



COMPANY PROFILE



MFLaw | Company of Lawyers Limited by Shares

OUR CORPORATE IDENTITY





*A professional company that
is
rooted in its past experience,
enabling it to look even further
into the future*

MFLAW: COMPANY OF LAWYERS LIMITED BY SHARES

In 2001, lawyers Andrea Fioretti and Massimo Mannocchi, specialists in banking law and assistance for institutional lenders, decided to join forces and create a law firm with professionalism, efficiency and innovation at its heart.

Twenty years later, **the transformation into a Company of Lawyers Limited by Shares** - completed in the autumn of 2022 - **represented a very significant strategic decision for MFLaw. It confirmed its desire to operate with greater quality, efficiency, transparency and organisation in the Banking & Finance market, which has always been the firm's core business, as well as to take bold strides into new practice areas.**

"The transformation has enabled us to further strengthen MFLaw's structure and organisation, which had already been bolstered by twenty years of steady growth, thanks to the acquisition of new associate lawyers who share our vision and have decided to invest in our firm's future."

Massimo Mannocchi – President and Founder

It is precisely the law firm's stability and the visionary insight of its governance that have laid the foundations for **iQera Group - a legal entity controlled by the BC Partners Fund - to join MFLaw as a shareholder.** The consolidation of the companies has also been made possible by the **seven new partner lawyers joining the initiative, now working alongside the longstanding partners.**

"Having new associates join MFLaw was an important confirmation of our decisions and will allowing the firm to pursue its evolutionary path in the years to come. The transformation has led to an innovative and strategic opening with respect to the market, attracting the interest of our Shareholder who fully shares our founding values and our vision of the future of the legal profession."

Andrea Fioretti – Managing Partner, Board Member and Founder



WELCOME TO OUR COMPANY

MISSION



Starting from a careful analysis of the market, our clients and professionals, we use our experience, knowledge and competitive edge to identify the best possible solutions to ensure that our clients remain satisfied.

VISION



The assets on which MFLaw's governance has founded its growth strategy are expertise, proactivity and technological innovation. Our *modus operandi* allows us to anticipate our clients' needs, both explicit and implicit, and take tangible steps to meet them.

DRIVERS: innovation, transparency, trust, quality, professionalism, stability, sustainability.

VALUE PROPOSITION



Our value proposition consists of offering legal advice in line with the most up-to-date market trends, in compliance with the most extensive quality standards and through client-oriented, transparent and ISO 9001:2015-certified project management processes.

From consultation to solution: the focus of everything we do is always firmly on our clients and their satisfaction

The background of the image shows two men in business attire shaking hands in front of a large window. The window looks out onto a sunset or sunrise over a body of water, with the sky transitioning from blue to orange. The silhouettes of the men are dark against the lighter background of the window. The text is overlaid on the lower half of the image, centered horizontally.

Our primary goal is to offer our clients the peace of mind they need to entrust their issue to a solid, transparent partner which operates according to both legal regulations and staunch ethical principles

COMPLIANCE CONFORMITY & CSR

COMPLIANCE CONFORMITY

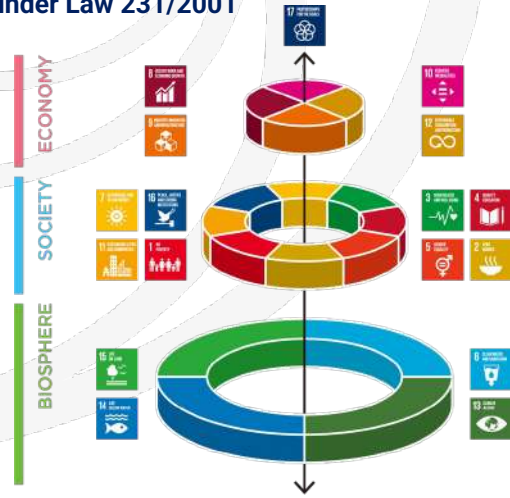
MFLaw adheres to **Compliance Conformity**, meaning that:

- **its services** meet all the appropriate legislative, quality and regulatory requirements;
- **its business processes** are in line with the relevant laws, regulations and internal standards (ISO 9001:2015);
- **its internal protocols conform to the Organisational Model** established under Law 231/2001



CORPORATE SOCIAL RESPONSIBILITY

In order to actively contribute to the achievement of the **17 goals of the 2030 Agenda**, each action undertaken by MFLaw and its resources follows a **clear CSR strategy** aimed at safeguarding the planet and reducing social inequalities, including by way of valuable partnerships and relationships.



