#### THE BEST IN ITALY

## TAX REPORT 2019





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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 Tax ranked by the **most prestigious legal directories** (Chambers & Partners and Legal 500).

🗛 Band 1 🛛 🖁 Band 2 🛛 🕻 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 (Litigation, Advisory, Transfer pricing, Financial taxation, M&A and extraordinary transactions, VAT, Private Clients & Wealth management, Tax real estate, Patent Box, Criminal Law).

#### 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 Tax sector; the team has transversal skills and is active in all Tax 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 symbol indicates that the firm is included in the Report for the first time.

The following signs  $\blacktriangle \equiv \checkmark$  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 TAX**

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## **2019** EVENTS CALENDAR





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	<b>Past event</b> Milan, 21 February
Tax Awards	<b>Past event</b> Milan, 25 March
lp & Tmt Awards	Milan, 13 May
Corporate Awards	Milan, 13 June
Italian Awards (by region)	Rome, II July
Labour Awards	Milan, 30 Septembe
Marketing Awards	Milan, 29 Octobe



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



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



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

Inhousecommunity Awards Inhousecommunity Awards Switzerland

Milan, 17 October Lugano, 21 November

#### LEGALCOMMUNITYWEEK LCPUBLISHINGGROUP

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

Legalcommunity Week

Milan, 10-14 June



LCPUBLISHINGGROUP

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

Save the Brand

Milan, 28 November



LCPUBLISHINGGROUP

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

### TAX **ADVISOR:** A ROLE THAT MORF AND MORF INFLUENCES BUSINESS STRATEGY

by alessandra benozzo

Our survey sources, either from Legalcommunity research or volunteered data

#### TOTAL VALUE

Sixty-six tax firms participated this year with Legalcommunity's researchers and agreed to help us portray tax practice in Italy

Our sample is composed of:



In 2018, as in last year's survey, the estimated turnover for tax practice has increased. Our researchers estimated that the total turnover is about €740 million, which represents 5% growth.

The chart below shows the 10 tax practices with the highest estimated turnover, together representing revenues of approximately €540 million, or more than 70% of the total.

#### TOP IO FIRMS BY REVENUE (ESTIMATED) IN ALPHABETICAL ORDER

- \star BonelliErede
- ★ Chiomenti
- ★ EY Studio Legale Tributario
- 🛨 KPMG
- ★ Loconte & Partners Studio Legale e Tributario
- ★ Maisto e Associati
- ★ 🛛 Pirola Pennuto Zei & Associati
- ★ 🛛 PwC TLS Avvocati e Commercialisti
- \star STS Deloitte
- ★ 🛛 Tremonti Romagnoli Piccardi e Associati

The chart below shows only law firms, without the Big Four accounting firms.

#### IN ALPHABETICAL ORDER

- \star Backer McKenzie
- ★ 🛛 Bernoni Grant Thornton
- \star BonelliErede
- ★ Chiomenti
- ★ Di Tanno e Associati Studio Legale Tributario
- ★ 🛛 Gianni Origoni Grippo Cappelli & Partners
- ★ Loconte & Partners Studio Legale e Tributario
- ★ Ludovici Piccone & Partners
- ★ Maisto e Associati
- ★ 🛛 Pirola Pennuto Zei & Associati

#### THE TOP IO LARGEST LAW FIRMS IN TERMS OF ESTIMATED REVENUES PER PARTNERS

IN ALPHABETICAL ORDER

- ★ Allen&Overy
- \star BonelliErede
- ★ Chiomenti
- ★ 🛛 Freshfields Bruckhaus Deringer
- \star Hogan Lovells
- ★ KPMG
- ★ Legance
- ★ Maisto e Associati
- ★ 🛛 PwC TLS Avvocati e Commercialisti
- ★ Withers Studio Legale

#### TEAMS

Lawyers, including partners, counsel, associates and trainees, who are full or part time employees in the law and taxfirms, number 3923 in this sector, up 9.4% compared to 3584 lawyers active in the sector during 2017. The number of partners is also growing slightly: 604 this year compared to 602 in 2017. Comparing the same firms from the 2017 survey gives us a similar picture: of growth both in the total number of lawyers, and in the number of partners, respectively of 10% and 7.7%.

	2017	2018	
Total	3584	3923	+9,4%
Partner	602	604	

#### THE LARGEST TEAMS

The largest tax teams according to our survey are: STS Deloitte (704), PwC (635) EY (594) and Pirola Pennuto Zei & Associati (463). The ranking remained unchanged compared to 2017.

	Firm	Team	Partners	% Partners
I	STS Deloitte	704	63	9%
2	PwC TLS Avvocati e Commercialisti	635	38	6%
3	EY - Studio Legale Tributario	594	38	6,3%
4	Pirola Pennuto Zei & Associati	463	135	29%
5	KPMG	299	22	7%
6	Bernoni Grant Thornton	63	10	<b>I6%</b>
7	Crowe Valente/ Valente Associati GEB Partners	58	17	29%
8	Maisto e Associati	54		20%
9	CBA Studio Legale e Tributario	50	7	14%
10	Backer McKenzie	43	6	14%
	Biscozzi Nobili Studio Legale e Tributario	43	19	44%
12	Puri Bracco Lenzi e Associati	43	10	23%

Looking at the total of the 66 tax practices that contributed to the survey, the average of the teams/ partner ratio is 18%. The outliers were the 6% ratio of EY and PwC to the 44.4% of Biscozzi Nobili Studio Legale e Tributario.

#### TEAMS WITH THE HIGHEST GROWTH

Firm	Team 2017	Team 2018	Change 🚖
EY - Studio Legale Tributario	505	594	+89
STS Deloitte	633	704	+69
PwC TLS Avvocati e Commercialisti	570	635	+65
Bernoni Grant Thornton	35	63	+28
Crowe Valente/Valente Associati GEB Partners	40	58	+18

#### DOWNSIZED TEAMS

Firm	Team 2017	Team 2017	Change 👻
Chiomenti	36	33	-3
CLA Consulting - Ceppellini Lugano & Associati	24	21	-3
Macchi di Cellere Gangemi	18	15	-3
CBA Studio Legale e Tributario	52	50	-2
Biscozzi Nobili Studio Legale e Tributario	45	43	-2
Di Tanno e Associati – Studio Legale Tributario	36	34	-2
LED Taxand Studio Legale Tributario	30	28	-2
Nctm Studio Legale	26	24	-2
Dentons Europe	16	4	-2
Foglia & Partners	14	12	-2

#### 2018'S NEW ENTRANTS

The total headcount additions to tax practice groups came to 188 lawyers: in most cases they were associates, but the total also includes partners and more senior counsel.

In detail:

Name	Joined the firm	From
<b>Marco Bellora</b> Partner	CLA Consulting	Bellora e Associati
<b>Ugo Pollice</b> Partner	Crowe Valente/Valente Associati GEB Partners	Police Carella
<b>Franco Carella</b> Partner	Crowe Valente/Valente Associati GEB Partners	Police Carella
<b>Rossana Arioli</b> Partner	Crowe Valente/Valente Associati GEB Partners	Police Carella
<b>Federica Poggio</b> Partner	Crowe Valente/Valente Associati GEB Partners	Police Carella
<b>llaria Bassi</b> Partner	Crowe Valente/Valente Associati GEB Partners	Bassi Del Moro
<b>Cesare Del Moro</b> Partner	Crowe Valente/Valente Associati GEB Partners	Bassi Del Moro
<b>Federico Pacelli</b> Partner	DLA Piper	BonelliErede
<b>Maricla Pennesi</b> Partner	EY	Backer & McKenzie
<b>Francesco Bonichi</b> Partner	EY	Allen & Overy
<b>Diego De Francesco</b> Partner	Gitti and Partner	CBA
<b>Katrin Oberhause</b> Partner	Led Taxand	Hager & Partners
<b>Samuel Marinelli</b> Partner	PwC TLS	KPMG
<b>Enrico Macario</b> Partner	PwC TLS	Agenzia delle Entrate
<b>Ugo Molteni</b> Partner	PwC TLS	Fincons Group
<b>Marco Palanca</b> Partner	Simmons & Simmons	Clifford Chance
<b>Domenico Rettura</b> Counsel	Dentons	Ludovici Piccone & Partners

Internal promotions featured Alessandro Martinelli at DLA Piper in May 2018.



