

The Best in Italy

FINANCE 2018

Report



METHODOLOGY

RATING

Directories average

legalcommunity

A

B



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 (project finance/finance, banking, debt capital markets, restructuring, litigation, npls, regulatory, shipping, real estate, structured finance, leveraged finance, private banking/wealth management, 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 sectors; 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 the Research Center, including competitors.

B. The law 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. Recommendations mostly received by clients and counterparties.

C. The law 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 clients.

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

MARKET OPINION AND LAWYERS RANKING

- ★ They are "Star Lawyers" with established reputation in the market and exceptional recommendations in their field by clients, competitors and counterparties.
- AA** They are the most-recommended and widely cited lawyers by eminent business operators, including other lawyers/competitors.
- A** Extensive and well-established reputation. They have received a high level of positive recommendations by clients and counterparties.
- B** Established reputation. They have received a high level of positive recommendations by their clients and sometimes by counterparties and market observers.
- C** Mostly recommended by clients.

GIOVANNELLI E ASSOCIATI

LAW FIRM | DEPARTMENT | PRACTICE AREAS | CLIENTS

RATING

Directories average legalcommunity

- C

MARKET FEEDBACK ON THE FIRM*

«Our experience to date with the firm has been extremely positive. The team is very skilled and competent. They are also very responsive and available to all of our needs. Deep understanding of the Italian financial sector and excellent industry relationships, especially with the Consob. The firm should expand its banking & finance practice organically».

The most frequently cited lawyers this year

Andrea Bartolucci: «Extremely efficient and responsive».

LAWYERS PRACTICE AREAS AND MARKET FEEDBACK

PRACTICE AREAS

| | Rating | Project finance/ Finance | Banking | Debt capital markets | Restructuring | Litigation | NPL | Regulatory | Shipping | Real estate | Structured Finance | Leveraged Finance | Private banking | Wealth management | Private debt/ minibond | Financial crime |
|-------------------------|--------|-----------------------------|---------|-------------------------|---------------|------------|-----|------------|----------|-------------|--------------------|-------------------|-----------------|----------------------|---------------------------|-----------------|
| Andrea Bartolucci | B | | | ✓ | | | | | | | | | | | ✓ | |
| Michele Mocarrelli | B | | ✓ | | ✓ | | | | | | | ✓ | | | | |
| Stefano Traniello | B | | ✓ | | | ✓ | | | | ✓ | | | | | | |
| Ferrante Paveri Fontana | B | | ✓ | | | ✓ | | | | ✓ | | | | | | |
| Fabrizio Scaparro | B | | | ✓ | | | | | | | | | | | | |

*summary of interviews with clients

GIOVANNELLI E ASSOCIATI

LAW FIRM | DEPARTMENT | PRACTICE AREAS | CLIENTS



HEAD OF DEPARTMENT

ALESSANDRO GIOVANNELLI

THE FIRM'S STRENGTHS

1. expertise and practice in all aspects of banking and finance;
2. technical skills, professionalism and responsiveness;
3. knowledge and understanding of the banking/financial market and of the clients' business;
4. presence and availability of partners;
5. cost-effective services.

6

42,9%
Partners

6

42,9%
Associates

2

14,2%
Counsels

-

-
Trainees

NAMES OF PARTNERS

Alessandro Giovannelli, Andrea Bartolucci, Fabrizio Scaparro,
Michele Mocarrelli, Stefano Traniello, Ferrante Paveri Fontana

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

| | |
|-------------------------|-----|
| Project finance/Finance | |
| Banking | 20% |
| Debt capital markets | 30% |
| Restructuring | |
| Litigation | |
| NPL | |
| Regulatory | |
| Shipping | |
| Real estate | 20% |
| Structured Finance | |
| Leveraged Finance | 15% |
| Private banking | |
| Wealth management | |
| Private debt/minibond | 15% |
| Financial crime | |

BANKING & FINANCE
ACTIVITIES 5 %

GIOVANNELLI E ASSOCIATI

LAW FIRM | DEPARTMENT | PRACTICE AREAS | CLIENTS

| PRACTICE AREA | RATING | TEAM MEMBERS | NUMBER OF PARTNERS | NAME OF PARTNERS |
|---------------------------|----------|--------------|--------------------|--|
| Banking | B | 6 • 42,8% | 3 • 50% | Michele Mocarrelli, Stefano Traniello, Ferrante Paveri Fontana |
| Debt capital markets | B | 5 • 35,7% | 2 • 33,3% | Fabrizio Scaparro, Andrea Bartolucci |
| Restructuring | C | 5 • 35,7% | 1 • 16,6% | Michele Mocarrelli |
| Litigation | C | 4 • 28,5% | 2 • 33,3% | Stefano Traniello, Ferrante Paveri Fontana |
| Real estate | C | 4 • 28,5% | 2 • 33,3% | Stefano Traniello, Ferrante Paveri Fontana |
| Leveraged Finance | C | 4 • 28,5% | 1 • 16,6% | Michele Mocarrelli |
| Private debt/ minibond | C | 4 • 28,5% | 2 • 33,3% | Andrea Bartolucci, Gian Vittorio Giroletti Angeli |
| Financial crime | A | 2 • 14,2% | 1 | Nicolò Bertolini Clerici (Of Counsel - White Collar Crimes Department) |

The lawyers may have an active role in different practice areas.

GIOVANNELLI E ASSOCIATI

LAW FIRM | DEPARTMENT | PRACTICE AREAS | CLIENTS

White Bridge Investment

35 € mln



TYPE OF MATTER
Leveraged finance



LEAD PARTNER
Michele Mocarelli



COUNTERPARTY
Simmons & Simmons

Assistance in the acquisition of Nutrilinea and its holding companies through an acquisition financing of € 35 million. Smart use of "certain funds" commitments permitted a long period between signing and closing of the transaction.

Mittel S.p.A



TYPE OF MATTER
Deby capital markets



LEAD PARTNER
Andrea Bartolucci



COUNTERPARTY
Latham & Watkins

Assistance in the public offering of "Mittel S.p.A. 2017-2023" bonds.

Intesa Sanpaolo S.p.A.

20 € mln



TYPE OF MATTER
Banking/Real Estate



LEAD PARTNER
Ferrante Paveri Fontana, Stefano
Traniello



COUNTERPARTY
-

Assisting in a € 20 million financing for a real estate development project in Sardinia.

Other clients: Dedalus Holding S.p.A., Sata S.p.A./Finanziaria Internazionale Investments SGR S.p.A., Banca IMI S.p.A.