Our Italian practice
Our clients value our ability to cut through complexity to provide incisive advice leading to practical, commercial legal solutions.

The legal market has changed significantly in the recent past and clients have a greater expectation for added value from us. Our clients are increasingly faced with large and complex transactions that require cutting edge, tailor-made solutions. As a consequence, we bring clarity and judgment to solve some of our clients’ most complex challenges.

We are able to offer the reach and insight of a global network based on our knowledge and understanding of local markets. Ashurst has a truly global network and cross-border expertise across the developed and emerging areas of Europe and globally, uniquely positioned to help our clients achieve their ambitions.

We are deeply committed to understanding our clients’ legal, commercial and cultural needs. Our clients appreciate how we look out for their long-term interests and create enduring partnerships with them. Working together with some of the world’s leading financial institutions and multinational companies we have a reputation for successfully managing large and complex multi-jurisdictional transactions and delivering outstanding solutions for our clients.

“Works seamlessly across different jurisdictions; always available and willing to go the extra mile. Combination of a global network and great knowledge of operators and the domestic market.”

LEGAL 500 2022
Ashurst’s Italian practice

Our Italian practice comprises over 45 professionals, including lawyers who qualified in Italy, the UK and the US.

Our market-leading expertise and multi-jurisdictional experience enable our professionals to cut through complexity and deliver clear, pragmatic, commercial advice for our clients. The firm has a strong reputation in the market, which is driven by the skills and proficiency of its lawyers.

OUR CLIENTS

Our clients include multinational companies, industrial groups, banks and financial institutions, insurance companies, institutional investors, private equity, property and investment funds. Ashurst also advises Government bodies, public companies and sovereign wealth funds in the context of complex transactions which are often of a multi-jurisdictional nature.

• Aermont
• Allthea
• Alvarez & Marsal
• Amundi
• Antin Infrastructure Partners
• Apollo
• Ardian
• Astaldi
• Asterion
• Autostrade per l’Italia
• AXA
• Azimut
• Bain Capital
• Banca IMI
• Banca Monte dei Paschi di Siena
• Banco BPM
• Bank of America Merrill Lynch
• Bank of China
• Barclays
• Basalt Infrastructure Partners
• BlackRock
• Blackstone
• BlueBay
• BNL
• BNP Paribas
• BPM
• British Petroleum
• Burberry
• Cassa Depositi e Prestiti
• Castelletto
• Cérea Capital
• Circuitus Capital
• Colussi
• Crédit Agricole CIB
• Crédit Suisse
• D.E. Shaw
• Davidson Kempner
• Dea Capital Real Estate
• Deutsche Bank
• Enel Group
• ENI
• ERG
• European Investment Bank
• F2i
• Fortress
• Generali
• Glennmont Clean Energy Fund
• Guber
• Hana Financial Group
• Hines
• HSBC
• ICG
• Idinvest Partners
• Illimity Bank
• ING
• Intesa San Paolo
• Itochu
• JP Morgan
• KKR
• Lendlease
• Lightsource
• Macquarie
• Maire Tecnimont
• Marubeni
• Mitsui
• Mondadori
• Morgan Stanley
• Natixis
• Nuveen Capital
• Oaktree Capital Management
• Pemberton Capital Partners
• Pirelli
• SACE
• Sacyr
• Salini Impregilo
• Santander
• Sila Group
• Sisal
• Société Générale
• Sonnedix
• Taconic Capital
• Tages
• TAS
• TERNA
• The Juice Plus+ Company
• Trina Solar
• UBS
• UniCredit
• US Bank
• Varde
• WRM
• York Capital

“Works seamlessly across different jurisdictions.”
LEGAL 500 2022
Our practice areas

ADMINISTRATIVE LAW AND REGULATORY

Our administrative law team helps domestic and foreign clients, both private and public entities, in matters relating to public contracts and public concessions during the tender procedure and the execution of contracts.