#### LEGALCOMMUNITYWEEK

10-14 June 2019 Milan

LCPUBLISHINGGROUP

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at the moment of the magazine publication. Updated list here

in У 🗇 F Þ

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#### ORGANIZATIONAL CHANGES

During 2018 Simmons & Simmons, because of the entrance of the partner Marco Palanca, restarted its tax practice after the exit of Michele Citarella in January 2017. The team was immediately put together and now has 5 attorneys.

Gitti and Partners has also started a tax practice, thanks to the entry of shareholder Diego De Francesco from CBA and a team composed of 2 counsel, 2 senior associates and 1 junior associate.

#### MOST-MENTIONED FIRMS AND LAWYERS

#### FIRM WITH THE MOST PEER MENTIONS



**LUDOVICI PICCONE & PARTNERS** 

MAISTO E ASSOCIATI

TREMONTI ROMAGNOLI PICCARDI E ASSOCIATI

#### FIRM WITH THE MOST MARKETPLACE MENTIONS



**MAISTO E ASSOCIATI** 



LUDOVICI PICCONE & PARTNERS

PIROLA PENNUTO ZEI & ASSOCIATI

#### LAWYER WITH THE MOST PEER MENTIONS



**PAOLO LUDOVICI** 

**ANDREA PAROLINI** 

**STEFANO SIMONTACCHI** 

#### LAWYER WITH THE MOST MARKETPLACE MENTIONS



PAOLO LUDOVICI

**MARCO VALDONIO** 

LEO DE ROSA

#### INDIVIDUAL EXPERTISE LEADERS, ACCORDING TO THE MARKET

#### Advisory

- Maisto e Associati Guglielmo Maisto
- Tremonti Romagnoli Piccardi e Associati Lorenzo Piccardi
- Ludovici Piccone & Partners Paolo Ludovici

#### Transfer pricing

- EY Davide Bergami
- Di Tanno e Associati Fabio Brunelli
- BonelliErede Stefano Simontacchi

#### **Financial Taxation**

- Freshfields Renato Paternollo
- Chiomenti Raul Papotti
- Facchini Rossi & Soci Luca Rossi

M&A and extraordinary transactions

- Gianni Origoni Grippo Cappelli & Partners Stefano Zucchelli
- Facchini Rossi & Soci Luca Rossi
- Russo de Rosa Leo De Rosa

#### Indirect Tax

- SCGT Pierpaolo Maspes
- Tremonti Romagnoli Piccardi e Associati Cristiano Caumont Caimi
- Maisto e Associati Andrea Parolini

#### Private Clients & Wealth management

- Ludovici Piccone & Partners Paolo Ludovici
- Belluzzo & Partners Luigi Belluzzo
- Loconte & Partners Stefano Loconte

#### Tax real estate

- Legance Claudia Gregori
- Pirola Pennuto Zei Francesco Mantegazza
- Led Taxand Guido Arie Petraroli

#### Patent box

- BonelliErede Stefano Simontacchi
- Maisto e Associati Aurelio Massimiano
- PwC TLS Paolo Tripoli

#### Lititgatior

- Ludovici Piccone & Partners Pietro Piccone
- Maisto e Associati Marco Cerrato
- Puri Bracco Lenzi Pietro Bracco

#### Tax Private Equity

- Di Tanno e Associati Fabio Brunelli
- Gattai Minoli Agostinelli & Partners Cristiano Garbarini
- DLA Piper Andrea Di Dio

#### Criminal Law

- De Castiglione Guaineri e Associati Roberta Guaineri
- Cagnola & Associati Fabio Cagnola
- Mucciarelli Marco Calleri

#### MARKET TRENDS

Over the past 12 months, the trends that we tracked in the 2018 report have been confirmed. First of all, the profound transformation of the role of the tax advisor is still a work in progress. The regulatory framework is increasingly fragmented and ever-changing due to the twin impacts of European legislation and OECD. The tax advisor is required increasingly to be an allround expert, able to overcome the barrier between tax and legal in favor of a broad and in-depth view of the market, not only to prevent and manage risks but also to guide their clients toward the most concrete and lucrative opportunities for their business. The dialogue with the Revenue Agency at national and regional levels to define in advance specific and complex issues, related to, for example to new investments in Italy, and in general to reach an agreement that gives certainty to costs and benefits, is becoming common practice. While in the past the length and the cost connected to certain procedures led to other methods, today the emphasis is on having the most clarity and transparency on local and international fiscal measures to be able to predict their impacts and minimize their risks, thus avoiding facing long and unpredictable disputes. Also in this case the advisor's choice is guided by well-defined criteria: The advisor is chosen not only for his expertise but also and above all for his local and international reputation and his ability to act profitably and positively with the bodies in charge.

In this atmosphere, the hottest topics are those related to the digital economy, which continue to pose many questions and important challenges from the taxation point of view. In the globalized panorama of the world economy, in fact, tax policies have had to confront the high mobility of taxpayers and capital, the high number of cross-border transactions and internationalization of financial structures. At an international level, the adoption of the "BEPS package" which has pushed the various countries of the Union towards the adoption of international standards and common methods of approach still represents, after four years, a "Best practice." At the EU level all attempts to find a binding international agreement are sabotaged at the last minute and the actions carried out by individual countries on their own are likely to increase complexity and uncertainty, not only for the large global enterprises of the digital economy, but also for all small and medium-sized businesses that operate on an international basis and that could suffer the greatest impacts from the difficulties linked to this context.

More generally, what emerges from the analysis of survey participant submissions is that in the last 12 months most tax practice groups have had to litigate transfer pricing issues in particular and, for the more general firms, to the activity of Tax M&A, which confirms the dynamism shown by the sector in Italy. It is precisely in this area that very important transactions have been recorded, such as: the acquisition of Abertis by Atlantia, the sale of the Mediaset Premium pay TV platform to Sky, the acquisition of Pioneer by Amundi, the sale of Versace to Michael Kors and the sale of Recordati to CVC, all operations where the structuring of the tax system was particularly complex and decisive for the success of the deals themselves.

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LEGALCOMMUNITYWEEK

#### LCPUBLISHINGGROUP

#### 2019 Edition - Draft Program - last update May 2019

📕 Open with registration 🛛 📕 Invitation only

MONDAY 10 JUNE Partners Address Conference: "Innovation, intelligence and legal tech"\* **Excelsior Hotel Gallia** 8:45 **Deloitte.** Legal 13:00 Buffet lunch to follow Piazza Duca d'Aosta 9, 20124 Milan Roundtable "Doing business in Central Eastern Europe: 14:30 LĐ **LED Taxand** opportunities for Italian investors" - Refreshments to 16:30 Via Dante 16, 20121 Milan \* TAXAND follow 16:00 Roundtable: "Workshop on integrated compliance" Carnelutti Studio Legale Associato **CARNELUTTI** Cocktail to follow Via Principe Amedeo 3, 20121 Milan 18:00 Gatti Pavesi Bianchi From Gatti Pavesi Bianchi Corporate Counsel Cocktail 18:30 Piazza Borromeo 8, 20123 Milan GATTAI, MINOLI, AGOSTINELLI, PARTALERS 19:00 Gattai Minoli Agostinelli & Partners Roundtable on Real Estate - Cocktail to follow 20:30 Via Principe Amedeo 5, 20121 Milan TUESDAY 11 JUNE Conference: "Africa and the Middle East: business 8:45 **Excelsior Hotel Gallia** Accuracy BonelliErede opportunities and the role of Italy"\* - Buffet lunch to Piazza Duca d'Aosta 9, 20124 Milan 13:00 follow Museo Nazionale della Scienza e Business lunch and roundtable: "Are you ready for 13:00 Hogan Lovells della Tecnologia Leonardo da Vinci sharing? The sharing economy from the inside" 15:30 Via Olona 6/bis, 20123 Milan Roundtable: "Innovation and energy & infrastructure The Westin Palace Milan 16:00 arbitration: face time between arbitral institutions, Piazza della Repubblica 20, 20124 WILLIAMS 18:00 general counsel, legal experts" - Cocktail to follow Milan Roundtable: "Milan/Paris business relationships" 16:30 CastaldiPartners CastaldiPartners 18:30 Cocktail to follow Via Savona 19, 20144 Milan Roundtable: "Safeguarding secrets: how employment 17:00 **Toffoletto De Luca Tamajo** law can help companies to protect their most valuable 🔺 🖌 🖌 Toffoletto De Luca Tamajo 19:00 Via San Tomaso 6, 20121 Milan assets - trade secrets" - Cocktail to follow Pirola Pennuto Zei & Associati Roundtable: "The online market of Food & Beverage Pirola Pennuto Zei & Associati 17:15 products" - Cocktail to follow 19:00 Via Vittor Pisani, 16 20124 Milan 19:00 **Freshfields Bruckhaus Deringer** (
) Freshfields Bruckhaus Deringer Best PE Deal Makers Cocktail 20:30 Via dei Giardini 7, 20121 Milan 20:00 ILC≗P Lipani Catricalà & Partners Cocktail 22:30 Via Della Posta 8, 20123 Milan

The draft program continues on the next page...



