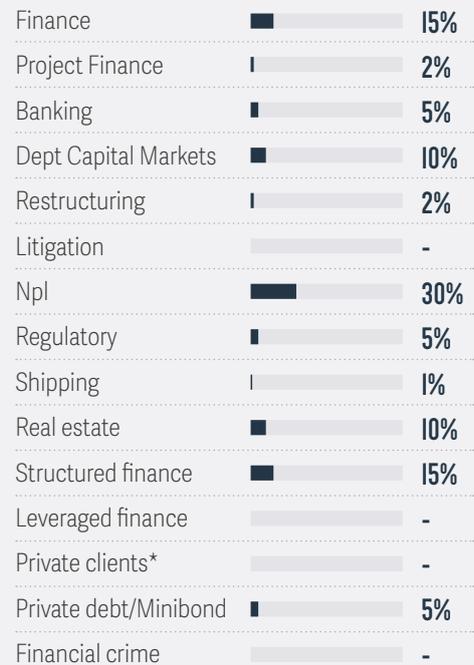
7 Partners **25** Associates **3** Counsels **10** Trainees

Patrizio Messina, Gianrico Giannesi, Annalisa Dentoni-Litta, Raul Ricozzi, Madeleine Horrocks, Francesca Isgrò, Emanuela Molinaro

NEWS

In February 2019 counsel Alessandro Accrocca was promoted partner.
In January 2019 Marina Balzano joined the team from Pavia e Ansaldo.

