

## **SHORT PROFILE OF THE FIRM**

The Firm was established on the 1st January 1985 as a result of a demerger of former Studio Avv. Ercole Graziadei .

BLR&M is an independent law firm active in all areas of civil law and particularly in mergers and acquisitions, all aspects of commercial and corporate law, shipping, pharmaceutical and food law, labour law and labour litigations, development and management of hotels, real estate, intellectual property.

BLR&M clients are typically multinational groups and Italian and foreign companies: hotel groups, pharmaceutical and biotech companies, ship owners and cruise operators, automobile and industrial companies. The firm developed a significant expertise in the field of merger and acquisitions, hotel business, pharmaceutical and food law, shipping law, labour law and HR reorganizations, litigation, data protection, compliance and prevention of corporate liability crimes. The Firm has been recognized “Italian Pharmaceutical Law Firm of the Year” by the Acquisition International’s Legal Awards for 2012.

Biolato Longo Ridola & Mori was named “Biotech Law Firm of the Year in Italy” at the 2016 Corporate INTL Global Awards and as the winner in Italy in the Biotech & Pharma sector at the 2016 Corporate Livewire Awards. BLR&M was named “Most Outstanding for Pharmaceutical Regulatory Compliance Counselling” by Acquisition International's Global Excellence Awards for 2016

## **OFFICE ADDRESS**

The Rome offices are located in the central area of the town near Via Veneto.  
The details of the offices in Rome are the following:

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## PARTNERS

### **Giuseppe V. Biolato, partner**

Admitted, 1969, Rome ; 1987, to plead before Supreme Court of Italy .

**Education** : Perugia University (LL.D., 1965). Registered Auditor.

**Practice Area:** He provides general advice to various corporate clients with a special orientation to hotel and industrial groups and financial companies. He has a significant experience in the M&A transactions and in cross border operations.

He has been involved with transactions regarding large real estate properties and he has been inserted in the publication: "LEGAL EXPERTS, Europe Middle East & Africa 2012: Corporate & MA" .

**Languages** : English and French.

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### **Mario G. Ridola, partner**

Admitted 1981, Roma; 1997, to plead before Supreme Court of Italy

**Education:** Rome, University "La Sapienza" (LL.D. 1979). Registered Auditor.

**Practice Area:** He actively works in the litigation department and provides assistance in connection with labour issues, IP and trademarks litigations, family law, tax matters, arbitration and mediation. He has been inserted in the publication: "LEGAL EXPERTS, Europe Middle East & Africa 2012: Dispute Resolution".

**Languages** : English

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### **Linda Longo, partner**

Admitted, 1984, Roma.

**Education** : Rome, University "La Sapienza" (LL.D., 1979 magna cum laude). Registered Auditor.

**Practice Area:** Linda provides general counseling to commercial and industrial companies with a special orientation to pharmaceutical and food industry. She is familiar with regulatory matters relating to pharmaceuticals and medical devices and was mentioned as "Highly Recommended Lawyer" for Pharmaceuticals (regulatory matters) by Global Counsel Handbook, Life Sciences Industry Report 2005, Practical Law Company Ltd. She acts as statutory auditor and as member of the Surveillance Committee provided by Legislative Decree 231/2001.

She has been also involved with maritime law, shipbuilding and ship financing.

Linda is the co-author of the Italian Chapter of "EC Legal Systems". An introductory Guide " Sheridan & Cameron Butterworth 1992.

She contributed to the chapter ITALY of "International Food Law" published by Prospect Media Pty Ltd in 2000, edited by J. Kellam and E. T. Guarino. and to the publication " Pharmaceutical Advertising 2012, 2013 and 2014" published by Global Legal Group. She is the co-author of the chapter Italy of the book " A practical guide to national Competition Rules Across Europe" published by Kluwer Law International, 2007. She is also the co-author of the chapter Italy of "Getting the Deal Through – Life Sciences 2010" published by Law Business Research Ltd in the 2010.