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LEGALCOMMUNITYWEEK

#### L C P U B L I S H I N G G R O U P

#### 2019 Edition - Draft Program - last update May 2019



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WEDNESDAY <b>12 JUNE</b>		DAY 12 JUNE	Partners	Address	
6:00 8:00		Corporate Run	LC unbuonavocato. ArKadia	To be disclosed shortly	
9:00 1:00		Conference: <i>"Brexit: what's next for Britain and the EU"</i> Closing coffee to follow	DLA PIPER	<b>Dla Piper</b> Via della Posta 7, 20123 Milan	
2:30 4:30		Business lunch: "The perspective of the circular economy in Italy"	PAVIA e ANSALDO STUDIO LEGALE	<b>Pavia e Ansaldo</b> Via del Lauro 7, 20121 Milan	
7:00 9:00		Roundtable for General Counsel & IP Counsel: <i>"Maximising the efficiency of your</i> <i>IP portfolio"</i> - Light Cocktail to follow	brandstock	<b>Brandstock</b> Via Foro Buonaparte 12, 20121 Milan	
8:00 9:30		Discussion: <i>"Cross-border M&amp;A"</i> Cocktail to follow	Legance	Legance - Palazzo Legance Via Broletto 20, 20121 Milan	
9:30 3:30		Corporate Music Contest	Arkadia brandstock	<b>Fabrique</b> Via Gaudenzio Fantoli 9, 20138 Milan	

#### THURSDAY 13 JUNE

8:00 9:30	Breakfast on Finance	GIANNI-ORIGONI GRIPPO-CAPPELLI PARTNERS	<b>Gianni Origoni Grippo Cappelli &amp; Partners</b> Piazza Belgioioso 2, 20121 Milan
9:30 13:30	Conference on International M&A* Buffet lunch to follow	CHIOMENTI	<b>Excelsior Hotel Gallia</b> Piazza Duca d'Aosta 9, 20124 Milan
15:00 17:00	Roundtable - Refreshments to follow	PANETTASC ASSOCIATI STUDIO LEGALE	<b>Centro Congressi Stelline</b> Corso Magenta 61, 20123 Milan
15:00 17:00	Compliance & Sport Management		<b>Aspria Harbour Club Milano</b> Via Cascina Bellaria 19, 20153 Milan
19:15 23:30	Corporate Awards	LEGALCOMMUNITY AWARDS	<b>WJC Square</b> Viale Achille Papa 30, 20149 Milan

#### FRIDAY 14 JUNE





LabLaw Studio Legale Corso Europa 22, 20122 Milan



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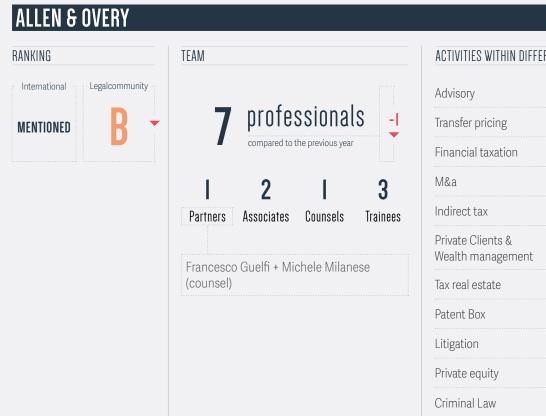


NEW

#### AC AVVOCATI E COMMERCIALISTI

RANKING			TEAM	ACT
MENTIO	onal Legalco	ommunity	<b>g</b> professionals	Adv Trai Fina
TARGET S	IZE		2 6 - I	M&
small	mid	large	Partners Associates Counsels Trainees	Indi
40%	40%	20%	Angelo Colombo, Marilena Biella	Priv Wea
				Tax
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				Priv
				Crii

Advisory	50%
Transfer pricing	10%
Financial taxation	-
M&a	20%
Indirect tax	10%
Private Clients & Wealth management	5%
Tax real estate	-
Patent Box	-
Litigation	5%
Private equity	-
Criminal Law	-



#### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

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#### ASHURST

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1 1
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#### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Advisory	20%
Transfer pricing	-
Financial taxation	30%
M&a	20%
Indirect tax	5%
Private Clients & Wealth management	5%
Tax real estate	20%
Patent Box	-
Litigation	-
Private equity	-
Criminal Law	-



Advisory	<b>■</b> 10%
Transfer pricing	20%
Financial taxation	3%
M&a	■ I0%
Indirect tax	■
Private Clients & Wealth management	■
Tax real estate	■
Patent Box	■
Litigation	30%
Private equity	ı 2%
Criminal Law	5%

#### BELLUZZO & PARTNERS

RANKING	TEAM
International Legalcommunity MENTIONED B <sup>-</sup>	<b>46</b> professionals compared to the previous year
TAX ACTIVITIES	l6 26 2 2 Partners Associates Counsels Trainees
60%	Luigi Belluzzo, Umberto Belluzzo, Daniele Carlo Trivi, Alessandro Belluzzo, Stefano Barone, Tony Castagnetti, Luca Cordelli, Andrea Moja, Francesco Lombardo, Alberto Gironda, Alberto Franceschetti, Lorena Pellissier, Luca Luoni, Paola Bergamin, Giacomo Francioni, Stefano Serbini

#### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Advisory	20%
Transfer pricing	5%
Financial taxation	5%
M&a	15%
Indirect tax	5%
Private Clients & Wealth management	30%
Tax real estate	5%
Patent Box	5%
Litigation	10%
Private equity	-
Criminal Law	-

#### **BERNONI GRANT THORNTON** RANKING TEAM International Legalcommunity professionals 63 +28 compared to the previous year 10 44 7 2 TAX ACTIVITIES Partners Associates Counsels Trainees Paolo Besio, Alessandro Dragonetti, Simonetta La Grutta, Gabriele Labombarda, Sergio Montedoro, Giulio Tedeschi, Federico Feroci, Alessandro Grassetto, Davide Savian, Christian Siccardi)

Advisory	10%
Transfer pricing	18%
Financial taxation	4%
M&a 🗖	18%
Indirect tax	15%
Private Clients & Wealth management	10%
Tax real estate	3%
Patent Box I	2%
Litigation <a></a>	12%
Private equity	5%
Criminal Law	3%

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RANKING	TEAM	ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS
International Legalcommunity		Advisory
<b>- C</b> <sup>+</sup>	<b>Q</b> professionals	Transfer pricing
U	U	Financial taxation
		M&a
	Partners Associates Counsels Trainees	Indirect tax
		Private Clients & Wealth management
	Gaetano Salvioli	Tax real estate
		Patent Box
		Litigation
		Private equity
		Criminal Law



ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Advisory	15%
Transfer pricing	5%
Financial taxation	5%
M&a 💻	15%
Indirect tax	5%
Private Clients & Wealth management	10%
Tax real estate	5%
Patent Box	10%
Litigation	30%
Private equity	-
Criminal Law	

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#### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

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7

Advisory	
Transfer pricing	-
Financial taxation	-
M&a	-
Indirect tax	-
Private Clients & Wealth management	-
Tax real estate	-
Patent Box	-
Litigation	-
Private equity	-
Criminal Law	-



Advisory	48%
Transfer pricing	■ I0%
Financial taxation	ı 2%
M&a	■ I0%
Indirect tax	■
Private Clients & Wealth management	■
Tax real estate	■ I0%
Patent Box	ı 2%
Litigation	■
Private equity	3%
Criminal Law	