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



ORSINGHER ORTU

RANKING



TOTAL REVENUES IN ITALY

-

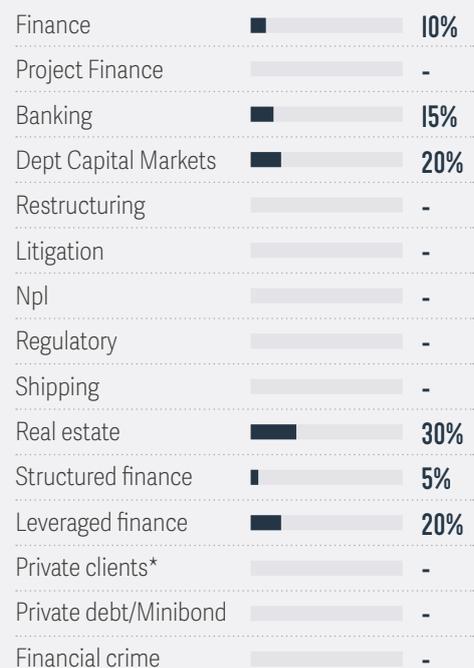
TEAM

7 professionals
compared to the previous year **+1**

1 Partners **4** Associates **-** Counsels **2** Trainees

Manfredi Leanza

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



*family office and wealth management included

OSBORNE CLARKE

RANKING



TOTAL REVENUES IN ITALY

-

FINANCE ACTIVITIES



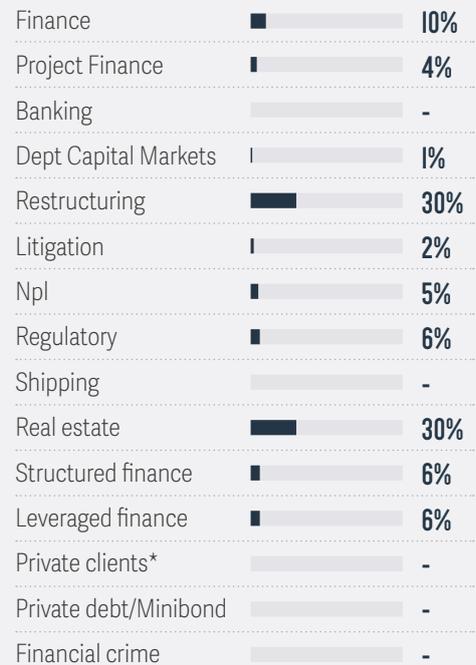
TEAM

16 professionals
compared to the previous year

4 Partners **7** Associates **-** Counsels **5** Trainees

Andrea Pinto, Federica Greggio, Umberto Piattelli, Filippo Canepa

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



** Left the firm in March 2019 to join Gatti Pavesi Bianchi

PAUL HASTINGS

RANKING



TOTAL REVENUES IN ITALY

-

FINANCE ACTIVITIES



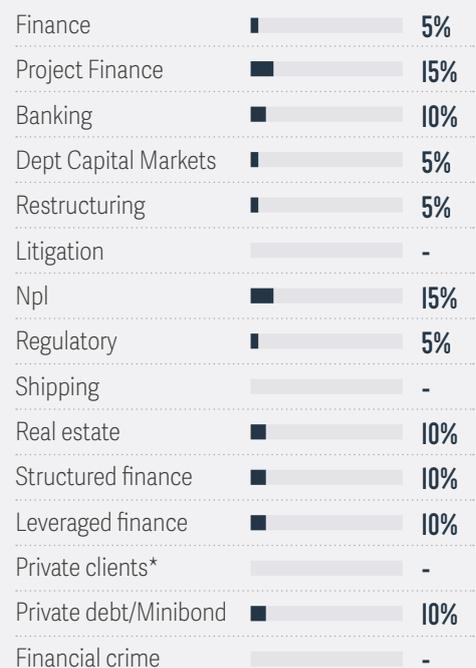
TEAM

7 professionals
compared to the previous year **-1**

3 Partners **2** Associates **-** Counsels **2** Trainees

Marc-Alexandre Courtejoie**, Lorenza Talpo and Eriprando Guerritore**

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



*family office and wealth management included

PAVIA E ANSALDO

RANKING



TOTAL REVENUES IN ITALY



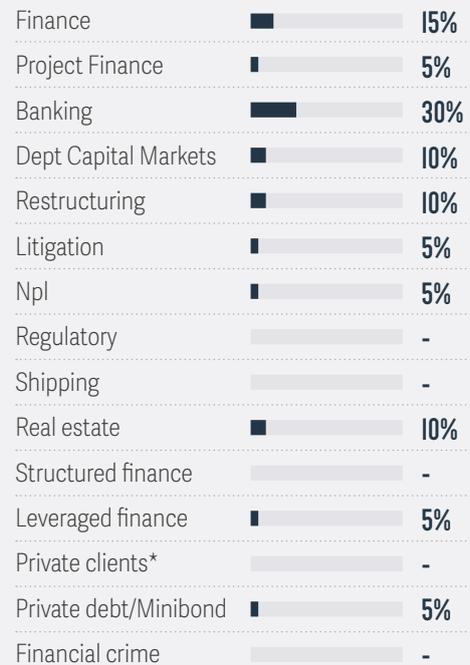
TEAM

25 professionals -2
compared to the previous year

7 Partners **4** Associates **4** Counsels **10** Trainees

Marina Balzano [NB: da gennaio 2019 passata in Orrick], Giuseppe Besozzi, Mario Di Giulio, Caterina Luciani, Mia Rinetti, Carlo Trucco, Roberto Zanchi

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



PEDERSOLI STUDIO LEGALE

RANKING



TOTAL REVENUES IN ITALY



FINANCE ACTIVITIES



TEAM

22 professionals +7
compared to the previous year

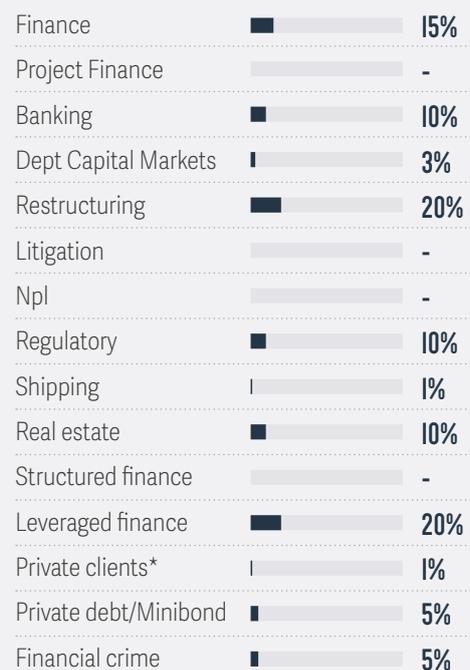
7 Partners **14** Associates **1** Counsels **-** Trainees

Maura Magioncalda, Alessandra De Cantellis, Consuelo Citterio, Giovanni Bandera, Alessandro Zappasodi, Enrico Maria Mancuso, Marcello Magro

NEWS

Enrico Maria Mancuso from Baker McKenzie + Alessandro Zappasodi from Chiomenti

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



*family office and wealth management included

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PUCCIO GIOVANNINI - PENALISTI ASSOCIATI

