




# COMPANY PROFILE



MFLaw | Società tra Avvocati per Azioni

# CORPORATE IDENTITY





*A professional entity that  
builds upon its past  
experience to drive future  
growth.*

## MFLAW SOCIETÀ TRA AVVOCATI PER AZIONI

In 2001, Attorneys Andrea Fioretti and Massimo Mannocchi, both specialists in banking law and institutional creditor assistance, decided to join forces, giving rise to a law firm characterized by professionalism, efficiency, and innovation.

Twenty years later, **the transformation into a Società tra Avvocati per Azioni – which took place in autumn 2022 – was an important strategic choice for MFLaw, aimed at confirming the firm's desire to serve the Banking & Finance market with even greater quality, efficiency, transparency, and organization.** This has always been the firm's core business, and it also represents a strong commitment to expanding into new practice areas.

*"This transformation has allowed us to strengthen MFLaw's structure and organization, building on two decades of consistent growth. It also enables us to welcome new lawyer partners who share our vision and are committed to investing in our firm's future"*

### **Massimo Mannocchi – President & Founder**

The firm's **strong foundation and visionary governance** have facilitated the entry of **iQera Group**, a legal entity controlled by **BC Partners Fund**, as a capital partner in MFLaw. The partnership has been further strengthened by the participation of **seven new lawyer partners**, joining the firm's existing partners

*"The entry of new partners into MFLaw has been a significant recognition of the choices we have made and allows the firm to continue its evolutionary path in the years to come. This transformation has enabled an innovative and strategic approach to the market, meeting the interests of our capital partner who fully shares our founding values and our vision for the future of the legal profession."*

### **Andrea Fioretti – Managing Partner & Founder**



# WELCOME TO OUR COMPANY

## MISSION



We start by analyzing the market, our clients, and our professionals to identify solutions through our experience, knowledge, and competitiveness, always with the goal of finding the best solutions to satisfy our clients.

## VISION



MFLaw's growth strategy is built on competence, proactivity, and technological innovation. Our approach allows us to anticipate both expressed and unexpressed needs and provide concrete solutions.

**DRIVER: INNOVATION, TRANSPARENCY, TRUST, QUALITY, PROFESSIONALISM, STABILITY, AND SUSTAINABILITY.**

## VALUE PROPOSITION



Our value proposition is to offer legal advice aligned with the latest market trends, adhering to the highest quality standards, and through client-oriented, transparent project management processes certified to ISO 9001:2015."

*Dall'ascolto alla  
soluzione: mettiamo  
sempre al centro di ogni  
attività i nostri Clienti e  
la loro soddisfazione*

The image features two men in business attire shaking hands in front of a large window. The scene is captured in silhouette against a bright, hazy background, likely a sunset or sunrise. The window is divided into several vertical panes. The overall mood is professional and collaborative.

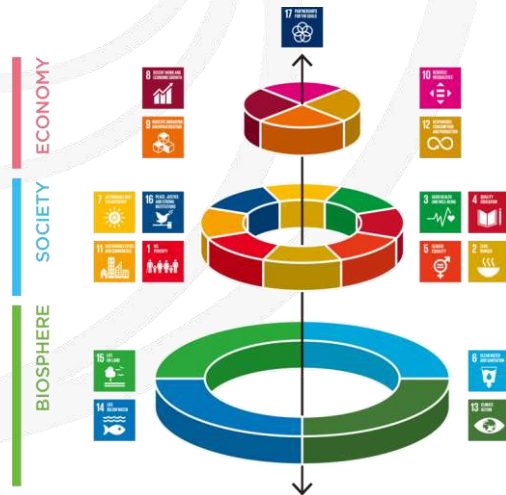
*Our primary goal is to provide our clients with the assurance of a solid and transparent partner that operates in compliance with all laws and ethical principles*

# COMPLIANCE CONFORMITY & CSR

## COMPLIANCE CONFORMITY

By adhering to **Compliance Conformity**, MFLaw ensures that:

- **services** meet all regulatory, quality, and legal standards.
- **business** processes are aligned with laws, regulations, and internal standards (ISO 9001:2015)
- **internal protocols** are in line with the Organizational Model pursuant to Legislative Decree 231/2001.



## CORPORATE SOCIAL RESPONSIBILITY

Committed to the **17 Sustainable Development Goals**, MFLaw and its resources follow a clear **CSR strategy** focused on protecting the planet and reducing social inequalities through meaningful partnerships and collaborations.