#### CAGNOLA & ASSOCIATI - (Criminal Law)

RANKING	TEAM	ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS
International Legalcommunity		Advisory
_ Δ =	<b>7</b> professionals _	Transfer pricing
	compared to the previous year	Financial taxation
	2 4	M&a
	Partners Associates Counsels Trainees	Indirect tax
		Private Clients &
	Fabio Cagnola, Filippo Ferri	Wealth management
		Tax real estate
		Patent Box
		Litigation
		Private equity
		Criminal Law IOO



Advisory	· ·
Transfer pricing	-
Financial taxation	-
M&a	-
Indirect tax	-
Private Clients & Wealth management	-
Tax real estate	-
Patent Box	-
Litigation	-
Private equity	-
Criminal Law	100%

#### CARAVATI PAGANI

RANKING	TEAM
International Legalcommunity	24 professionals =
TAX ACTIVITIES	<b>3 15 4 2</b> Partners Associates Counsels Trainees
	Edoardo Caravati, Piero Pagani and Filippo Caravati

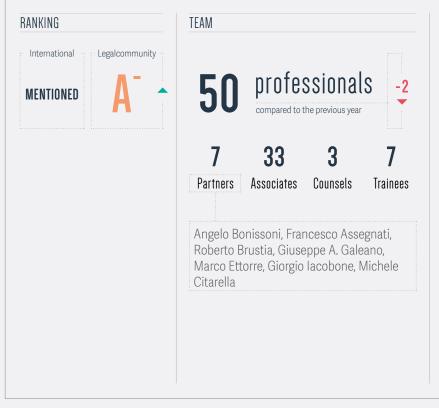
#### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Advisory	25%
Transfer pricing	5%
Financial taxation	5%
M&a	20%
Indirect tax	10%
Private Clients & Wealth management	10%
Tax real estate	10%
Patent Box	5%
Litigation	10%
Private equity	-
Criminal Law	-



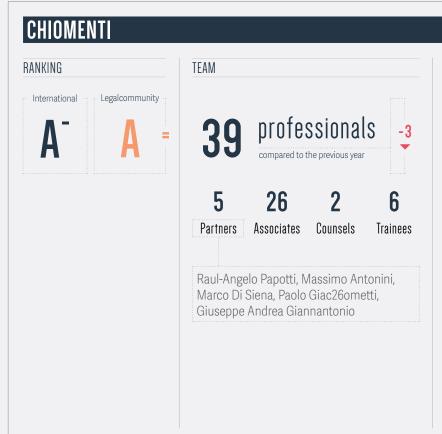
Advisory	10%
Transfer pricing	15%
Financial taxation	10%
M&a	10%
Indirect tax	10%
Private Clients & Wealth management	5%
Tax real estate	10%
Patent Box	10%
Litigation	15%
Private equity	5%
Criminal Law	-

#### **CBA STUDIO LEGALE E TRIBUTARIO**



#### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Advisory	8%
Transfer pricing	3,5%
Financial taxation	15%
M&a	25%
Indirect tax	4%
Private Clients & Wealth management	2%
Tax real estate	15%
Patent Box	3%
Litigation	8%
Private equity	15%
Criminal Law I	1,5%

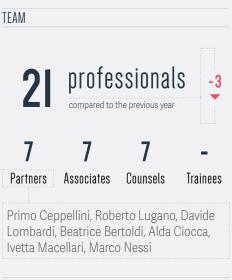


Advisory	10%
Transfer pricing	10%
Financial taxation	10%
M&a 🗖	15%
Indirect tax	5%
Private Clients & Wealth management	10%
Tax real estate	10%
Patent Box	5%
Litigation <a></a>	10%
Private equity	10%
Criminal Law	5%

#### CLA CONSULTING - CEPPELLINI LUGANO & ASSOCIATI

Internationa	l Legalcon	nmunity
MENTIONE	D B	
ARGET SIZE		
small	mid	large
	0%	10%





#### NEWS

"Marco Bellora, joined in march 2018 as equity partner. He specializes in corporate, commercial and bankruptcy matters, both in extrajudicial area and in the field of litigation. and arbitration."

Advisory*	30%
Transfer pricing**	20%
Financial taxation***	25%
M&a	-
Indirect tax	-
Private Clients & Wealth management	5%
Tax real estate	-
Patent Box	-
Litigation	20%
Private equity	-
Criminal Law	-

\*Includes Voluntary Disclosure - \*\*Includes Patent Box - \*\*\*includes M&A



CEPPELLINI LUGANO & ASSOCIATI

Corso I	talia 13 – 20122 Milan
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	Fax. +39 02-861341
	info@claconsulting.it

CLA Consulting is a company of highly-qualified experts specializing in tax and legal consultancy.

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CLA focus is to provide clear and transparent solutions to complex problems.

The firm was founded in 1991 by Primo Ceppellini and Roberto Lugano, both of whom are chartered accountants, tax experts, speakers at seminars and professional conferences and authors of publications on tax and corporate issues.

Precision in the solutions offered, and maximum clarity and transparency towards clients have been the guiding principles of CLA activity since its establishment.

The professionals of CLA Consulting perform their activities in the main office located in Milan and in other two lo-cations in the north of Italy (Vicenza and Voghera).

All CLA Consulting professionals have a comprehensive knowledge of tax law, combined with specific skills that makes them true specialists in their fields.

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#### **CLEARY GOTTLIEB**

RANKING	TEAM	ACTIVITIES WITHIN DIFFERENT PRACTICE AREA
International Legalcommunity		Advisory
MENTIONED R =	5 professionals 🔒	Transfer pricing
	compared to the previous year	Financial taxation
	- 2 2	M&a
	Partners Associates Senior Trainees	Indirect tax
	Attorneys	Private Clients & Wealth management
	Vania Petrella	Tax real estate
		Patent Box
		Litigation
		Private equity
		Criminal Law

#### **CLIFFORD CHANCE** (2018 DATA) RANKING TEAM International : Legalcommunity professionals 6 -1 = compared to the previous year 6 TAX ACTIVITIES 4 Partners Associates Counsels Trainees Carlo Galli

Advisory		3%
Transfer pricing		-
Financial taxation		25%
M&a		20%
Indirect tax	I	2%
Private Clients & Wealth management	•	5%
Tax real estate		25%
Patent Box		-
Litigation		15%
Private equity		-
Criminal Law		5%

#### **CMS** (2018 DATA)

RANKING	TEAM	
International Legalcommunity	25 professionals compared to the previous year	
TAX ACTIVITIES	<b>8 13 1 3</b> Partners Associates Counsels Trainees	
	Giuseppe Ascoli, Roberto Ascoli, Giovanni B. Calì, Guido Zavadini, Federico Raffaelli, Stefano Chirichigno, Federico Baridon, Stefano Giuliano	

#### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Advisory	20%
Transfer pricing	10%
Financial taxation	5%
M&a 🗖	10%
Indirect tax	10%
Private Clients & Wealth management	10%
Tax real estate	5%
Patent Box	5%
Litigation	20%
Private equity	5%
Criminal Law	-

#### CROWE VALENTE/VALENTE ASSOCIATI GEB PARTNERS

International Legalcommunity	62		SSIONAL	·····
TAX ACTIVITIES	<b>17</b> Partners	<b>30</b> Associates	<b>II</b> Counsels	<b>4</b> Trainees
90%	Cotto, Gia Ernesto Fr Antonella Maurizio N Caraccioli,	ioli, Piergiorg npaolo Valen anco Carella Della Rovere Ieoli, Filipa C Rossana Ari Giovanni Ber	te, Salvatore , Ugo Pollice , Pietro Schij Correia, Cristi oli, Ilaria Bas	e Mattia, , pani, ina ssi, Cesare
NEWS "The firm merged with Studio P	olice Carella a	und welcome	ed 6 new nai	rtners:   la

Carella and Ilaria Bassi and Cesare Del Moro from Studio Bassi Del Moro."

