

COMPANY PROFILE



MFLaw | Studio Legale Associato Mannocchi & Fioretti

CORPORATE IDENTITY



HISTORY



MFLaw was established in **2001** in **Rome**, on the initiative of our **founders Massimo Mannocchi and Andrea Fioretti** who, anticipating a trend that would grow exponentially in the following years, decided to merge their firms and deal mainly with the management of non-performing loans.

The decision was rewarded and with over twenty years of activity, the firm is now an excellence in the legal sector.

Leader in consultancy and assistance in **credit recovery, banking and insolvency law**, in July 2021 MFLaw—awarded as best law firm of the year in Banking & Finance at the Italian Legal Community Awards 2021—has realised its objective of becoming a **super boutique law firm**, characterised by a young and client-oriented mindset and thanks to the opening of the fourth operational office in **Ragusa**—besides **Rome, Milan and Palermo** offices—led by a **35-year-old lawyer, Riccardo Schininà**, who is now MFLaw **Managing Partner**.

ORGANIZATION

ECONOMY
SOCIETY
BIOSPHERE



VISION: the three assets on which MFLaw's governance bases its growth strategies and on which all the firm's offices are oriented towards are **competence, proactivity and digital innovation.**

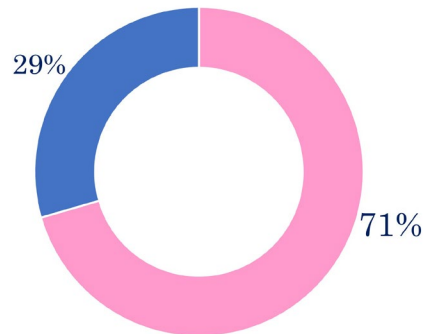
VALUE PROPOSITION: offering legal advice in line with the latest market trends, in compliance with the highest quality standards and through client-oriented, transparent and ISO 9001:2015 certified **project management processes.**

DRIVER: innovation, digitalisation, transparency, trust, competence, quality, professionalism, stability, proactivity, sustainability.

CSR: in order to actively contribute to the achievement of the objectives of the 2030 Agenda, every action of MFLaw and its resources follows a clear **CSR strategy** that aims to protect the planet and reduce social inequalities, also thanks to valuable partnerships and collaborations.

80 PROFESSIONALS

2 FOUNDERS
1 MANAGING PARTNER
9 PARTNERS
4 SENIOR ASSOCIATES
32 ASSOCIATES
6 TRAINEES
7 PARALEGALS
1 COUNSELS
18 COLLABORATORS