**Languages:** English and French.

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**Luigi Mori, partner**

Admitted, 1993, Rome;

**Education** : Rome, LUISS University (LL.D., 1989).

**Practice Area** : Civil and commercial law, intellectual property & trademarks, litigation. He is mainly engaged in the settlement of legal conflicts and in advising on matters related to Hotels, merger and acquisition, lease of business and real estate.

He contributed to the chapter ITALY of "International Food Law" published by Prospect Media Pty Ltd in 2000, edited by J.Kellam and E. T. Guarino

**Languages** : English and French.

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**Jacopo Caldi, partner**

Admitted, 1999, Roma;

**Education** : Rome University "La Sapienza" (LL.D., 1993).

**Practice Area** : He developed a remarkable experience in all aspects of the human resources (employment and agency relationships, temporary and flexible work) and labour relationships with executives. He is familiar with outsourcing procedures. He assists clients in all aspects relating to the employer-employee relationship, including hiring, termination, settlements, collective dismissal procedures, trade unions relationships, transfer of business procedures, and litigations. He is a member of AGI (Italian Association of labour law experts).

**Languages** : English

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**Stefano Silvestri, partner**

Admitted, 2014 Rome

**Education**: University LUISS Guido Carli, Rome, (LL.D., 2010).

**Practice Area**: He has gained significant experience in civil and commercial litigation and in arbitration and alternative dispute resolution proceedings. He provides legal advice and assistance to companies in the areas of labour law and in corporate, contractual, real estate, hotel and business crisis law. He is mainly involved in assisting national and international companies by following clients both in litigation activity and in the management of pre-litigation or advisory issues.

**Languages** : English

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**OF COUNSEL****Giorgio Marasà ,of counsel**

Admitted, 1976, Roma; 1977 to plead before Supreme Court of Italy.

**Education** : Rome University (LL.D., 1972).

**Practice Area** : He is professor of Commercial Law at the University of Rome, Tor Vergata. His area of expertise is corporate and commercial law, arbitration and litigation. He is the author of several book and publications on corporate and company's law. He assists clients in respect to corporate issues involving companies' structure, organisation and litigation. He is an expert of the new companies' law reform.

**Languages:** English and French  
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**Gian Enrico Barone, of counsel**

Admitted, 1979 Genova; 1994 to plead before Supreme Court of Italy, certified auditor.

**Education:** Genova University

**Practice Area:** He is an expert in tax law and developed his expertise training in Chicago and Lugano. He assists clients in tax litigation also before the Tax Section of the Supreme Court.

The areas of expertise include tax issues regarding shipping (commercial & pleasure), royalties and intangible goods, financial capital gain, family tax planning, trust. He provides expert tax services in connection with the so called "Fiscal Shield" (Return of illegal assets held abroad), Foreign & Internal Voluntary Disclosures

He wrote several articles on "voluntary disclosure" legislation.

He also advises insurance companies in respect to mal practice and assessment of liability in tax and accounting services.

**Languages:** English and French

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**Avv. Rita MELIS, of counsel**

Admitted, 2009, Lanusei

**Education:** Cagliari University, Specialization School for legal professionals, University of Cagliari; Master 2<sup>nd</sup> level Diritto Tributario "Gianantonio Micheli" University La Sapienza Rome, 2011, honorary fellow at the University of Cagliari, Law Department.

**Practice Area:** She practices tax law and administrative law. She assists private and public clients in tax litigation, administrative appeals, settlement of tax disputes arising during tax audits, assessments with adhesion.

The areas of expertise include tax issues regarding direct and indirect tax, local taxation, tax amnesty, fiscal composition and voluntary disclosure.

She regularly publishes articles and teaches on tax legislation and decisions of the tax and administrative Courts.

**Languages:** English

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**ASSOCIATES**

**Andrea Moretti, associate**

Admitted 2000, Rome.

