




# 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**

MFLaw's solid foundation and forward-thinking governance have enabled the firm to attract a **capital partner** and welcome **new lawyer partners**, further strengthening its collaborative team.

*“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 window shows 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 bright light from the window. The text is overlaid on the lower half of the image, centered horizontally.

*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



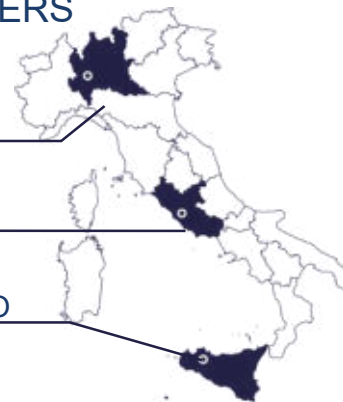
MILANO



ROMA



PALERMO



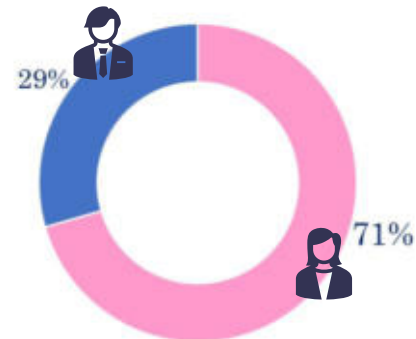
### THE TEAM

64 LAWYERS

20 STAFF & BACK OFFICE

■ % Male

■ % Female



# PRACTICE AREAS





# AREE DI PRACTICE



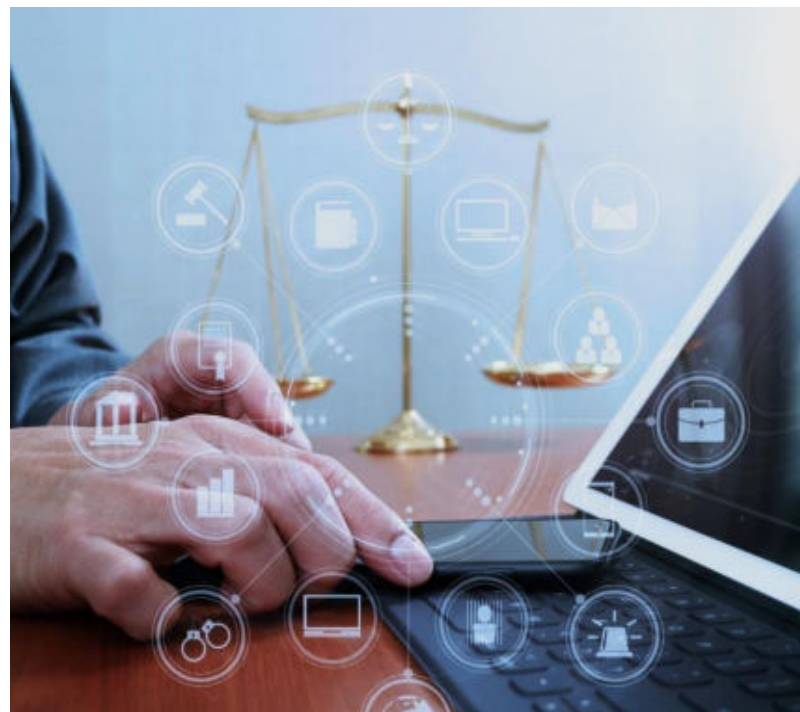
## LEGAL AREAS

- 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 LAW
- CONSTRUCTION AND ADMINISTRATIVE LAW
- CORPORATE LAW
- SPORT LAW
- PUBLIC TENDERS
- ENVIRONMENTAL LAW
- LABOUR LAW
- DATA PROTECTION



## 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
- BUSINESS & DATA ANALYST
- BUSINESS E CORPORATE TAXATION



# 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 LAW

MFLaw provides assistance in all major areas of domestic and international tax law. In particular provides assistance in the following areas:

- **Corporate and financial taxation** with regard to extraordinary transactions, private equity, and real estate;
- **Support for companies**, corporate groups, as well as banks and financial institutions with tax consulting services in relation to direct and indirect taxation;
- **Tax planning** for assets, trusts, and generational transfers.

StapA is also particularly active in the field of tax litigation, assisting clients from the audit phase conducted by the Tax Administration to judicial representation at all levels of appeal, including the Supreme Court.

# THE TEAM



# MANAGEMENT

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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

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Andrea  
D'ambrosio

Partner e  
Responsabile special  
Situation



Marta Baroni

Partner e Responsabile Legal e  
Compliance



Livia Mannocchi

Partner e Responsabile  
comunicazione e Marketing



Riccardo Ciampa

Partner e Supervisor  
Workout Units

# PARTNER

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Annamaria Cannella

- Partner -



Bianca Lombardo

- Partner -



Domenico Ruffini

- Partner -



Federica Piubelli

- Partner -



Gaetano Renda

- Partner -



Monica Mangogna

- Partner -



Vincenzo A. Maria Testa

- Partner -

# 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,



Elisabetta Ricchiuti

LABOUR LAW, PRIVACY AND  
CONTRACTS

Registered with the Bergamo Bar Association since 2012, she specializes her skills by obtaining a Level II Master's Degree in Business and Company Law European and International Perspectives from Luiss School of Law in Rome, and a subsequent executive course in Blockchain – DLT - Smart Contracts – Corp Tech - Corporate Governance, Fin Tech. An attorney with an international vocation, she primarily deals with civil law and provides consultancy and assistance to medium and large enterprises on matters of commercial law, contract law, labor law and safety, with particular attention to privacy and data protection. She serves as a Board Member in the integrated water service company in Bergamo - Uniacque S.p.a., as well as in the Donizetti Theater Foundation.



Emanuele Tito

TAX

Over the course of his career, Attorney Tito has acquired significant experience in assisting both domestic and international clients with complex tax audits, including adherence procedures and judicial conciliation, as well as in judicial defense. His areas of expertise also encompass corporate and group taxation, financial and extraordinary transactions taxation, real estate taxation, VAT, registration tax, and tax issues related to generational transfers



## OF COUNSEL

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Massimiliano Russo

M&A

Expert in corporate and tax law, he has managed a wide range of transactions with private equity funds and domestic and foreign investors for M&A transactions in various sectors of activity, 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 in the establishment of joint ventures, the transfer of business branches, and corporate reorganizations for both legal and tax aspects. Attorney Russo has been a member of IFA since 2003 and currently heads the boutique law firm R&R Studio Legale e Tributario."



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

# CONTACTS



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