NUMBERS

4 HEADQUARTERS



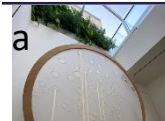
MILAN



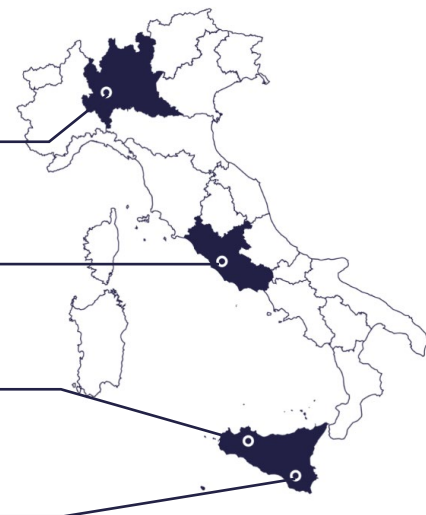
ROME



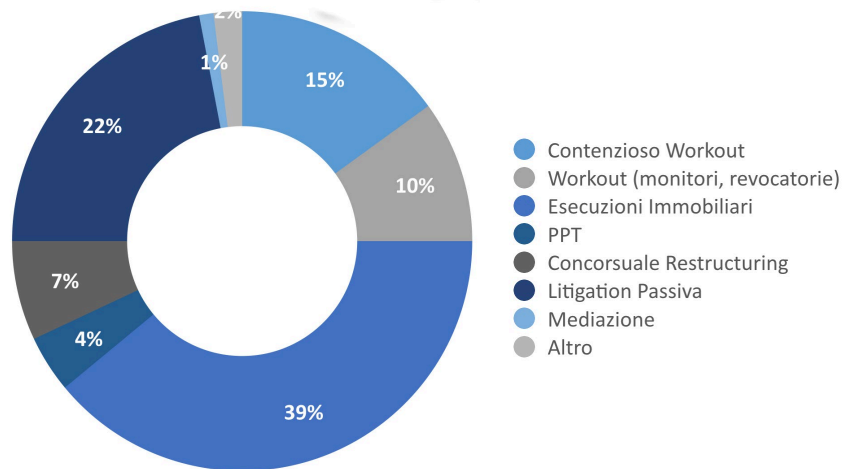
PALERMO



RAGUSA



TYPES OF TRIALS



DATA CHART

OPEN CASES/ASSIGNMENTS	7,500+
GBV UNDER MANAGEMENT	€4.25 bil.
TOATAL CASES HANDLED	36,000+

INNOVATION AND TECHNOLOGY

Technological innovation is a fundamental driver for us. This is why we have started a process of digital evolution, choosing Microsoft products as a guarantee of success and quality. In particular, the **Power Platform** has allowed the Firm to automate business processes and information flows between different departments and locations; analyze and cross-reference data from industry software and databases; monitor **custom KPIs** by creating dashboards that are updated in real time; and develop ad hoc apps for better management of daily work life.



AREAS OF PRACTICE





SECTORS

- DEBT COLLECTION & WORKOUT
- LITIGATION
- BUSINESS CRISIS & RESTRUCTURING
- CREDIT RATING
- NPE AND UTP
- LEGAL DUE DILIGENCE & UNDERWRITING
- REAL ESTATE LEASING & FACTORING
- DERIVATIVES & FINANCIAL MARKETS
- REAL ESTATE & ASSET MARKET
- BUSINESS & DATA ANALYST
- LABOUR LAW
- TAX LAW
- CONSTRUCTION LAW
- ADMINISTRATIVE LAW
- COMMERCIAL AND CORPORATE LAW
- TENDERS
- PUBLIC PROCUREMENT OF LEGAL SERVICES



PRACTICE

- BANKING, INSURANCE AND FINANCIAL LITIGATION
- REAL ESTATE AND LEASING LITIGATION
- EXECUTIVE PROCEDURES IN REAL ESTATE AND ASSETS
- BANKRUPTCY PROCEDURES
- DRAFTING OF RESTRUCTURING AGREEMENTS EX ART. 182BIS LF, REORGANIZATION PLAN EX ART. 67 LF
- NEGOTIATION OF SETTLEMENT AGREEMENTS
- EVALUATION OF SEC AND UNSEC PORTFOLIOS
- CONTRACTS AND DRAFTING OF REPORTS
- INTERNAL TECHNICAL ACCOUNTING CONSULTANCY
- DRAFTING OF BUDGETS AND BUSINESS PLANS
- SPECIAL SERVICER (106 AND 115 TULPS)

AREAS OF PRACTICE



FOCUS AREAS



DEBT COLLECTION & WORKOUT

More than twenty years of experience working alongside major institutional creditors have made this practice area our core business, allowing us to **offer and guarantee**:

- **PERSONALIZED ASSISTANCE** by a team of professionals and paralegals dedicated to the client;
- **EVALUATION** of sec and unsec portfolios, mainly mid-large corporate and management of **LARGE FLOWS** of credits and **GBV**;
- Skilful use of client's **MANAGEMENT** and **ADVISORY ACTIVITIES** also in **OUTSOURCING**;
- Drafting of **AD HOC REPORTS**, also in the form of **BI**, following accurate data entry and document remediation;
- Identification of the **LEGAL CRITICALITIES** of the securities and guarantees and the **BEST STRATEGY** for credit recovery (with highlights of the positions with less recovery margin for the Bank);
- **CONSTANT AND QUALIFIED MONITORING** through BI platforms used exclusively by the client.