**Education:** Rome University (LL.D.1997).

**Practice Area:** He is mainly engaged in litigation matters related to commercial law and IP Law matters. He has been also involved in regulatory issues relating to medicinal products and food stuff.

He contributed to the chapter ITALY of “International Food Law” published by Prospect Media Pty Ltd in 2000, edited by J.Kellam and E. T. Guarino and to the publication “ Pharmaceutical Advertising” for the years 2012-2014 edited by Global Legal Group. He is the co-author of the chapter Italy of the book “A practical guide to national Competition Rules Across Europe” edited by Kluwer Law International, 2004.

**Languages:** English.

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## **PRACTICE AREAS**

### **ANTITRUST / GOVERNMENT SUBSIDIES**

BLR&M has been dealing, in co-operation with Italian and foreign professionals, with the defence of State owned companies in connection with proceedings initiated by EC Commission for violation of art. 93 of the Treaty of Rome for alleged subsidies paid in the form of coverage of losses to controlled companies which have been subsequently privatized. The Firm, on behalf of its clients, has given its assistance in the preparation of documentation and filings with the Italian Antitrust Authority in connection with transactions involving concentration both under the form of assignment of controlling interest and mergers by way of incorporation and in connection with unfair advertising procedures. The Firm has also dealt with notification of transactions involving concentrations within the applicability of Merger Control Regulations.

Linda Longo contributed to the chapter “Italy” of “A Practical Guide to National Competition Rules Accross Europe” published by Kluwer Law International, Edited by Marjorie Holmes and Lesley

### **LITIGATION AND ARBITRATION**

The Firm assists Italian leasing company in connection with contractual and litigation issues.

BLR&M advises clients in all type of civil cases before the Italian Courts, including the Supreme Court and Tax Courts. BLR&M represented clients involved in major international litigations and have successfully litigated in cases involving patent and trademark infringement, unfair competition, bankruptcy matters, inheritance, corporate issues, directors' liability, agency agreement and several labour matters.

The litigation practice of the Firm includes also assistance of clients on administrative law matters before the relevant Administrative Court .

Mario G. Ridola has been inserted in the publication: “LEGAL EXPERTS, Europe Middle East & Africa 2012: Dispute Resolution”.

### **CONTRACTS AND AGREEMENTS, COMMERCIAL LAW**

The Firm has specific experience in assisting foreign clients in negotiation, drafting and stipulation of any type of contracts such as, sales, distribution, guarantees, insurance, settlements, "sale and lease back", assignment of rights for sport services (soccer players), agreements for the exploitation of image, sponsorship agreements, service and maintenance agreements in the computer area. etc.

### **SHIPPING**

BLR&M has been assisting major shipping companies in connection with construction and transformation contracts of cruise ships, container ships, roll on roll off passenger ferry and deals with all contractual and financing aspects of these transactions having a remarkable experience in all problems connected therewith.

BLR&M advises foreign and domestic clients on the legal aspects of commercial issues relating to shipping including: shipowners' subsidies, registration of mortgages, sale and purchase agreements, bareboat charterparties, flagging issues, operating lease, maritime labour and crewing issues. The Firm also acts for shipping agents, for clients in the containers transport industry and in the port management business.

### **LABOUR LAW**

BLR&M advises its clients on all aspects relating to the employer-employees relations including hiring, termination, settlements, litigation in labour matters (employees, executives and agents) including social security and tax issues relating to the employment relationship. The Firm developed a special expertise in temporary work and outsourcing procedures assisting clients in the establishment of companies providing temporary work services to pharmaceutical, hotel and commercial companies.

BLR&M assists and represents the clients in the relationship with the labour unions in respect to collective dismissal situation and other complex corporate transactions such as restructuring, reorganization, transfer of undertaking, mergers and acquisitions involving labour law issues.

The Firm advises multinational clients in connection with secondment of managers and other keys employees to Italian subsidiaries and vice versa.