Our team has in-depth expertise in all types of infrastructure (roads, bridges, undergrounds, tramway, ports, airports, parking areas, commercial centres), public utilities (integrated water system, gas distribution, waste management, etc.), telecommunication, real estate, as well as in the energy sector, particularly renewable energy sources such as wind, solar, biomass, hydroelectric plants and conventional energy, such as transport, storage and distribution of gas and LNG (liquefied natural gas) pipelines.

The team also has significant expertise in environmental and town planning issues, pharmaceutical and medical devices sector. The expertise of the team also includes compliance issues such as anti-corruption and data protection.

We also have significant experience in proceedings before the administrative courts in these sectors.

BANKING AND FINANCE

Our Italian banking team acts for banks, borrowers, trustees, asset managers and investors on a wide range of banking and finance transactions, including acquisition and leveraged financings, real estate and development financings, telecom and infrastructure financings, corporate loans, trade finance, asset finance and receivables finance, securitisations and other structured finance products, as well as on special situations and debt restructuring transactions.

Our lawyers can advise on Italian, English and US law matters and often work with other Ashurst offices on complex cross-border transactions, including unitranche financings, mezzanine, second lien, PIK and other junior debt instruments, “fronting structures”, fund finance, hybrid lending structures (bonds and bank loans), loan-to-own transactions, NPL platforms or investments, as well as on takeover bid and other event-driven financings.

We have special expertise in acting for domestic and international asset managers in the private debt space, either on specific investments with an Italian element or on the structuring, establishment and financing of domestic or foreign credit platforms focused on the Italian market.

CAPITAL MARKETS

The lawyers in our capital markets team have a wealth of experience in domestic and international debt instrument transactions such as international bond issues, exchangeable and convertible bonds, project bonds, medium term note programmes, euro commercial paper programmes and liability management exercises.

Our clients include issuers, placement and underwriting syndicates, financial advisers, institutional investors and listed companies. We also advise on the offering and listing of structured financial instruments, certificates, warrants and structured obligations, in addition to swap and other derivative transactions and the preparation of ISDA documentation. We are market leaders in exploring the new frontiers of project bonds through a unique combination of project finance and capital markets expertise.

Our capital markets and project finance teams advised on the first project bond in Italy.

COMPETITION AND EU LAW

The competition and EU law team advises clients on every aspect of Italian and EU Competition law in all economic sectors. With regards to M&A transactions and joint ventures, we assist companies on all aspects and phases of notification procedures of transactions which give rise to concentrations and represent companies in investigation proceedings before the European Commission or the Italian Competition Authority.

Our lawyers also provide assistance to companies in investigation proceedings involving cartels and other restrictive practices, as well as abuse of dominant position before the European Commission, the Italian Competition Authority and civil and administrative courts at a national and EU level. We do have extensive experience also in relation to consumer protection issues. We assist clients in connection with national competition authorities’ investigations and dawn raids and in the implementation of auditing procedures and antitrust compliance programmes.

ENERGY AND RESOURCES

The team is widely renowned for being at the forefront of energy projects as well as of the applicable regulation worldwide. The Italian team works as one global team with the other Ashurst offices worldwide and has a unique experience in the energy sector both in Italy and abroad.

Our lawyers are able to provide comprehensive advice to the whole range of stakeholders (financial
“Always available and willing to go the extra mile.”

LEGAL 500 2022

investors, sponsors, lenders, borrowers, contractors and public authorities) across a wide range of sectors including renewable and conventional forms of energy as well as oil, gas and LNG. The team includes lawyers who specialise in energy with respect to both brownfields and greenfields across a wide range of sectors.

Our lawyers are also market leaders in project finance (PFI) and public-private partnership (PPP) transactions and are regularly involved in the permitting, structuring and financing of major energy projects. We provide consistently high quality advice to clients in relation to each phase of the project and bring a rounded perspective regularly advising both sponsors and lenders. This includes: tendering, structuring, permitting, funding, contracting, project financing and both M&A and private equity transactions connected to brownfield and greenfield assets.