RANKING



TOTAL REVENUES IN ITALY



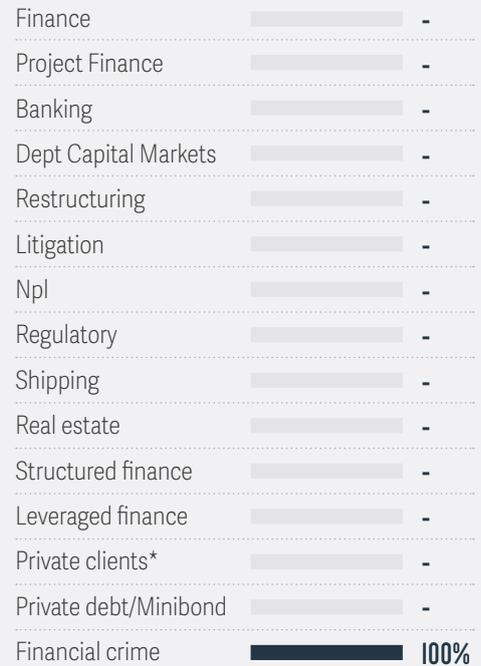
TEAM

7 professionals ▲ +3
compared to the previous year

2 Partners **3** Associates **1** Counsels **1** Trainees

Andrea Puccio, Francesco Giovannini

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



RCCD STUDIO LEGALE

RANKING



FINANCE ACTIVITIES



NEWS

In early 2019, the firm previously known as RCC changed its name into RCCD, welcoming Alberto Del Din as a new name partner along with the other founding partners Riolo, Calderaro and Crisostomo. He had already joined the firm in 2017.

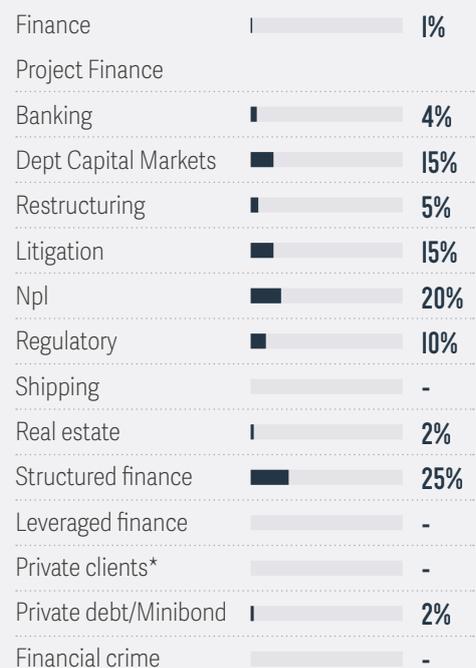
TEAM

61 professionals

16 Partners **21** Associates **2** Counsels **20** Trainees

Silvio Riolo, Paolo Calderaro, Michele Crisostomo, Alberto Del Din, Marcello Maienza, Guido Masini, Pasquale Cardellicchio, Gennaro Arcucci, Antonio Azzarà, Morena Bontorin, Nicola Caielli, Tommaso Canepa, Camilla Giovannini, Elio Indelicato, Federico Morelli, Veronica Vitiello