### **PHARMACEUTICALS / MEDICAL DEVICES/FOOD LAW**

BLR&M advises pharmaceutical companies in connection with health care and pharmaceutical laws and regulations and has developed a significant expertise in the regulatory matters concerning marketing authorization, pricing and advertising of medicinal products, as well as clinical trials and compliance issues. The firm also advises clients in the industry in respect to issues relating to sales representatives, co-marketing and co-promotion. Linda Longo contributed to write the Chapter dedicated to the Italy of the book "International food Law" edited in 2000 by Jocelyn Kellam and Elisabeth T.Guarino, published by Prospect Media Pty Ltd. The Firm has been dealing also in respect to legal issues relating to medical devices, food staff and dietetic products.

The firm has been rated "leading firm" or "recommended firm" in life science by the Global Counsel 3000 edited in conjunction with PriceWaterhouseCooper in several edition. In 2012 for the Acquisition International's Legal Awards for 2012 Biolato Longo Ridola & Mori has won as Italian Pharmaceutical Law Firm of the Year.

Linda Longo contributed to write the chapter "Italy" of the book "Pharmaceutical Advertising" 2012, 2013, 2014,

### **TAX AND TAX LITIGATION**

BLR&M assists on tax matters involving: capital contributions, royalties, capital gain, mergers, transfer pricing, withholding on dividends, property tax, lease of business, spin off and de-merger of companies.

The tax experts of the firm have a depth knowledge and consolidated practice in the "tax litigation area" and they are in a position to assist i) in the pre-litigation phase assisting the professionals (accountants, auditors, tax consultants) before the tax agency and, if necessary, ii) in the following litigation phase before the provincial, regional tax court and before the Supreme Court ("Corte di Cassazione")

Gian Enrico Barone and Rita Melis, furthermore, advise clients on tax planning, divestment of foreign financial investments, tax ruling, tax shield, voluntary disclosure and long term tax return revision.

## **INTELLECTUAL PROPERTY**

BLR&M advises and assists its national and foreign clients in connection with intellectual property matters and developed a notable experience in the field of judiciary protection of trademarks, patents as well as any other matter connected with IP rights.

The Firm has also a specific experience in the Information Technology field and advises its Client on legal issues connected with Internet such as disputes on domain names.

## **CORPORATE LAW**

The Firm has a solid experience in corporate law and has assisted and is assisting several clients among which, in particular, Italian branches and subsidiaries of multinational groups including major pharmaceutical groups, Hotel groups, industrial companies, for the establishment and incorporation of Italian companies or corporate entities and all corporate activity and legal assistance throughout the life of the entities. The Firm has also provided assistance in the set up in Italy of foreign companies and Italian subsidiaries or branches of foreign companies.

Within this kind of assistance some of the partners and associates are members of the Board of Directors or of the Board of Statutory Auditors of several client companies.

Giuseppe V. Biolato has been inserted in the publication: "LEGAL EXPERTS, Europe Middle East & Africa 2012: Corporate and M&A".

## **HOTEL AND REAL ESTATE TRANSACTIONS**

BLR&M is a recognised expert in the hotel industry advising mayor hotel groups on every aspect of the industry, including management agreements and leases, acquisitions and disposals, construction, development agreements, financing issues, often with a cross-border element.

The Firm regularly advises its hotel industry clients also in respect to operational issues, including data protection, compliance, conference and events contracts.

## **MERGERS / ACQUISITIONS**

The Firm deals with a relevant number of M&A transactions and has a solid experience in all various aspects of this type of transaction starting from legal audit and due diligence exercises in connection with acquisitions. The Firm has been and is assisting various foreign clients in this area

BLR&M has participated in the negotiation and drafting of Joint Venture agreements, statutes, agreements for the management of the joint ventures, voting agreements in various joint venture transactions, both between private industrial groups (Italian and foreign) and between foreign groups and Italian companies owned by the Government in various business areas.