Our clients include international and Italian private equity funds, public and private companies, global and local corporations.

With wide-ranging and international expertise, we are able to assist with the structuring and completion of sophisticated and innovative transactions.

M&A AND PRIVATE EQUITY

Ashurst has always maintained a leading position in the M&A and private equity sectors. We advise on private equity and M&A transactions, LBOs / MBOs, assets deals and joint ventures as well as on complex corporate transactions and on all aspects of corporate and commercial law.

PROJECT FINANCE

Consistently operating at the top of the project finance market for many years, we are one of the most stable and highly regarded teams in Italy and elsewhere.

The Italian team plays a leading role in the project finance sector in Italy and abroad. The team includes energy transport and infrastructure experts who boast detailed knowledge of these industries having advised on some of the most important domestic and international PFI and PPP projects for over 20 years. Our lawyers stand out for their ability to devise innovative solutions advising either financial institutions (financial advisers, MLAIs, commercial banks, ECAs, regional and multinational development agencies, and mezzanine funds), sponsors and project companies.

We are market leaders in exploring new financing techniques, for example, project bonds. Our project finance and capital markets teams advised on the first project bond in Italy.

REAL ESTATE

We act for domestic and foreign investors, asset managers, developers and lenders on a wide range of real estate transactions, including acquisitions and disposals of single assets, real estate portfolios and investment vehicles; development of residential and non-residential properties (shopping malls, hotels, resorts, offices and logistics); corporate or debt restructuring of companies operating in the real estate sector (including construction companies); and the establishment and financing of real estate funds and other investment structures.

Our real estate team comprises lawyers with different background and expertise (administrative, environmental, banking, tax and corporate) and is able to assist clients across the entire life cycle of a property investment (initial acquisition, development, leasing and disposal).

Members of the team work closely with Assomobiliare, the most prestigious industry organisation, and often participate in lobbying to optimize the legal and tax regime in Italy.

RESTRUCTURING AND SPECIAL SITUATIONS

The Italian restructuring and special situations team provides comprehensive advice to any of the parties involved in a distressed situation including, in particular, debtors, third party investors, corporate bodies (directors, shareholders and statutory auditors), lenders and other creditors in relation to debt renegotiation and refinancing, insolvency and winding-up proceedings/bankruptcy sale; corporate bodies’ liabilities in the context of pre-bankruptcy/bankruptcy scenarios, distressed M&A transactions as well as acquisition and sale of distressed assets, secured and unsecured NPLs portfolios and distressed indebtedness. The expertise of the team includes consensual and non-consensual “loan to own” transactions, relations between debtors and creditors in and out of court, restructuring and work out of companies, creditors’ representation / creditors’ claims, acquisition of real estate servicing platforms as well as advice on tax issues in relation to any of the above.

Our team is also well known for its creative approach to restructuring distressed debt and equity. We lead the market in this particular area not only by way of the clients we represent, but through the outcomes we deliver and our genuine understanding of the agendas and perspectives of third party investors, corporate bodies, lenders and other creditors in the transactions referred to above.

“Our Italian Practice”
“The team is very commercial and has a strong international network.”

LEGAL 500 2022

TAX

Ashurst has a comprehensive and fully integrated tax practice comprising lawyers who are recognised experts and experienced practitioners around the world. We provide a range of direct and indirect tax advice to a wide variety of clients across a range of industries. This includes advice on the structuring and execution of transactions and strategic tax planning.

Our tax practice in Italy focuses on international and domestic corporate tax, tax issues related to M&A, private equity, real estate, restructuring, finance as well as tax litigation.

We offer innovative and integrated advisory services which enable our clients to minimize their exposure to tax and regulatory risks and to effectively manage any settlement, pre-litigation and litigation phase.

TRANSPORT AND INFRASTRUCTURE

With a dedicated team of transport and infrastructure lawyers, we can provide high quality advice, tailored to our clients’ needs.