*A tight-knit team with
an extensive presence
across the country,
with professionalism
guaranteed*

WHO WE ARE

3 OFFICES



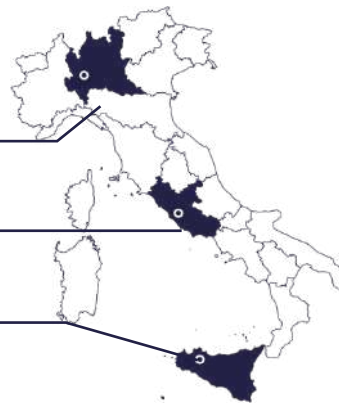
MILAN



ROME



PALERMO



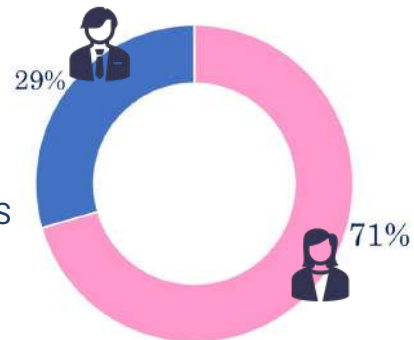
THE TEAM

58 PROFESSIONALS

25 STAFF & BACK OFFICE RESOURCES

■ %
Male

■ %
Female



PRACTICE AREAS



PRACTICE AREAS



SECTORS

- CREDIT RECOVERY & WORKOUTS
- LITIGATION
- BUSINESS CRISES & RESTRUCTURING
- CREDIT RATING
- NPE AND UTPs
- LEGAL DUE DILIGENCE & UNDERWRITING
- REAL ESTATE LEASING & FACTORING
- DERIVATIVES & FINANCIAL MARKETS
- REAL ESTATE & ASSET MARKET
- INSURANCE LAW
- BUSINESS & DATA ANALYSIS
- TAX AND M&A
- TOWN PLANNING AND BUILDING LAW
- ADMINISTRATIVE LAW
- COMMERCIAL AND CORPORATE LAW
- SPORTS LAW
- PUBLIC NOTICES
- PUBLIC PROCUREMENT OF LEGAL SERVICES



PRACTICES

- BANKING LITIGATION
- INSURANCE AND FINANCIAL LITIGATION
- CIVIL AND DAMAGE COMPENSATION LITIGATION
- REAL ESTATE AND RENTAL LITIGATION
- REAL ESTATE AND SECURITIES EXECUTIVE PROCEDURES
- INSOLVENCY PROCEDURES
- DRAFTING OF RESTRUCTURING PLANS AND AGREEMENTS, PURSUANT TO ART. 56, 57 OF THE INSOLVENCY CODE
- CONTRACTS AND DRAFTING OF OPINIONS
- TECHNICAL/ACCOUNTING CONSULTANCY
- ADMINISTRATIVE LITIGATION
- SPORTS ARBITRATION



FOCUS BY AREA



CREDIT RECOVERY & WORKOUTS

Over twenty years of experience alongside the main institutional lenders have made this practice area our core business and has allowed us to offer and provide:

- **CUSTOMISED ASSISTANCE** with a team of professionals and paralegals dedicated to the client;
- **ASSESSMENTS** of sec and unsec portfolios, mainly of the medium-large companies and management of LARGE FLOWS of credits and GBVs;
- Skilful use of the client's **MANAGEMENT SOFTWARE** and **ADVISORY ACTIVITIES**, including for **OUTSOURCING**;
- Drafting of **SPECIFIC REPORTS**, including in the form of BI, on the outcome of accurate data entry and retrieval of documents;
- Identification of the **CRITICAL LEGAL ISSUES** of securities and collateral, and of the **BEST STRATEGY** for recovering credit (by highlighting positions with the lowest recovery margins for the Bank);
- **CONSTANT, EXPERT MONITORING** via BI platforms exclusively used by the client.