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



*family office and wealth management included

SHEARMAN & STERLING

RANKING



TOTAL REVENUES IN ITALY



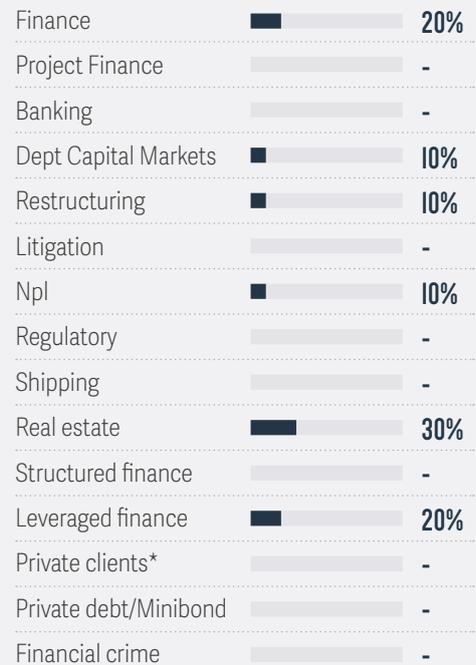
TEAM

4 professionals ▲
compared to the previous year +1

1 Partners **2** Associates **-** Counsels **1** Trainees

Valerio Fontanesi

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



SIMMONS & SIMMONS

RANKING



TOTAL REVENUES IN ITALY



TEAM

35 professionals ▲
compared to the previous year +3

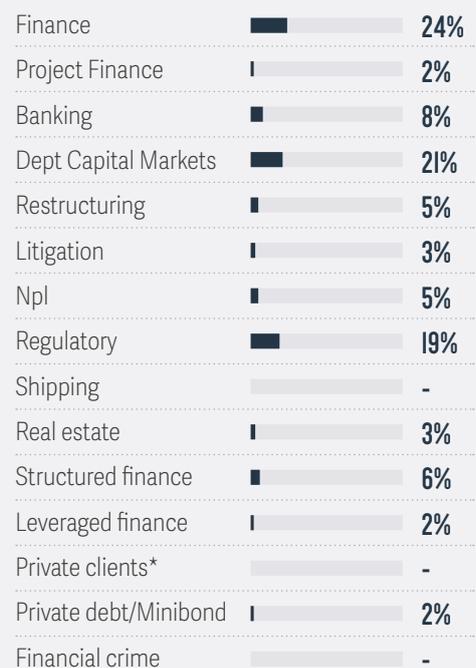
6 Partners **20** Associates **4** Counsels **5** Trainees

Romeo Battigaglia, Davide D'Affronto, Paola Leocani, Nicholas Lasagna, Leonardo Giani, Dario Spinella

NEWS

Partner Leonardo Giani joined in 2018 from Baker McKenzie

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



*family office and wealth management included

NEW

STUDIO LEGALE AVV. MATTEO MANGIA**

RANKING



TOTAL REVENUES IN ITALY



TEAM

5 professionals

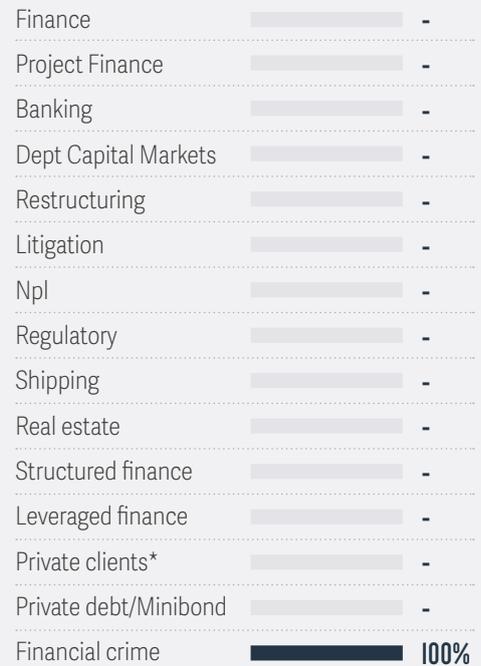


Matteo Mangia

NEWS

Newly established firm

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



**NEW established dec. 2018

STUDIO STELLA MONFREDINI

RANKING



TOTAL REVENUES IN ITALY



FINANCE ACTIVITIES



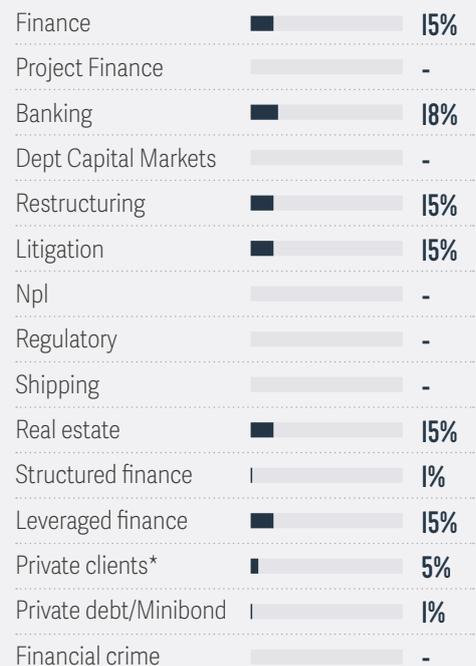
TEAM

4 professionals
compared to the previous year



Paolo Stella Monfredini

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



*family office and wealth management included

TONUCCI & PARTNERS – STUDIO LEGALE ASSOCIATO

RANKING



TOTAL REVENUES IN ITALY

-

FINANCE ACTIVITIES



TEAM

17 professionals
compared to the previous year

8 Partners **7** Associates **-** Counsels **2** Trainees

Livio Esposizione, Francesco Giusti, Alessandro Varrenti, Pietro Rossi, Gianluca Cambareri, Stefano Lucarini, Carmine Bruno, Richard Conrad Morabito