Our lawyers are market leaders in project finance (PFI) and public-private partnership (PPP) transactions and are regularly involved in the permitting, structuring and financing of major infrastructure projects, such as roads and toll roads, rail and undergrounds, bridges, hospitals, ports, airports, hydro, waste treatment, aqueducts, telecommunications and social infrastructure. We provide consistently high quality advice to clients in relation to each phase of the project and regularly act on either the debt or the equity sides. This includes: tendering; structuring, permitting, funding through project financing, project bonds, ECA and structured financing, contracting as well as managing M&A and private equity transactions on the primary and secondary markets.

Ashurst remains one of the strongest performers in the field, and market observers are quick to highlight the breadth and depth of its transport and infrastructure practice. The group is notably international-facing in its approach, and has advised clients in Italy and across the world on high-profile infrastructure projects. The group brings together a wide range of legal experts with extensive experience in infrastructure-related transactions.

Our team has a strong reputation for groundbreaking and regularly advises Italian and international clients on their most complex infrastructure transactions across multiple jurisdictions and sectors. This gives us a thorough understanding of the most challenging business issues in the infrastructure market and our clients benefit from one of the most experienced teams of lawyers in the sector in Italy and across the globe.

Our lawyers have been working alongside key public institutions such as the Italian Bank Association (ABI), the Italian Ministry of Infrastructure in relation to the drafting and updating of the relevant industry regulations.

“Always available to support and create innovative solutions based on customer needs.”

LEGAL 500 2022
About Ashurst

Ashurst is a leading international law firm advising corporates, financial institutions and governments on their most strategically important transactions.

GLOBAL COVERAGE

We currently have 29 offices in 17 countries and a number of referral relationships that enable us to offer the reach and insight of a global network, combined with the knowledge and understanding of local markets. With 400+ partners and a further 1,450 lawyers working across 10 different time zones, we are able to respond to our clients wherever and whenever they need us.

Seamless client service

Our clients value us for being approachable, astute and commercially minded and we pride ourselves on our reputation for delivering outstanding advice on large and complex multi-jurisdictional transactions across a variety of industries, which is practical and solution focused.

At Ashurst we work alongside our clients to gain a deep understanding of their business needs and of all the implications of their transactions to enable them to succeed within this complex and fast-moving climate. We are a firm that understands both the local and global market and places emphasis on cutting through complexity and delivering clear, pragmatic, commercial advice.

Awards

- **LAW FIRM OF THE YEAR FINANCIAL TRANSACTION TAX**
  Legalcommunity Tax Awards 2022

- **LAW FIRM OF THE YEAR INFRASTRUCTURE**
  Legalcommunity Energy Awards 2022

- **DEAL OF THE YEAR AUTO STRADA PEDEMONTANA**
  Legalcommunity Energy Awards 2022

- **BEST PRACTICE TRANSACTIONAL INVESTMENTS**
  LegalCommunity Real Estate Awards 2021

- **LAW FIRM OF THE YEAR ENERGY & UTILITIES**
  LegalCommunity Energy Awards 2021

- **PRIVATE DEBT TEAM OF THE YEAR**
  LegalCommunity Energy Awards 2021

- **#1 ENERGY AND INFRASTRUCTURE LAW FIRM OF THE YEAR**
  MilanoFinanza Legal Awards 2020

- **FINANCE LAW FIRM OF THE YEAR**
  LegalCommunity Energy Awards 2020

- **LAW FIRM OF THE YEAR: FOOD**
  Top Legal Industry Awards 2019

- **RENEWABLES DEAL OF THE YEAR – RTR**
  LegalCommunity 2019

- **SOLAR DEAL OF THE YEAR – RTR**
  Infrastructure Journal’s 2019

- **SOLAR DEAL OF THE YEAR – RTR**
  PFI Awards 2018

- **TELECOMS DEAL OF THE YEAR – OPEN FIBER**
  PFI Awards 2018

- **TMT INFRASTRUCTURE LOAN OF THE YEAR 2018 – EMEA – OPEN FIBER FINANCING**
  TMT Finance Awards 2018

- **BANKING AND FINANCE LAW FIRM OF THE YEAR**
  TopLegal Awards 2018

- **ITALIAN RENEWABLES LAW FIRM OF THE YEAR**
  LegalCommunity Energy Awards 2018