LITIGATION & DISPUTE RESOLUTION

The experience we have accrued in dispute resolutions nationwide allows us to offer and provide:

- Legal assistance in **CIVIL LITIGATION** (banking, commercial, insurance, financial and corporate) before ordinary courts, including in urgent proceedings, before agencies (Banca d'Italia, Consob, ABF) and special authorities, in the event of conciliations, and before higher courts or in the event of arbitrations;
- Preventative and accurate **RISK ASSESSMENT** by drafting specific, realistic and concrete reports to be shared with the client;
- **RETRIEVAL OF DOCUMENTS** and defining the **BEST DEFENCE STRATEGY** for the client;
- **Experience in the PRE-LITIGATION STEP**, including conciliation procedures, with a significant reduction of fixed costs for any possible legal action, instrumental in defining the settlement in advance (DPO) and remunerated with a success fee;
- Internal **TECHNICAL ACCOUNTING CONSULTANCY service** in the event of more problematic and complex cases.



BUSINESS CRISES & RESTRUCTURING

A team of dedicated professionals, led by our partner with a Doctorate in Corporate Crisis Law, offers and provides:

- **ASSISTANCE AND CONSULTANCY to businesses in crisis**, from the moment the crisis emerges to the selection of the most appropriate resolution tools.
- **ASSISTANCE AND CONSULTANCY to institutional lenders** to support and guide them in the event of corporate crises, especially with regard to:
 - a) proceedings initiated by insolvency bodies (opposition pursuant to art. 98 of the Bankruptcy Law, revocatory actions);
 - b) negotiations of settlement agreements with the procedural bodies, including through direct representation at the negotiation tables;
 - c) the new institutions of composizione negoziata della crisi (crisis negotiated settlement) and concordato semplificato (simplified composition with creditors) introduced by the Decree-Law 118/2021 (Law 147/2021)

FOCUS BY AREA



ADMINISTRATIVE, SPORTS AND REGULATORY LAW

The company has established a team headed up by an administrative lawyer whose expertise lies in the field of public contracts (handling them in court, out of court and via arbitration), as well as sports and regulatory law. This **team is capable of offering and providing:**

- **Legal advice and assistance with administrative matters on behalf of private and public entities** (national associations, construction firms, judicial administrations, industrial development consortia, motorway, airport, port and technical/nautical operators, local public bodies);
- **ASSISTANCE WITH ISSUES OF SPORTS LAW**, both in court and via arbitration;
- **LEGAL ADVICE AND ASSISTANCE WITH ISSUES OF TOWN PLANNING AND BUILDING LAW;**
- **ASSISTANCE FOR CREDIT INSTITUTIONS WITH REGULATORY ISSUES**, with a specific focus on the regulations governing the sector, the regulation of financial activities, consumer protection legislation, and authorisations and concessions by regulatory authorities, with a view to ensuring that banks operate in a way that is compliant with the regulations in force.



REAL ESTATE & INSURANCE LAW

A team of professionals whose expertise lies in **Insurance and Real Estate Law** is available to **offer and provide our clients with:**

- **Legal assistance in LITIGATION** (insurance and real estate) before ordinary courts, including in urgent proceedings, in the event of conciliations, and before higher courts or in the event of arbitrations;
- **Preventative and accurate RISK ASSESSMENT** by drafting specific, realistic and concrete reports to be shared with the client;
- **RETRIEVAL OF DOCUMENTS** and defining the **BEST DEFENCE STRATEGY** for the client;
- **Assistance in the PRE-LITIGATION STEP**, including mediation procedures, with a significant reduction of fixed costs for any possible legal action.



TAX AND M&A

The company is advised by a team of lawyers and accountants with extensive experience in legal assistance for private equity funds and both Italian and foreign investors for M&A transactions, **offering support at every stage from the ORIGINATION OF OPERATIONS to the STRUCTURING OF TRANSACTIONS.**

The team is capable of offering and providing:

- ASSISTANCE at every stage of a transaction
- Due diligence of the position
- Drafting and negotiation of the entire set of contracts.

Specialist fields:

- Renewable energy
- Real estate
- Professional firms
- Acquisitions of state-owned companies, including acquisitions and disposals of sole, majority or minority shareholdings
- Joint ventures
- Sales of business divisions and company reorganisations (both legal and tax aspects).

