

The Best in Italy

FINANCE 2018 Report



METHODOLOGY

RATING

Directories average legalcommunity

A
B


Rankings A, B and C correspond to law firms specialising in Banking & Finance ranked by the **most prestigious legal directories** (Chambers & Partners and Legal 500).

A. Band 1 **B.** Band 2 **C.** 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 (project finance/finance, banking, debt capital markets, restructuring, litigation, npls, regulatory, shipping, real estate, structured finance, leveraged finance, private banking/wealth management, private debt/minibond, financial crime).

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 Banking & Finance sectors; the team has transversal skills and is active in all Banking & Finance sub specializations; wide recognition and "high" reputation according to clients, peers and in general by all market observers contacted by the Research Center, including competitors.
- B.** The law 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. Recommendations mostly received by clients and counterparties.
- C.** The law 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 clients.

The following signs ▲ = ▼ indicate whether the firm ranking has changed compared to last year, i.e. whether it is moving up, moving down or is stable. The  symbol indicates that the firm is included in the Report for the first time.

MARKET OPINION AND LAWYERS RANKING

- ★ They are "Star Lawyers" with established reputation in the market and exceptional recommendations in their field by clients, competitors and counterparties.
- AA** They are the most-recommended and widely cited lawyers by eminent business operators, including other lawyers/competitors.
- A** Extensive and well-established reputation. They have received a high level of positive recommendations by clients and counterparties.
- B** Established reputation. They have received a high level of positive recommendations by their clients and sometimes by counterparties and market observers.
- C** Mostly recommended by clients.

CRACA DI CARLO GUFFANTI PISAPIA TATOZZI - 5 LEX

LAW FIRM | DEPARTMENT | PRACTICE AREAS | CLIENTS



“

Delivering excellence.

”

CONTATTI

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The Firm assists Italian and foreign clients (banks and non-banking financial institutions, SIMs, investment firms and other financial intermediaries) with legal and regulatory matters related to the provision of banking and investment services. The Firm has consolidated experience in the field of funds: structuring and implementation of collective investment management schemes (including in the area of real estate investment funds) and in the setting up and offering of units of Italian and foreign funds. The Firm has significant expertise on and is a market leader in advising clients on cross-border transactions, including those with non-EU countries. Strong focus on regulatory matters.

MARKET FEEDBACK ON THE FIRM*

«Top-notch team. Reliable, with a result-oriented approach».

The most frequently cited lawyers this year

Francesco Di Carlo: «Excellent. Great attention to detail».

LAWYERS PRACTICE AREAS AND MARKET FEEDBACK	Rating	PRACTICE AREAS														
		Project finance/ Finance	Banking	Debt capital markets	Restructuring	Litigation	NPL	Regulatory	Shipping	Real estate	Structured Finance	Leveraged Finance	Private banking	Wealth management	Private debt/ minibond	Financial crime
Francesco Di Carlo	AA		✓				✓	✓								
Alfredo Craca	A		✓	✓	✓	✓	✓									
Edoardo Guffanti	B		✓				✓	✓								

*summary of interviews with clients

70 | Source: legalcommunity research centre estimates

CRACA DI CARLO GUFFANTI PISAPIA TATOZZI - 5 LEX

LAW FIRM | DEPARTMENT | PRACTICE AREAS | CLIENTS

5

15,2%
Partners

17

51,5%
Associates

1

3%
Counsels

10

30,3%
Trainees

NAMES OF PARTNERS

Alfredo Craca, Francesco Di Carlo, Edoardo Guffanti,
Vittorio Pisapia, Claudio Tatozzi

THE FIRM'S STRENGTHS

1. expertise and practice in all aspects of banking and finance;
2. technical skills, professionalism and responsiveness;
3. knowledge and understanding of the banking/financial market and of the clients' business;
4. presence and availability of partners;
5. multidisciplinary team able to offer a complete range of services in domestic and cross-border operations.

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS



Project finance/Finance	
Banking	10%
Debt capital markets	5%
Restructuring	15%
Litigation	20%
NPL	10%
Regulatory	40%
Shipping	
Real estate	
Structured Finance	
Leveraged Finance	
Private banking	
Wealth management	
Private debt/minibond	
Financial crime	

BANKING & FINANCE
ACTIVITIES

65 %

CRACA DI CARLO GUFFANTI PISAPIA TATOZZI - 5 LEX

LAW FIRM | DEPARTMENT | PRACTICE AREAS | CLIENTS

PRACTICE AREA	RATING	TEAM MEMBERS	NUMBER OF PARTNERS	NAME OF PARTNERS
Banking	B	18 · 54,5%	3 · 60%	Alfredo Craca, Francesco Di Carlo, Edoardo Guffanti
Debt capital markets	C	4 · 12,1%	1 · 20%	Alfredo Craca
Restructuring	C	10 · 30,3%	2 · 40%	Alfredo Craca, Claudio Tatozzi
Litigation	A	16 · 48,4%	3 · 60%	Alfredo Craca, Vittorio Pisapia, Claudio Tatozzi
NPL	B	8 · 24,2%	3 · 60%	Alfredo Craca, Francesco Di Carlo e Edoardo Guffanti
Regulatory	A	12 · 36,3%	2 · 40%	Francesco Di Carlo, Edoardo Guffanti



The lawyers may have an active role in different practice areas.

72 | Source: legalcommunity research centre estimates

CRACA DI CARLO GUFFANTI PISAPIA TATOZZI - 5 LEX

LAW FIRM | DEPARTMENT | PRACTICE AREAS | CLIENTS

Green Stone SICAF

TYPE OF MATTER
BankingLEAD PARTNER
Francesco Di CarloCOUNTERPARTYY
-

Assistance in obtaining the authorization as "fixed capital investment company" (SICAF) multi-comparto (i.e. with a plurality of sub-funds) before the Bank of Italy, a closed-ended fund constituted in the form of a joint stock company. Green Stone was the first multi-comparto SICAF ever authorised in Italy.

Alessandro Profumo and Equita SIM's partner

TYPE OF MATTER
BankingLEAD PARTNER
Edoardo GuffantiCOUNTERPARTYY
-

Assisting Mr. Alessandro Profumo and Equita's top management in legal aspects connected to the re-assessment of their structure and in the relevant authorization procedure before Italian Authorities with regards to the establishment of a Group.

Euclidea SIM S.p.A.

TYPE OF MATTER
BankingLEAD PARTNER
Francesco Di CarloCOUNTERPARTYY
-

Assisting in the process of filing the authorization requested to Consob for the provision of the investment services of individual portfolio management and advisory. The investment service will be offered entirely through the internet, is one of the first Italian companies offering robo-advisory services.

Other clients: Malta Financial Services Authority (MFSA), Kores s.p.a. in liquidazione, Italian and foreign banks and financial institutions and companies of different industry sectors.