- **EUROPEAN ROADS DEAL OF THE YEAR**
  (SUPERSTRADA PEDEMONTANA VENETA)
  PFI Awards 2017

- **EUROPE TRANSPORT DEAL OF THE YEAR**
  (SUPERSTRADA PEDEMONTANA VENETA)
  PFI Awards 2017

- **PPP DEAL OF THE YEAR (SUPERSTRADA PEDEMONTANA VENETA)**
  Infrastructure Investor Awards 2018

- **BEST RENEWABLES LAW FIRM OF THE YEAR IN ITALY**
  TopLegal Industry Awards 2016

- **DEAL OF THE YEAR (THE FIRST PROJECT BOND IN ITALY)**
  LegalCommunity Finance and Tax Awards 2015

- **ITALIAN RENEWABLES LAW FIRM OF THE YEAR**
  LegalCommunity Energy Awards 2015

- **EUROPEAN ROADS DEAL OF THE YEAR**
  (SUPERSTRADA PEDEMONTANA VENETA)
  PFI Awards 2013

- **EUROPE TRANSPORT DEAL OF THE YEAR**
  (SUPERSTRADA PEDEMONTANA VENETA)
  PFI Awards 2013

- **PPP DEAL OF THE YEAR (SUPERSTRADA PEDEMONTANA VENETA)**
  Infrastructure Investor Awards 2013

- **PROJECT FINANCE LAW FIRM OF THE YEAR**
  LegalCommunity Energy Awards 2014
The Italian practice team

MANAGING PARTNER

Carloandrea Meacci
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Carloandrea Meacci is the Managing Partner for Italy and leads the Energy and Resources department.

Carloandrea has extensive experience in the energy and infrastructure sectors, both in financing transactions (including bonds and project bonds) and corporate/M&A. He advises clients on both domestic and international mandates in Italy, Europe, Africa, Asia and Latin America. His wider experience includes real estate finance, acquisition finance, asset finance and export credit.

Carloandrea joined Ashurst in 2006, and since then he has contributed to the important growth of the practice. He holds a degree from “Università degli Studi di Padova” (1997) and has an LL.M. degree from “New York University– NYU” (1999). He is dually qualified in Italy and in the US.

Recent accolades include:
- “Market leader”, Project Finance, Capital Markets: Debt and Asset Finance – IFLR1000 2022
- “Hall of Fame”, Energy – Legal 500 2022
- “Hall of Fame”, Banking and Finance – Legal 500 2022
- Band 2 for Energy – Chambers 2022
- Band 2 for Project Finance – Chambers 2022

“Carloandrea Meacci is an esteemed lawyer who handles domestic and cross-border M&A mandates in the solar, wind and other renewables sectors, financing and refinancing of solar and wind farm portfolios. Clients appreciate him for “providing an excellent service. He is commercially astute and provides excellent guidance throughout a transaction.””

CHAMBERS AND PARTNERS 2022 ENERGY & NATURAL RESOURCES

PARTNERS

Umberto Antonelli
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umberto.antonelli@ashurst.com

Umberto Antonelli is a partner in the Energy and Infrastructure department.

Umberto’s practice mainly focuses on project financing as well as structured, corporate and capital market financing of energy, infrastructure and transport projects both in Italy and abroad. His clients include leading domestic and international banks, financial institutions, corporations, developers and contractors. He has advised on several market-leading projects across EMEA.