*A tightly-knit team  
for a comprehensive  
territorial coverage,  
backed by a  
commitment to  
professionalism*

## TEAM

### 3 HEADQUARTERS



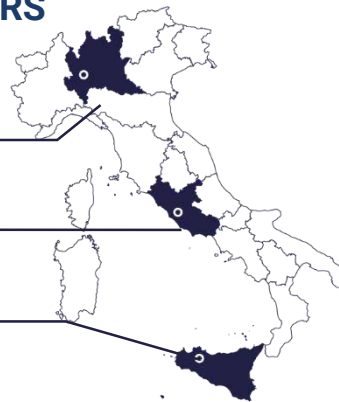
MILANO



ROMA




PALERMO



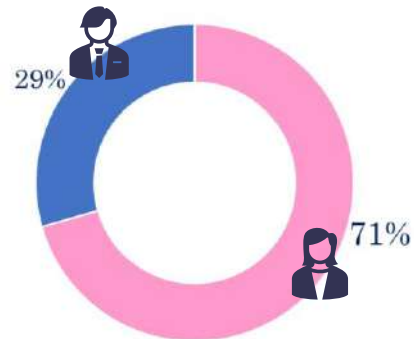
### THE TEAM

**58** LAWYERS

**25** STAFF & BACK OFFICE

 % Male

 % Female



# PRACTICE AREAS





# AREE DI PRACTICE



## LEGAL AREAS

- DEBT RECOVERY & RESTRUCTURING
- LITIGATION
- RESTRUCTURING
- CREDIT RATING
- NPE E UTP
- LEGAL DUE DILIGENCE & UNDERWRITING
- REAL ESTATE LEASING & FACTORING
- DERIVATIVES & FINANCIAL MARKETS
- REAL ESTATE & ASSET MARKET
- INSURANCE LAW
- BUSINESS & DATA ANALYST
- TAX E M&A
- CONSTRUCTION LAW
- ADMINISTRATIVE LAW
- CORPORATE LAW
- SPORT LAW
- PUBLIC TENDERS
- PUBLIC PROCUREMENT OF LEGAL SERVICES



## PRACTICE

- BANKING LITIGATION
- INSURANCE AND FINANCIAL LITIGATION
- CIVIL AND TORT LITIGATION
- REAL ESTATE AND LEASE LITIGATION
- ENFORCEMENT PROCEEDINGS
- INSOLVENCY PROCEEDINGS
- DRAFTING OF RESTRUCTURING PLANS AND AGREEMENTS PURSUANT TO ARTICLES 56 AND 57 OF THE ITALIAN CIVIL CODE (CCII)
- CONTRACT DRAFTING
- FORENSIC ACCOUNTING AND CONSULTING
- ADMINISTRATIVE LITIGATION
- SPORTS ARBITRATION



# FOCUS



## DEBT COLLECTION & WORKOUT

"Over twenty years of experience working alongside leading institutional creditors have made this practice area our core business, enabling us to offer and guarantee:

- **Dedicated assistance** provided by a team of professionals and paralegals dedicated to the Client;
- **Valuation of securitized and unsecured portfolios**, primarily for mid-large corporate segments, and management of LARGE VOLUMES of credits and GBV;
- **Skilled use of the Client's management system** and OUTSOURCING advisory activities;
- **drafting of personalized REPORTS**, including BI formats, following accurate data entry and document remediation;
- **identification of LEGAL ISSUES** related to securities and guarantees, and the BEST STRATEGY for debt recovery (with highlights of positions with a lower margin of recovery for the Bank);
- **CONSTANT AND QUALIFIED MONITORING** through BI platforms



## LITIGATION & DISPUTE RESOLUTION

Our extensive experience in dispute resolution throughout Italy allows us to offer and guarantee:

- Legal assistance in **CIVIL LITIGATION** (banking, commercial, insurance, financial and corporate) before ordinary courts, including urgent proceedings, agencies (Bank of Italy, Consob, ABF) and special authorities, in mediation proceedings, before higher courts and in arbitration;
- **PRELIMINARY AND ACCURATE RISK ASSESSMENT** with the drafting of ad hoc, realistic and concrete reports shared with the Client;
- **DOCUMENT REMEDIATION** and definition of the **BEST DEFENSIVE STRATEGY** in the Client's interest;
- experience in the **PRE-LITIGATION PHASE**, including conciliation procedures, with a significant containment of fixed costs for the eventual commencement of legal proceedings, instrumental to early transactional settlement (DPO) and remunerated on a success fee basis;
- **INTERNAL TECHNICAL ACCOUNTING CONSULTANCY** service for the most problematic and complex cases.



## CRISI DI IMPRESA & RESTRUCTURING

A dedicated team of professionals, led by our Partner and Doctor in Corporate Crisis Law, offers and guarantees:

- **ASSISTANCE AND CONSULTANCY** to companies in crisis, from the moment the crisis emerges to the selection of the most appropriate resolution tools.
- **ASSISTANCE AND CONSULTANCY** to institutional creditors to support and guide them in the event of a company crisis, with particular regard to: a) lawsuits initiated by insolvency proceedings bodies (objections pursuant to Article 98 of the Bankruptcy Law, revocation actions); b) negotiations of settlement agreements with the bodies of the proceedings, including direct representation at the negotiating tables; c) the new instruments introduced by Legislative Decree 118/2021 (Law 147/2021) of negotiated composition of the crisis and simplified agreement.