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	10%
Project Finance	10%
Banking	10%
Dept Capital Markets	4%
Restructuring	5%
Litigation	5%
Npl	5%
Regulatory	5%
Shipping	2%
Real estate	10%
Structured finance	5%
Leveraged finance	5%
Private clients*	15%
Private debt/Minibond	5%
Financial crime	4%

VISCONTI STUDIO LEGALE

RANKING



TOTAL REVENUES IN ITALY

0,2mln

FINANCE ACTIVITIES



TEAM

6 professionals
compared to the previous year

1 Partners **3** Associates **1** Counsels **1** Trainees

Marco Visconti

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	-
Project Finance	-
Banking	30%
Dept Capital Markets	-
Restructuring	-
Litigation	30%
Npl	-
Regulatory	-
Shipping	-
Real estate	10%
Structured finance	-
Leveraged finance	-
Private clients*	30%
Private debt/Minibond	-
Financial crime	-

*family office and wealth management included

WATSON FARLEY & WILLIAMS

RANKING



TOTAL REVENUES IN ITALY

-

FINANCE ACTIVITIES



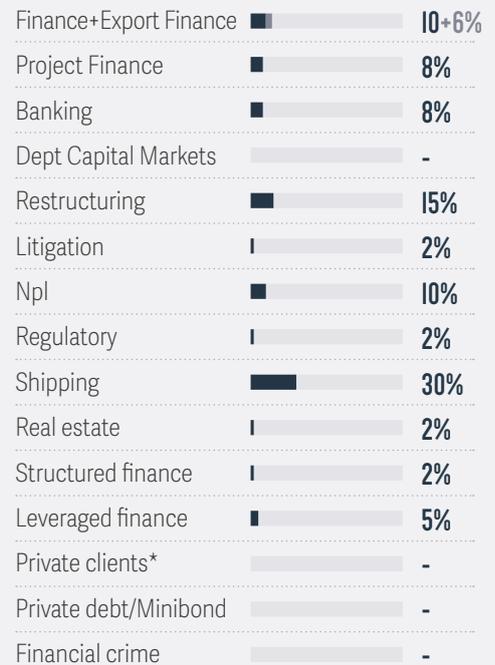
TEAM

10 professionals **-2**
compared to the previous year

2 Partners **4** Associates **-** Counsels **4** Trainees

Furio Samela, Mario D'Ovidio

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



WHITE & CASE

RANKING



TOTAL REVENUES IN ITALY

-

TEAM

34 professionals **-1**
compared to the previous year

8 Partners **26** Associates **-** Counsels **-** Trainees

Iacopo Canino, Gianluca Fanti, Ferigo Foscari, Paul Alexander, Alessandro Nolet, Michael Immordino, Tommaso Tosi, Giuseppe Barra Caracciolo

NEWS

2 new partners joined the team in 2018 Alessandro Nolet from Cleary Gottlieb Steen & Hamilton and Tommaso Tosi from Shearman & Sterling

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



*family office and wealth management included

NEW

WITHERS

RANKING



TOTAL REVENUES IN ITALY

7mln

FINANCE ACTIVITIES



TEAM

6 professionals

2 Partners 3 Associates - Counsels 1 Trainees

Sergio Anania, Stefano Cignozzi

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	-
Project Finance	-
Banking	10%
Dept Capital Markets	-
Restructuring	40%
Litigation	-
Npl	-
Regulatory	-
Shipping	-
Real estate	20%
Structured finance	-
Leveraged finance	-
Private clients*	20%
Private debt/Minibond	10%
Financial crime	-

ZITIELLO ASSOCIATI

RANKING



TOTAL REVENUES IN ITALY

-

FINANCE ACTIVITIES



TEAM

27 professionals ▲
compared to the previous year

7 Partners 15 Associates 1 Counsels 4 Trainees

Luca Zitiello, Fabio Coco, Francesco Mocci, Benedetta Musco Carbonaro, Ludovica D'Ostuni, Federica Malerba, Lorenzo Macchia

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Finance	-
Project Finance	-
Banking	5%
Dept Capital Markets	-
Restructuring	-
Litigation	35%
Npl	5%
Regulatory	35%
Shipping	-
Real estate	-
Structured finance	-
Leveraged finance	-
Private clients*	15%
Private debt/Minibond	5%
Financial crime	-

*family office and wealth management included

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