His wide experience also covers real estate finance, acquisition finance corporate loans and cross-border financing. He holds a Law degree from the University of Milan “Cattolica del Sacro Cuore” (2000) and has a master in international commerce and e-commerce law and regulation from the “Centro Studi SCINT” of Lecce featuring IPSOA (2003). Umberto qualified as an Italian lawyer in 2003.

He served in the army as a complementary officer of the Guardia di Finanza at the General Command (Rome)

Recent accolades include:
- “Highly regarded”, Project Finance and Financial Restructuring – IFLR1000 2022
- “Next Generation Partner”, Banking and Finance Borrower side – Legal 500 2022
- “Next Generation Partner”, Banking and Finance Lender or Arranger side – Legal 500 2022

Andrea Caputo
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Andrea Caputo is a partner and leads the Italian Real Estate department.

Andrea has extensive expertise in advising and assisting Italian and international clients in a number of significant and complex real estate transactions involving acquisitions, disposals and letting (including long term leases and lease-back structures) of large scale retail, office, residential, leisure and logistic portfolios.

Andrea advises domestic and international investors as well as financial institutions (including closed-ended funds). He has also assisted investment and corporate clients in the development of real estate projects and, in this context, he has been active in the negotiation of construction contracts and corporate joint ventures.

Andrea qualified as an Italian avvocato in 2004 and is admitted to practice before the Supreme Court as from 2017.
Mario Lisanti is qualified to practice as an Italian avvocato and as a Solicitor of the Senior Courts of England and Wales.

He is ranked as a leading banking and restructuring lawyer in all major legal directories, including Chambers and Legal 500; according to clients, “he is very commercial in bringing forward fruitful connections across the firm’s departments and is able to think through legal risks, which is greatly useful for us” (Chambers Global 2021).

He has more than 20 years’ experience of acting for lenders and borrowers on a wide range of banking and finance transactions, including acquisition finance, real estate finance and corporate loans, as well as on special situations, debt restructuring and distressed debt trading.

Mario has special expertise in advising international private debt funds on specific investments with an Italian element (including in the form of unitranche loans or notes) or on the structuring, establishment and financing of credit funds focused on the Italian market, as well as on Italian regulatory matters.

He is ranked as a leading banking and restructuring in all major legal directories, including Chambers and Legal 500, according to clients, “he is very commercial in bringing forward fruitful connections across the firm’s departments and is able to think through legal risks, which is greatly useful for us” (Chambers Global 2023).

Mario is qualified to practice as an Italian avvocato and as a Solicitor of the Senior Courts of England and Wales.
Gabriele Accardo is a counsel in the Competition and EU Law department.

Gabriele’s practice focuses on competition law and other complex areas of law including corporate and technological innovation issues.

Gabriele has extensive experience in EU, Italian and international antitrust merger control, cartel enforcement, vertical restraints, dominance as well as unfair commercial practices. He regularly represents clients in investigations before the Italian Competition Authority, the European Commission and related litigation proceedings before EU and Italian Courts. Gabriele has assisted clients in a wide range of sectors, including food & beverage, FMCG, aviation, energy, telecommunication/media, life sciences, medical devices, consumer electronics, paper, tobacco, financial services, ports/logistic services.

Recent accolades include:
- “Rising Star”, EU and Competition Law, Legal 500 2022

Luca Maria Chieffo is a Counsel in our banking practice

Luca’s broad-based finance practice covers real estate finance, acquisition finance, corporate lending, and private debt. He has extensive experience advising lenders and borrowers on sophisticated and innovative financing transactions, often with a multi-jurisdictional element.

In the alternative lending space, he has advised a number of the top tier players in the context of domenstic or cross-border transactions via SPV or bond structures.

Recent accolades include:
- “Up and coming”, Corp/M&A: Mid-Market, Chambers and Partners 2022
- “Emerging Lawyer of the Year” – LegalCommunity Energy Awards 2018
“A firm with very dynamic professional lawyers who are ready to meet your needs”
LEGAL 500 2022

“Availability and preparation for very complex issues, with a 360 degree view”
LEGAL 500 2022: BANKING
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