LITIGATION & DISPUTE RESOLUTION

The experience gained in dispute resolution throughout the country allows us to **offer and guarantee**:

- **LEGAL ASSISTANCE IN CIVIL DISPUTES** (banking, commercial, insurance, financial and corporate) before ordinary courts, even on an urgent basis, as well as before agencies (Bank of Italy, Consob, ABF) and special authorities, in mediation conciliation and before higher courts and in arbitration;
- Preliminary and accurate **EVALUATION OF RISK ASSESSMENT** with drafting of ad hoc realistic and concrete reports shared with the customer;
- **DOCUMENTAL REMEDIATION** and definition of the **BEST DEFENSIVE STRATEGY** in the interest of the customer;
- Experience in the **PRE-CONTENTIOUS PHASE**, including conciliation procedures, with significant containment of fixed costs for the possible initiation of judicial action, instrumental to the early settlement (DPO) and remunerated with success fees;
- In-house **TECHNICAL ACCOUNTING CONSULTING** service for the most problematic and complex cases.



BUSINESS CRISIS & RESTRUCTURING

A team of dedicated professionals, led by our Partner and PhD in Business Law in Crisis, **offers and guarantees**:

- **ASSISTANCE AND CONSULTANCY** to companies in crisis, from the moment of the emergence of the crisis until the choice of the resolution tools deemed most appropriate (debt restructuring agreements ex art. 182bis L.F., Restructuring Plan ex art. 67 L.F. etc)
- **ASSISTANCE AND ADVICE** to institutional creditors to support and guide them in the event of a business crisis, with particular regard to:
 - a) judgments initiated by insolvency bodies (opposition ex art. 98 LF, revocation actions);
 - b) negotiation of settlement agreements with the bodies in charge of the procedure, including through direct representation at negotiating tables;
 - c) the new institutes introduced by Law Decree 118/2021 (L147/2021) of the negotiated settlement of the crisis and the simplified agreement

THE GOVERNANCE



GOVERNANCE



Massimo Mannocchi

Founder

He is an expert in bankruptcy and banking law, thanks to the numerous assignments entrusted to him as curator and liquidator of important bankruptcy procedures, and as a trustee attorney of credit institutions of national importance. In 2001, after ten years as owner of his own law firm, he founded MFLaw together with his partner Andrea Fioretti. Passionate lover of art, especially contemporary art, and of the history of Rome, he has always been sensitive to environmental issues: in 1995 he was part of the first Board of Directors of the Appia Antica Park in Rome and since April 2021 he has been President of the Board of Directors of Ambiente Spa, a company that deals with urban hygiene in the main municipalities of the Roman hinterland and that wants to strengthen the spread of a new green culture.



Andrea Fioretti

Founder

After starting out as an officer in the Carabinieri, during which he learned the value of order, discipline and organization, he launched a law firm that soon established him as a leading expert in the Banking & Finance sector. His authoritativeness, his innate professional skills and a business-oriented vision, immediately found the consensus of the market operators who involved him in the most important due diligence operations during the season of NPL portfolios sales. Passionate fly fisherman and golf player, he supports the activities of non-profit organizations engaged in social work, in particular the humanitarian activities of Nove Onlus.



Riccardo Schinina

Managing Partner

Graduated with honors in 2016—at the age of 30—he started his own law firm in Ragusa that tripled its turnover in the first 3 years of activity thanks to a client-oriented mentality, quality work and a wise use of the latest technologies, skills that have made him stand out in the legal market and that have contributed to the merger of his firm with MFLaw of which he has taken on the role of Managing Partner. Passionate about sailing and art, with an MBA in progress at the SDA Bocconi school in Milan, thanks to his young and tireless mentality, he has already introduced significant innovations and made important changes that have contributed to increasing and enhancing the capabilities of the firm and its resources.

PARTNERS



Andrea D'ambrosio

- Partner -



Francesca Tucceri

- Partner -



Marta Baroni

- Partner -



Riccardo Ciampa

- Partner -



Marcello Arbasino

- Partner -



Tiziana Allievi

- Partner -



Livia Mannocchi

- Partner -

LET'S KEEP IN TOUCH



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