Advisory	26%
Transfer pricing	26%
Financial taxation	1
M&a	3%
Indirect tax	4%
Private Clients & Wealth management	ı 2%
Tax real estate	I I%
Patent Box	■
Litigation	26%
Private equity	I I%
Criminal Law	5%

#### DE BERTI JACCHIA FRANCHINI FORLANI



#### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Advisory	10%
Transfer pricing	27%
Financial taxation	11%
M&a 🗖	15%
Indirect tax	8%
Private Clients & Wealth management	6%
Tax real estate	5%
Patent Box	6%
Litigation	12%
Private equity	-
Criminal Law	-

#### **DENTONS EUROPE** RANKING TEAM Legalcommunity International professionals -2 compared to the previous year 3 4 6 TAX ACTIVITIES Partners Associates Counsels Trainees Andrea Fiorelli, Giulio Andreani, Fabrizio Capponi, Roberta Moscaroli NEWS Domenico Rettura, Counsel, from Ludovici Piccone & Partners.

Advisory	-	15%
Transfer pricing	•	5%
Financial taxation	I	3%
M&a		30%
Indirect tax	I	%
Private Clients & Wealth management	I	2%
Tax real estate	•	5%
Patent Box	I	2%
Litigation		30%
Private equity		5%
Criminal Law	1	2%



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#### DI TANNO E ASSOCIATI – STUDIO LEGALE TRIBUTARIO

<b>34</b> professionals -2
<b>12 19 1 2</b> Partners Associates Counsels Trainees
Ottavia Alfano, Renzo Amadio, Fabio Brunelli, Marco Carbonara, Tommaso Di Tanno, Fabrizio Iacuitto, Enrico Pauletti, Domenico Ponticelli, ïMarco Sandoli, Paolo Serva, Marianna Tognoni, Andrea Tonon

#### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Advisory	-	20%
Transfer pricing		10%
Financial taxation		10%
M&a		10%
Indirect tax		-
Private Clients & Wealth management		5%
Tax real estate		10%
Patent Box	•	5%
Litigation		30%
Private equity		-
Criminal Law	I	2%

# DIODÀ STUDIO LEGALE - (Criminal Law) RANKING IEAM International Legalcommunity A IO professionals I 9 Partners Associates Counsels Inc Pri Nerio Diodà Tax Partners

Advisory	-
Transfer pricing	-
Financial taxation	-
M&a	-
Indirect tax	-
Private Clients & Wealth management	-
Tax real estate	-
Patent Box	-
Litigation	-
Private equity	-
Criminal Law	100%



#### **DLA PIPER**





team developed the Wealth Planning service in order to assist high-net-worth-individuals on wealth management issues. Alessandro Martinelli became partner in may 2018.

#### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Advisory	10%
Transfer pricing	5%
Financial taxation	10%
M&a 🔹	8%
Indirect tax	10%
Private Clients & Wealth management	10%
Tax real estate	10%
Patent Box	5%
Litigation	15%
Private equity	7%
Criminal Law	10%

# DWF LEGAL RANKING International Legalcommunity C+ C+ 5 professionals compared to the previous year I <tr

Advisory	15%
Transfer pricing	-
Financial taxation	10%
M&a 🗖	10%
Indirect tax	10%
Private Clients & Wealth management	20%
Tax real estate	10%
Patent Box	-
Litigation	5%
Private equity	15%
Criminal Law	5%

#### **EVERSHEDS SUTHERLAND**



#### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Advisory	23%
Transfer pricing	10%
Financial taxation	2%
M&a	15%
Indirect tax	10%
Private Clients & Wealth management	4%
Tax real estate	6%
Patent Box	8%
Litigation	20%
Private equity	١%
Criminal Law	١%

#### EY - STUDIO LEGALE TRIBUTARIO RANKING TEAM International Legalcommunity **594** professionals +59 compared to the previous year 38 363 43 150 TAX ACTIVITIES Partners Associates Counsels Trainees Marco Magenta (Head) NEWS Maricla Pennesi joined in January from Backer & McKenzie, Francesco Bonichi Joined in May from A&O.

Advisory	_	55%
Transfer pricing		13%
Financial taxation		17%
M&a	I	4%
Indirect tax	•	5%
Private Clients & Wealth management		-
Tax real estate	1	2%
Patent Box		*
Litigation	I	4
Private equity		**
Criminal Law		-

#### FACCHINI ROSSI & SOCI

RANKING	TEAM
International Legalcommunity	<b>23</b> professionals compared to the previous year
	5 18
	Partners Associates Counsels Trainees
	Marina Ampolilla, Francesco Facchini, Giancarlo Lapecorella, Stefano Massarotto, Luca Rossi

#### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Advisory	20%
Transfer pricing	10%
Financial taxation	10%
M&a	15%
Indirect tax	5%
Private Clients & Wealth management	5%
Tax real estate	5%
Patent Box	-
Litigation	15%
Private equity	15%
Criminal Law	-



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



The atin American

#### FOGLIA & PARTNERS

RANKING	TEAM
MENTIONED Legalcommunity	<b>14</b> professionals compared to the previous year
TAX ACTIVITIES	<b>3 8 3 -</b> Partners Associates Counsels Trainees
	Giuliano Foglia, Matteo Carfagnini, Duccio Casciani

#### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Advisory	11%
Transfer pricing	10%
Financial taxation	10%
M&a 🗖	20%
Indirect tax	8%
Private Clients & Wealth management	10%
Tax real estate	5%
Patent Box	-
Litigation	18%
Private equity	8%
Criminal Law	-

# FRESHFIELDS BRUCKHAUS DERINGER TEAM International Legalcommunity C A<sup>-</sup> = 9 profession compared to the previous 2 5 Partners Associates Counsel

2	5	-	2
Partners #	Associates	Counsels	Trainee
Renato Pate	ernollo and	Roberto Ego	ori

Advisory	10%
Transfer pricing	10%
Financial taxation	12%
M&a	8%
Indirect tax I	1%
Tax real estate	10%
Patent Box	2%
Litigation	30%
Private equity	8%
Criminal Law	8%
VAT	1%

#### GATTAI MINOLI AGOSTINELLI & PARTNERS

RANKING	TEAM
MENTIONED Legalcommunity	<b>6</b> professionals compared to the previous year
TARGET SIZE	3
small 🔳 mid 🔲 large	Partners Associates Counsels Trainees
15% 60% 25%	Cristiano Garbarini
TAX ACTIVITIES	
5%	
J	

#### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Advisory	10%
Transfer pricing	5%
Financial taxation	25%
M&a	20%
Indirect tax	-
Private Clients & Wealth management	5%
Tax real estate	-
Patent Box	5%
Litigation	10%
Private equity	20%
Criminal Law	-

#### GIANNI ORIGONI GRIPPO CAPPELLI & PARTNERS

International Legalcommunity	TEAM
- A <sup>-</sup> -	27 professionals compared to the previous year
	6 I6 4 I
	Partners Associates Counsels Trainees
	Luciano Acciari, Nicola Boella, Fabio Chiarenza, Stefano Grilli, Alessandro Zalonis, Vittorio Zucchelli

Advisory	15%
Transfer pricing	5%
Financial taxation	15%
M&a 🗖	20%
Indirect tax	5%
Private Clients & Wealth management	10%
Tax real estate	10%
Patent Box	5%
Litigation	15%
Private equity	*
Criminal Law	-

#### GIOVANNELLI E ASSOCIATI

RANKING	TEAM	A
Legalcommunity	4 professionals -I compared to the previous year	A T F
	<b>Partners</b> Associates Counsels Trainees Eugenio Romita	N Ir F V
		T P L
		F
		C

#### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Advisory	
Transfer pricing	-
Financial taxation	15%
M&a	25%
Indirect tax	-
Private Clients & Wealth management	20%
Tax real estate	15%
Patent Box	15%
Litigation	10%
Private equity	-
Criminal Law	-



#### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

NEW

Advisory	· ·
Transfer pricing	-
Financial taxation	-
M&a	30%
Indirect tax	-
Private Clients & Wealth management	20%
Tax real estate	-
Patent Box	-
Litigation	-
Private equity	50%
Criminal Law	-

#### **GRIMALDI STUDIO LEGALE** (2018 DATA)

RANKING	TEAM
International Legalcommunity	<b>42</b> professionals compared to the previous year
TAX ACTIVITIES	<b>3 33 1 5</b> Partners Associates Counsels Trainees
28%	Luca Dezzani, Riccardo Salvatori, Carlo Cugnasca

ACTIVITIES WITHIN DIFF	ERENT PRACTICE AREAS	
Advisory	20%	

....