GOVERNANCE & MANAGEMENT



GOVERNANCE



Massimo Mannocchi
Chairman of the Management Board

An expert in bankruptcy and banking law, thanks to numerous positions held as trustee and liquidator of important insolvency proceedings, as well as legal trustee of important national credit institutions. As founder of the Studio Legale Mannocchi & Fioretti, he worked alongside his partner Andrea Fioretti to transform the firm into a Company of Lawyers Limited by Shares (StapA), in which he holds the position of Chairman of the Management Board.



Andrea Fioretti
Board Member, Managing Partner

As a founding partner of the Studio Legale Mannocchi & Fioretti in 2001, he has gained a reputation as a leading expert in the Banking & Finance sector. His professional skills and business-oriented vision led him to be involved in important due diligence operations during the NPE credit sale period. A key proponent of the firm's transformation into a StapA, he now holds the positions of Management Board Member and Managing Partner.



Marcello Arbasino
Board Member, Partner

As a civil lawyer, he has extensive professional experience operating in the civil and criminal sectors. Thanks to twenty years of experience in banking and bankruptcy law, he is considered a leading expert of the field, especially in the litigation area. Since 2021, he has been the sole manager of MFLaw's Litigation Department.

He is also a member of the Management Board.

PARTNERS



Andrea D'ambrosio
- Senior Partner -



Francesca Tucceri
- Senior Partner -



Marta Baroni
- Senior Partner -



Riccardo Ciampa
- Senior Partner -



Tiziana Allievi
- Senior Partner -



Livia Mannocchi
- Senior Partner -

PARTNERS



Annamaria Cannella

- Partner -



Bianca Lombardo

- Partner -



Domenico Ruffini

- Partner -



Federica Piubelli

- Partner -



Gaetano Renda

- Partner -



Monica Mangogna

- Partner -



Vincenzo A. Maria Testa

- Partner -

OF COUNSEL



Carlo Celani

Administrative, Sports and Regulatory Law

An expert in sports law, administrative law and administrative justice with a thirty-year track record in high-profile legal consultancy, relations with government institutions and public administration, and international relations. Over the course of his career, he has provided his services to professional athletes, agents and teams, both in Italy and abroad, for all manner of matters - contracts, acquisitions and disposals, sanctions and doping issues - as well as operating in the field of judicial defence, especially before the relevant administrative tribunals for all matters pertaining to relations with the public administration, assisting institutional clients with consultancy, transactions, conciliation, arbitration proceedings and proceedings before independent authorities.



Marco Moretti

Real Estate & Insurance Law

A member of the ANIA with years of extensive experience in insurance, banking and real estate law. Over the course of his career, Mr. Moretti has assisted institutional clients in multiple sectors, including insurance - working alongside major private groups and state-owned companies - and banking, offering consistently high-quality legal assistance at the pre-litigation stage in his capacity as an accredited mediation lawyer (a title earned in September 2014), as well as in civil litigation related to insurance and real estate, before ordinary courts, including in urgent proceedings, in the event of conciliations, and before higher courts and in the event of arbitrations; he also operates in credit protection and recovery.



Massimiliano Russo

TAX and M&A

As an expert in corporate and tax law, he has handled a vast range of transactions with private equity funds and both Italian and foreign investors for M&A transactions in various business sectors, from renewable energy to real estate, from professional firms to acquisitions of state-owned companies, including acquisitions and disposals of sole, majority or minority shareholdings, also providing clients with his expertise in the establishment of joint ventures, sales of business divisions and company reorganisations (both legal and tax aspects). Mr. Russo has been a member of the IFA since 2003 and now heads up boutique legal firm R&R Studio Legale e Tributario.

CONTACT US



+39 06 874 991



avvocati@mflaw.it



www.mflaw.it



MFLaw | Società tra Avvocati per Azioni

Cap. Soc. 100.000,00

Numero REA RM-1684541

P.I 06392021009

 Lgt. Arnaldo da Brescia, 9 | 00196 | Roma

 Via Larga, 19 | 20122 | Milano

 Piazza Castelnuovo, 12 | 90141 | Palermo