

The Best in Italy

CORPORATE 2018 Report



LA SCALA

LAW FIRM | DEPARTMENT | PRACTICE AREAS | CLIENTS



The Corporate M&A team provides clients, from SMEs to major listed companies, with advice both on their ordinary, day to day, operations and on every aspects of their corporate finance. Its team of lawyers has considerable experience on large deals but is always able to interpret the needs of entities of more modest size.

MARKET FEEDBACK ON THE FIRM*

«Quick response, flexible attitude, always fair on costs».

Areas of improvement: «Pr activities towards clients».

THE MOST FREQUENTLY CITED LAWYERS THIS YEAR

Giuseppe La Scala, Riccardo Bovino: «They both are very good professionals. We particularly appreciate their personal style: polite, patient and respectful».

NEWS

In 2017 a new office has been established in Venice, thanks also to the partnership with "Studio Legale Collegato (SLC)". The new opening aims to further strengthen the nearly 20 year presence of the Firm in the Veneto region, following the offices in Vicenza and Padua, and aims in particular to strengthen commercial and corporate law areas.

The firm also launched a strategic partnership with Lex.er, the firm created by Benetti law firm and Mariani-MarazziVincenzi law firm.

The partnership aims to strengthen the presence of La Scala in Emilia Romagna and to expand the offer of legal services with Lex.er, whose professionals have experience in a high density area of SMEs and with special needs of assistance in extraordinary transactions and in the commercial law.

LAWYERS PRACTICE AREAS AND MARKET FEEDBACK	Ranking	PRACTICE AREAS								
		M&A	Real estate	Private equity	Equity capital markets	Litigation	Advisory	Competition antitrust	Corporate restructuring	Criminal Law
Riccardo Bovino	B	✓	✓			✓			✓	
Other notable lawyers according to market sources	Giada Salvini e Sabrina Galmarini									

*summary of interviews with clients

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HEAD OF DEPARTMENT

RICCARDO BOVINO

THE FIRM'S STRENGTHS*

1. expertise and practice in all areas of the Corporate sector;
2. technical skills, professionalism and responsiveness;
3. market and company/banking knowledge and understanding
4. presence and availability of partners
5. cost-effective services.

1

14,3%
Partners

3

42,8%
Associates

1

14,3%
Counsels

2

28,6%
Trainees

NAMES OF PARTNERS

Riccardo Bovino

HIRES IN THE LAST 12 MONTHS

3

NAME. **Matteo Marciano** (Associate)

NAME. **Edoardo Fracasso** (Trainee)

NAME. **Alessandro Passanisi** (Trainee)

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



TOTAL REVENUES IN ITALY

24,2 € mln

CORPORATE ACTIVITIES

10 %

*according to clients and market observers

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PRACTICE AREA	RANKING	TEAM MEMBERS	NUMBER OF PARTNERS	NAME OF PARTNERS
M&A	B	7 • 100%	1 • 100%	Riccardo Bovino
Real estate	C	7 • 100%	1 • 100%	Riccardo Bovino
Litigation	C	7 • 100%	1 • 100%	Riccardo Bovino
Corporate restructuring	B	7 • 100%	1 • 100%	Riccardo Bovino
Criminal Law	C	7 • 100%	1	Fabrizio Manganiello (Of Counsel)



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

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Centro intermodale adriatico s.r.l. - Interporto di venezia s.p.a. - Sonora s.r.l.

68 € mln



TYPE OF MATTER
M&A



LEAD PARTNERS
Giuseppe La Scala, Riccardo Bovino



COUNTERPARTY
Orlean Invest Holding LTD

The Firm has assisted the Companies in an international auction process for selling real estate assets and stakes hold by CIA and INTERPORTO in their affiliates and/or operative company, in the context of complex project of group's restructuring. (through the concordato preventivo procedure approved by the Court of Venice in novembre 2015). In particular, the Firm has assisted the Companies in the negotiation (2017) and signing of the relevant agreements occurred in January 2018.

Malo S.p.A

30 € mln



TYPE OF MATTER
Corporate Restructuring



LEAD PARTNERS
Riccardo Bovino, Simone Bertolotti



COUNTERPARTY
-

The Firm is assisting Malo S.p.A. in the context of the procedure of "concordato preventivo" - "arrangement with creditors" according of article 160-161 of the Italian Bankruptcy Law requested by the Company before the Court of Florence in August 2017. In particular the Firm is assisting the Company in the restructuring plan which is aimed at the maintainance of "business continuity" and the relaunching of the homonymous brand.

GGH - Gruppo General Holding S.R.L. and Generalfinance S.P.A

11 € mln



TYPE OF MATTER
M&A



LEAD PARTNERS
Riccardo Bovino, Sabrina Galmarini



COUNTERPARTY
Credito Valtellinese S.p.A.

The Firm has assisted GGH - Gruppo General Holding S.r.l. and Generalfinance S.p.A. in the signing, before, and in the closing, after, of the framework agreement with Credito Valtellinese S.p.A., basis on which the latter has acquired, through the subscription of a capital increase of Generalfinance and the acquisition of part of the Generalfinance's shares held by GGH, a stake in Generalfinance represents the 47% of its issued share capital.

Other clients: Local and international companies of different industry sectors