Auvisory	2070
Transfer pricing	10%
Financial taxation	20%
M&a	20%
Indirect tax	10%
Private Clients & Wealth management	-
Tax real estate	5%
Patent Box	-
Litigation	15%
Private equity	-
Criminal Law	-



Advisory	15%
Transfer pricing	5%
Financial taxation	15%
M&a	15%
Indirect tax	5%
Private Clients & Wealth management	5%
Tax real estate	10%
Patent Box	-
Litigation	25%
Private equity	-
Criminal Law	5%

#### KPMG

RANKING	TEAM
- B =	299 professionals compared to the previous year
TAX ACTIVITIES	<b>22 248 6 23</b> Partners Associates Counsels Trainees
0,7%	Fabio Avenale, Alessandro Baldon, Filippo Bertoletti, Domenico Busetto, tefano Cervo Antonio Deidd, Fabio Egidi, Massimo Fabio, Andrea Fasan, Eugenio Graziani, Domenico Litido, Davide Morabito, Giuseppe Moretti, Richard Paul Murphy, Sara Nuzzaci, Luca Parenti, Stefania Quaglia, Michele Rinaldi, Erika Rodriguez, Roberto Rulli, Gianluca Stancati, Alessandra Tronconi

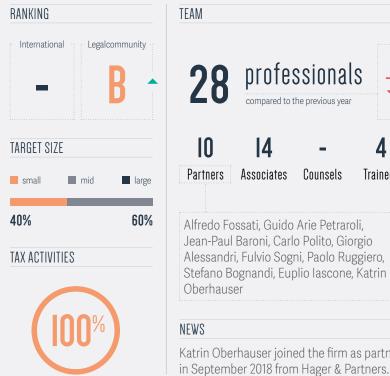
#### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Advisory	48,6%
Transfer pricing	17,8%
Financial taxation I	%
M&a	15,2%
Indirect tax	5,9%
Private Clients & Wealth management	11,5%
Tax real estate	-
Patent Box	-
Litigation	-
Private equity	-
Criminal Law	-

#### LCA STUDIO LEGALE RANKING TEAM International Legalcommunity professionals 10 = MENTIONED compared to the previous year 2 TARGET SIZE 7 Partners Associates Counsels Trainees large small 📕 mid 70% 10% 20% Matteo Moretti, Giulio Azzaretto TAX ACTIVITIES

Advisory	10%
Transfer pricing	10%
Financial taxation	10%
M&a	20%
Indirect tax	5%
Private Clients & Wealth management	10%
Tax real estate	-
Patent Box	10%
Litigation	20%
Private equity	5%
Criminal Law	-

### LED TAXAND STUDIO LEGALE TRIBUTARIO





### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Advisory	15%
Transfer pricing	9%
Financial taxation	3%
M&a 🔳	10%
Indirect tax	4%
Private Clients & Wealth management	2%
Tax real estate	30%
Patent Box	5%
Litigation	15%
Private equity	6%
Criminal Law	١%

### LEGANCE RANKING TEAM International Legalcommunity professionals compared to the previous year 2 2 7 Partners Associates Counsels Trainees Claudia Gregori, Marco Graziani

Advisory	10%
Transfer pricing	13%
Financial taxation	10%
M&a	18%
Indirect tax	3%
Private Clients & Wealth management	12%
Tax real estate	13%
Patent Box	١%
Litigation	10%
Private equity	10%
Criminal Law	-

35%

15%

-

10%

40%

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-

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### LEXAT

RANKING	TEAM	ACTIVITIES WITHIN DIFF	ERENT PRACTICE AREAS	
International Legalcommunity	• profossionale	Advisory		3
	<b>6</b> professionals	Transfer pricing		1
		Financial taxation		
TAX ACTIVITIES	4 -	M&a		1
Partn	Partners Associates Counsels Trainees	Indirect tax		
	Marco Salvatore	Private Clients & Wealth management		4
		Tax real estate		
		Patent Box		
		Litigation		
		Private equity		
		Criminal Law		



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# Wednesday **Description Description Descr**

# L E G A L C O M M U N I T Y W E E K

# FANCY A MORNING RUN BEFORE GOING TO THE OFFICE?

### WHERE:

**Canottieri San Cristoforo** Via Alzaia Naviglio Grande 122, Milan

### PARTICIPATION: EIO

the fee includes participation to the run, shower and breakfast at the club

# **6KM** (NON-COMPETITIVE)

### **PROGRAM**:

6:15 am general gathering
6:30 am race departure
7:00 – 8:30 am shower and breakfast at Canottieri San Cristoforo Sporting Club



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NEW

# LEXIA AVVOCATI

RANKING	TEAM	ACTIVITIES
International Egalcommunity		Advisory
<b>– –</b>	<b>45</b> professionals	Transfer pi
•	TU	Financial t
TAX ACTIVITIES	4 27 6 8	M&a
30%	Partners Associates Counsels Trainees	Indirect ta
		Private Cli Wealth ma
	Vincenzo Sanasi D'Arpe, Francesco Dagnino, Alessandro Dagnino,Andrea Vincenti	Tax real es
		Patent Box
		Litigation
		Private eq
		Criminal L

### S WITHIN DIFFERENT PRACTICE AREAS 20% oricing \_ taxation \_ ах lients & nanagement state ЭX 80% quity . Law

### LOCONTE & PARTNERS - STUDIO LEGALE E TRIBUTARIO RANKING TEAM ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS International Legalcommunity Advisory professionals 15 Transfer pricing 2018 data Financial taxation M&a 3 Ш Indirect tax Partners Associates Counsels Trainees Private Clients & 100% Wealth management Stefano Loconte Tax real estate Patent Box Litigation Private equity Criminal Law

### LUDOVICI PICCONE & PARTNERS



### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Advisory	20%
Transfer pricing	10%
Financial taxation	10%
M&a 📕	10%
Indirect tax	3%
Private Clients & Wealth management	15%
Tax real estate	5%
Patent Box	-
Litigation 🗖	20%
Private equity	7%
Criminal Law	-

### MACCHI DI CELLERE GANGEMI RANKING TEAM Legalcommunity International professionals -3 compared to the previous year TAX ACTIVITIES Δ Ш 2 Partners Associates Counsels Trainees Bruno Gangemi, Stefano Petrecca, Francesco Capitta, Arnaldo Salvatore

Advisory	20%
Transfer pricing	10%
Financial taxation	5%
M&a 📕	5%
Indirect tax	10%
Private Clients & Wealth management	10%
Tax real estate	10%
Patent Box	-
Litigation	30%
Private equity	-
Criminal Law	

### MAISTO E ASSOCIATI

<b>A A</b> =	<b>54</b> professionals compared to the previous year
TAX ACTIVITIES	II 3I 3 9 Partners Associates Counsels Trainees
	Guglielmo Maisto, Riccardo Michelutti, Marco Cerrato, Andrea Parolini, Roberto Gianelli, Marco Valdonio, Aurelio Massimiano, Paola Marzetta, Nicola Saccardo, Alessandro Bavila, Mauro Messi

### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Advisory	20%
Transfer pricing	12%
Financial taxation	6%
M&a	10%
Indirect tax	6%
Private Clients & Wealth management	10%
Tax real estate	6%
Patent Box	5%
Litigation	18%
Private equity	7%
Criminal Law	-

### McDERMOTT WILL & EMERY RANKING TEAM International Legalcommunity professionals 12 ▲ +| = compared to the previous year 2 4 6 Partners Associates Counsels Trainees Carlo Maria Paolella, Andrea Tempestini, Mario Martinelli, Emidio Cacciapuoti

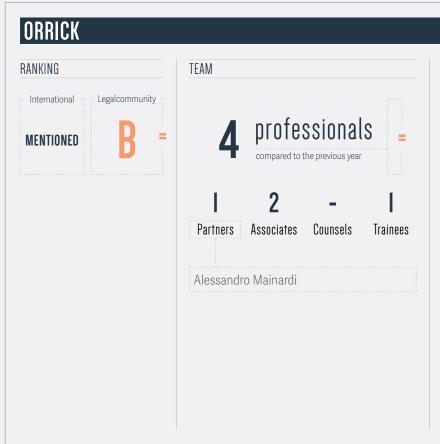
Advisory	15%
Transfer pricing	10%
Financial taxation	5%
M&a 🗖	15%
Indirect tax	5%
Private Clients & Wealth management	5%
Tax real estate	5%
Patent Box	10%
Litigation <a></a>	15%
Private equity	15%
Criminal Law	-