# FOCUS



## ADMINISTRATIVE AND SPORT LAW

The StapA has entrusted a team, led by an Administrative Lawyer with expertise in public contracts, both in judicial, extrajudicial and arbitration proceedings, as well as in Sports and Regulatory Law, to offer and guarantee:

- **Legal advice and judicial assistance in administrative matters** for both private and public entities (national associations, construction companies, Judicial Administrations, Industrial Development Consortia, highway, airport and port and technical-nautical services concessionaires, Local Public Authorities);
- **ASSISTANCE IN SPORTS LAW**, both in judicial and arbitration proceedings;
- **LEGAL ADVICE AND JUDICIAL ASSISTANCE IN URBAN PLANNING AND BUILDING LAW**;
- **ASSISTANCE TO CREDIT INSTITUTIONS IN REGULATORY MATTERS**, with a specific focus on the regulations governing the sector, the regulation of financial activities, consumer protection laws, authorizations and concessions granted by regulatory authorities, in order to ensure that the activities of Banks comply with current regulations..



## REAL ESTATE & INSURANCE LAW

A team of professionals with expertise in Insurance and Real Estate Law is also available to offer and guarantee to our Clients:

- **Legal assistance in LITIGATION** (insurance and real estate) before ordinary courts, including urgent proceedings, in mediation proceedings and before higher courts and in arbitration;
- **PRELIMINARY AND ACCURATE RISK ASSESSMENT** with the drafting of ad hoc, realistic and concrete reports shared with the Client;
- **DOCUMENT REMEDIATION** and definition of the BEST DEFENSIVE STRATEGY in the Client's interest;
- **Assistance in the PRE-LITIGATION PHASE**, including mediation procedures with a significant containment of fixed costs for the eventual commencement of legal proceedings.



## TAX E M&A

La StapA also relies on a team of Lawyers and Accountants with extensive experience in providing legal assistance to Private Equity Funds and domestic and foreign Investors for M&A transactions, offering support **from the "ORIGINATION" of the transactions to support in the TRANSACTION STRUCTURING.**

The team is able to offer and guarantee: Il team è in grado di offrire e garantire:

- ASSISTANCE in the various phases of the transactions
- Due diligence of the position
- Drafting and negotiation of the entire contractual set
- Reference sectors:
- Renewable energies
- real estate
- professional firms
- acquisitions of state-owned companies, including acquisitions and disposals of total, majority or minority shareholdings
- joint ventures
- business unit.

# THE TEAM



# MANAGEMENT

---



**Massimo Mannocchi**

Founder e Presidente del  
CDA



**Andrea Fioretti**

Founder e Managing Partner



**Francesca Tucceri**

Partner e Responsabile  
Workout e Tender  
Department



**Tiziana Allievi**

Partner e Responsabile  
Workout e Management  
Department



**Marcello Arbasino**

Partner e Responsabile  
Litigation Department

## PARTNER

---



**Andrea D'ambrosio**

Partner e Responsabile  
special Situation



**Marta Baroni**

Partner e Responsabile Legale  
Compliance



**Livia Mannocchi**

Partner e Responsabile  
comunicazione e Marketing



**Riccardo Ciampa**

Partner e Supervisor  
Workout Units

# PARTNER

---



**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 AND SPORT LAW

Sports law, administrative law and administrative justice expert with a thirty-year track record in high-profile legal consulting, relations with government institutions and Public Administration, and international relations. Throughout his career, he has assisted professional athletes, Agents and Teams, both in Italy and abroad, in all matters, including contract law, acquisitions and disposals, sanctions and anti-doping, as well as operating in the field of judicial defense, in particular before administrative courts with jurisdiction over all matters relating to relations with the Public Administration, assisting Institutional clients in consulting, transaction, conciliation, arbitration proceedings,



**Marco Moretti**

REAL ESTATE & INSURANCE LAW

ANIA member with extensive and consolidated experience in insurance, banking and real estate law. Throughout his career, Attorney Moretti has assisted Institutional clients in the Insurance sector - supporting large private groups and state-owned companies -, in the Banking sector offering high-quality legal assistance in the pre-litigation phase, thanks to the title of Accredited Mediator acquired in September 2014, and in insurance and real estate civil litigation, before ordinary courts, including urgent proceedings, in mediation proceedings and before higher courts and in arbitration; as well as in the area of credit protection and recovery.



**Massimiliano Russo**

TAX e M&A

Corporate and tax law expert, he has managed a wide range of transactions with private equity funds and domestic and foreign investors for M&A transactions in various sectors, from renewable energy to real estate, from professional firms to acquisitions of state-owned companies, including acquisitions and disposals of total, majority or minority shareholdings, providing clients with his expertise also in the establishment of joint ventures, the sale of business units and corporate reorganizations for both legal and tax aspects. Attorney Russo has been a member of IFA since 2003 and is now head of the boutique law firm R&R Studio legale e Tributario.



# CONTACTS



+39 06 874 991






[avvocati@mflaw.it](mailto:avvocati@mflaw.it)



[www.mflaw.it](http://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