### NCTM STUDIO LEGALE

RANKING	TEAM
International Legalcommunity MENTIONED B <sup>+</sup> =	24 professionals -2
TARGET SIZE	10 10 2 2
small ind large	Partners Associates Counsels Trainees
60% 40%	Federico Trutalli, Paolo Agnesi, Barbara Aloisi, Piermauro Carabellese, Manfredi Luongo, Guido Martinelli, Paolo Rampulla, Giuseppe Carucci, Laura Frisoli, Andrea Mantellini

### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Advisory	15%
Transfer pricing	10%
Financial taxation	4%
M&a 🗖	15%
Indirect tax	5%
Private Clients & Wealth management	10%
Tax real estate 📃	15%
Patent Box I	1%
Litigation <	10%
Private equity	15%
Criminal Law	-



Advisory	15%
Transfer pricing	• 5%
Financial taxation	<b>I</b> 5%
M&a	<b>I</b> 5%
Indirect tax	■
Private Clients & Wealth management	20%
Tax real estate	■
Patent Box	-
Litigation	<b>I</b> 5%
Private equity	■
Criminal Law	

20%

-

10%

20%

-

10%

20%

20%

-

-

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### PAVIA E ANSALDO

RANKING	TEAM	ACTIVITIES WITHIN DIFFE	ERENT PRACTICE	AREAS
International Legalcommunity		Advisory	-	2
- C <sup>+</sup> =	🖌 professionals ੵ	Transfer pricing		
	compared to the previous year	Financial taxation		
		M&a		2
	Partners Associates Counsels Trainees Claudio Grisanti	Indirect tax		
		Private Clients & Wealth management		
		Tax real estate		2
	NEWS	Patent Box		
	In May 2018, Paola De Pascalis joined from Studio Alessandri as Of Counsel. She specializes in Compliance and Criminal law.	Litigation		2
		Private equity		
		Criminal Law		

### PEDERSOLI STUDIO LEGALE RANKING TEAM International Legalcommunity professionals MENTIONED compared to the previous year 3 7 TARGET SIZE Partners Associates Counsels Trainees mid small large 20% 70% 10% Giovanni Bandera, Andrea de' Mozzi, Daniela Caporicci + Enrico Maria Mancuso TAX ACTIVITIES (White-Collar Defence and Investigations) NEWS Enrico Maria Mancuso joined the firm in January 2018 from B&M to establish the White-Collar Defence and Investigations practice.

Advisory	22%
Transfer pricing	-
Financial taxation	<b>I8%</b>
M&a	<b>I</b> 5%
Indirect tax	■
Private Clients & Wealth management	■ 6%
Tax real estate	■
Patent Box	-
Litigation	■ I5%
Private equity	■ I2%
Criminal Law	1 2%

RANKING	TEAM	ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS
International Legalcommunity		Advisory
$- \mathbf{R}^{\dagger}$	<b>6</b> professionals	Transfer pricing
	U	Financial taxation
TAX ACTIVITIES	3 2 - 1	M&a
	Partners Associates Counsels Trainees	Indirect tax
		Private Clients & Wealth management
(35 <sup>%</sup> )	Giorgio Perroni, Elisabetta Busuito, Bruno Andò	Tax real estate
		Patent Box
		Litigation
		Private equity
		Criminal Law



Advisory	-	33%
Transfer pricing		17%
Financial taxation		3,5%
M&a		7,5%
Indirect tax	I	2,8%
Private Clients & Wealth management		4,6%
Tax real estate	I	2,8%
Patent Box		11%
Litigation		14%
Private equity	I	2,8%
Criminal Law		1%

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100%

### PUCCIO GIOVANNINI – PENALISTI ASSOCIATI

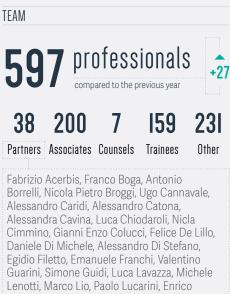
RANKING	TEAM	ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS
International Legalcommunity		Advisory
<b>- ^</b> =	$\mathbf{f}$ professionals $\mathbf{c}$	Transfer pricing
V	compared to the previous year	Financial taxation
	2 2 1 1	M&a
	Partners Associates Counsels Trainees Andrea Puccio, Francesco Giovannini	Indirect tax
		Private Clients &
		Wealth management
		Tax real estate
		Patent Box
		Litigation
		Private equity
		Criminal Law

### PURI BRACCO LENZI E ASSOCIATI RANKING TEAM Legalcommunity International professionals 43 = +2 compared to the previous year 4+6 27 6 TARGET SIZE Partners Associates Counsels Trainees small 📕 mid large 60% 10% 30% Paolo Puri, Pietro Bracco, Guido Lenzi, Raffaele Massimo Simone + 6 salary TAX ACTIVITIES partners

Advisory	20%
Transfer pricing	10%
Financial taxation	5%
M&a 🗖	15%
Indirect tax	15%
Private Clients & Wealth management	-
Tax real estate 📃	15%
Patent Box	-
Litigation	20%
Private equity	-
Criminal Law	-

### PWC TLS - AVVOCATI E COMMERCIALISTI





Macario, Giovanni Marano, Samuel Marinelli, Marco Antonio Meulepas, Francesco Nuzzolo, Lucia Pagliari, Alessio Rolando, Carlo Romano, Davide Rotondo, Pasquale Salvatore, Dario Sencar, Roberto Spotti, Stefano Tonetti, Paolo Francesco Tripoli, Claudio Valz.

10

Trainees

### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Advisory	21%	
Transfer pricing	16%	
Financial taxation	10%	
M&a	20%	
Indirect tax	6%	
Private Clients & Wealth management	8%	
Tax real estate	3%	
Patent Box	2%	
Litigation	9%	
Private equity	4%	
Criminal Law	1%	

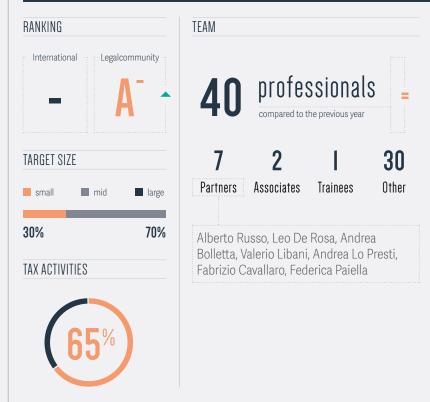
the firm in 2018: Samuel Marinelli, Enrico Macario and Ugo Molteni.

### RÖDL & PARTNER RANKING TEAM Legalcommunity International professionals 38 6 22 TARGET SIZE Partners Associates Counsels small 📕 mid 📕 large 50% 40% 10% Giampiero Guarnerio, Francesco Bocci, Birgit Rauschendorfer, Thomas Giuliani, TAX ACTIVITIES Christoph Pezzei, Giovanni Fonte

### NEV

Advisory	45%
Transfer pricing	15%
Financial taxation	3%
M&a	15%
Indirect tax	7%
Private Clients & Wealth management	2%
Tax real estate	3%
Patent Box	-
Litigation •	5%
Private equity	5%
Criminal Law	-

### RUSSO DE ROSA ASSOCIATI



### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Advisory	10%
Transfer pricing	5%
Financial taxation	5%
M&a 🗖	20%
Indirect tax	5%
Private Clients & Wealth management	15%
Tax real estate	5%
Patent Box	5%
Litigation	10%
Private equity	20%
Criminal Law	-

### SIMMONS & SIMMONS RANKING TEAM International Legalcommunity professionals 5 2 Partners Associates Counsels Trainees Marco Palanca NEWS In May 2018, Marco Palanca joined Simmons & Simmons from Clifford Chance to establish the tax practice in Italy.

### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

NEW

Advisory	-	15%
Transfer pricing		5%
Financial taxation		20%
M&a		20%
Indirect tax		6%
Private Clients & Wealth management	I	2%
Tax real estate		10%
Patent Box	I	2%
Litigation		10%
Private equity		10%
Criminal Law		-

### **STUDIO STELLA MONFREDINI**

RANKING	TEAM	ACTIVITIES
International Legalcommunity		Advisory
<b>_ C</b> <sup>+</sup> =	🖌 professionals 😑	Transfer p
	compared to the previous year	Financial
TAX ACTIVITIES	1 3	M&a
	Partners Associates Counsels Trainees	Indirect ta
75%	Paolo Stella Monfredini	Private Cli Wealth ma
		Tax real es
		Patent Bo
		Litigation
		Private eq
		Criminal L

ACTIVITIES WITHIN DIFFE	RENT PRACTICE	AREAS
Advisory	_	35%
Transfer pricing		5%
Financial taxation		5%
M&a		10%
Indirect tax		5%
Private Clients & Wealth management	1	3%
Tax real estate	I	2%
Patent Box		-
Litigation		35%
Private equity		-
Criminal Law		-



# #complex, l'avvocatura oltre la superficie

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Luca Angelone, Stefano Basso, Luca Berta, Andrea Bitti, Davide Bleve, Luca Bosco, Marcello Braglia, Tiziana Brkan, Raffaele Calabrese, Paolo Caprotti, Aldo Castoldi, Nicola Catucci, Antonella Cavallaro, Fabrizio Cavalli, Claudia Cerdini, Alberto Ciocca, Andrea Circi, Serena Civardi, Fabio Tullio Coaloa, Matteo Cornacchia, Maddalena Costa, Matteo Costigliolo, Michele Crisci, Alessandra Di Salvo, Olderigo Fantacci, Stefano Fedele, Andrea Ferrario, Nadia Fontana, Gian Mario Fulco, Riccardo Gabrielli, Paolo Ippoliti, Mauro Lagnese, Giuseppe Lagrutta, Gianmaria Leoni, Alessandro Lualdi, Nadia Magistri, Andrea Maina, Lorenzo Marchetto, Giuseppe Marianetti, Marco Mazzetti di Pietralata, Stefano Mazzotti, Francesca Muserra, Carlo Peschiera, Antonio Piciocchi, Luigi Provaggi, Raffaele Rech, Oliver Riccio, Roberto Rocchi, Barbara Rossi, Francesco Saltarelli, Valentina Santini, Luisa Savio, Stefano Schiavello, Marco Strafile, Paolo Tedesco, Daniele Terenzi, Chiara Tomassetti, Alessio Vagnarelli, Simone Viligiardi, Ranieri Villa, Stefano Zambelli, Marco Ziliotto, Alessandro Zito

### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Advisory	-	35%
Transfer pricing		20,5%
Financial taxation		5,5%
M&a		10%
Indirect tax		10%
Private Clients & Wealth management		1%
Tax real estate		5%
Patent Box	I	2%
Litigation		9%
Private equity	I	2%
Criminal Law		-

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NEW

### STUDIO TRIBUTARIO TOGNOLO

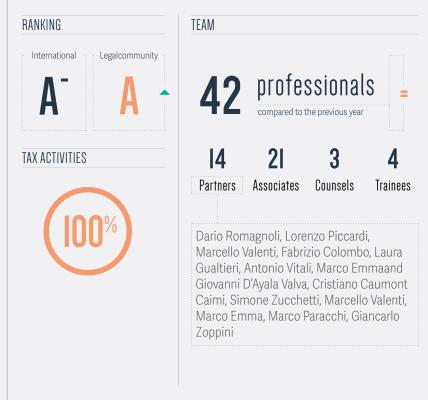
RANKING	TEAM	ACTIVITI
International Legalcommunity		Advisory
MENTIONED	professionals	Transfer
		Financia
TAX ACTIVITIES	2 7 1 1	M&a
	Partners Associates Counsels Trainees	Indirect
		Private ( Wealth r
	Paolo Tognolo, Francesco Spurio	Tax real
		Patent E
		Litigatio
		Private e
		Crimina

Advisory	15
Transfer pricing	30
Financial taxation	
M&a	5
Indirect tax	5
Private Clients & Wealth management	
Tax real estate	
Patent Box	20
Litigation	20
Private equity	5

International Legalcommunity B = B = TAX ACTIVITIES	7 professionals
TAX ACTIVITIES	
Pa	<b>3 4</b> tners Associates Counsels Trainees
	drea Tavecchio, Massimo Caldara, abetta De Lorenzi

Advisory	20%
Transfer pricing	5%
Financial taxation	10%
M&a 🗖	15%
Indirect tax	-
Private Clients & Wealth management	35%
Tax real estate	5%
Patent Box	5%
Litigation	5%
Private equity	-
Criminal Law	-

### TREMONTI ROMAGNOLI PICCARDI E ASSOCIATI



### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Advisory	-	20%
Transfer pricing		10%
Financial taxation		5%
M&a		15%
Indirect tax		8%
Private Clients & Wealth management	•	5%
Tax real estate	•	5%
Patent Box	•	5%
Litigation		20%
Private equity	•	5%
Criminal Law	1	2%

### VASAPOLLI & ASSOCIATI RANKING TEAM Legalcommunity International professionals Δ 6 3 Δ TARGET SIZE Partners Associates Counsels Trainees mid small large 30% 50% 20% Andrea Vasapolli, Giovanna Borella, Raffaella Bello, Gaia Tirrito, Anna Alliaudi, TAX ACTIVITIES Mirella Genta

### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

NEW

Advisory	30%
Transfer pricing	5%
Financial taxation	5%
M&a	25%
Indirect tax	5%
Private Clients & Wealth management	15%
Tax real estate	5%
Patent Box	5%
Litigation	5%
Private equity	-
Criminal Law	-

### WATSON FARLEY & WILLIAMS

RANKING	TEAM	ACTIVITIE
International Legalcomn		Advisory
- [	<ul> <li>2 professi</li> </ul>	ONALS _ Transfer
<b>V</b>	compared to the pre	evious year Financia
	- 1	- M&a
	Partners Associates Co	unsels Trainees Indirect t
		Private C Wealth m
		Tax real e
		Patent Bo
		Litigation
		Private e
		Criminal

Advisory	20%
Transfer pricing	10%
Financial taxation	15%
M&a 🗖	15%
Indirect tax	10%
Private Clients & Wealth management	5%
Tax real estate	5%
Patent Box	5%
Litigation <b>I</b>	5%
Private equity	10%



### ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

### Advisory (detailed below)

Transfer pricing	-
Financial taxation	10%
M&a 🗖	10%
Indirect tax	10%
Private Clients & Wealth management	45%
Tax real estate	10%
Patent Box	10%
Litigation	-
Private equity	5%
Criminal Law	-

NEW

### ZIZZO E ASSOCIATI

RANKING		TEAM	ACTIVITI
International Le	galcommunity		Advisor
-	<b>C</b> <sup>+</sup>	<b>8</b> professionals	Transfer
			Financi
TARGET SIZE		2 4 - 2	M&a
small mid	large	Partners Associates Counsels Trainees	Indirect
40% 40%	20%	Giuseppe Zizzo, Chiara Sozzi	Private Wealth
			Tax real
			Patent I
			Litigatio
			Private
			Crimina

# ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS Advisory 30% Transfer pricing Financial taxation M&a Indirect tax Private Clients & Wealth management Tax real estate Patent Box Litigation 70% Private equity

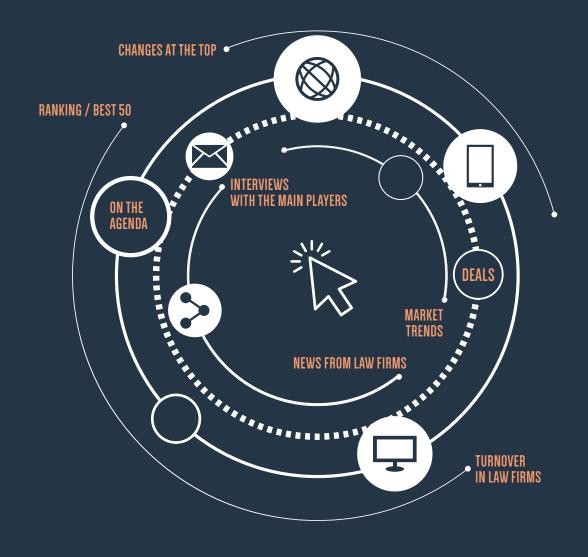


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