ITALY
Local Roots

Over half a century in Italy

Baker & McKenzie opened its first Italy office in Milan in 1962, with founders Russell Baker and John McKenzie among the first in the industry to recognize the importance of a global perspective. Today, Baker & McKenzie Italy counts over 120 professionals operating from offices in Milan and Rome.

More than 50 years of local experience has given our professionals an efficient and practical understanding of our corporate and individual clients’ business needs. This permits them to deliver, consistently and confidently, business strategies adapted to the actual national and international situation.

Our professionals are educated both in Italy and abroad. They are all fully qualified to practice in Italy, combining a profound knowledge of local and international law with extensive experience in innovative legal techniques. Many have benefited from international exchange programs, and trained in Baker & McKenzie offices around the world.

The Italy office is privileged to advise some of the largest industrial, commercial and financial groups in the country, Italian and international. Beyond traditional markets, our clients are also active in the most advanced industrial and service sectors.

We also have a significant client base of medium-sized companies whose rapid growth requires ongoing legal support. We assist them in facing the challenges they encounter in expanding and internationalizing their operations.
Meeting your needs

Administrative. We have developed first-rank capabilities in this category, advising private and public enterprises both outside the courtroom and in the context of administrative proceedings and litigation. In particular, we assist in public procurement, tax, concessions, public services, regulation of the markets and the proceedings of the independent administrative authorities, administrative sanctions proceedings, and contract management for regulatory liability.

Banking and finance. We assist companies, banks, funds and other financial institutions at all stages and with all legal aspects connected to the structuring, negotiation and implementation of various types of financing transactions — including bilateral or syndicated bank loans, real estate finance transactions, and other structured financings (acquisition finance, securitization, project finance). Where necessary, we advise on the exercise of contractual remedies and possible enforcement actions, as well as the restructuring of debt in both local and international markets.

Bank, finance and insurance funds and regulation. We advise banks and regulated brokers in structuring, negotiating and implementing various types of financing, real estate, private equity, hedge funds, funds that invest in non-performing loans, etc., with related contractual documentation, and all legal issues related to the conduct of business, finance (asset management companies, investment firms, payment institutions, financial companies, etc.) and insurance activities in Italy. We assist our clients with obligations under applicable regulatory legislation (the Consolidated Finance Law, the Banking Act, the Private Insurance Code, and secondary regulations issued by the Bank of Italy, CONSOB and IVASS).

Capital markets. We assist issuers, placement consortia, underwriting groups and financial advisors at all stages and with all legal aspects related to the structuring, negotiation and implementation of transactions involving the issuance and listing of financial instruments (equity and debt) on regulated markets and multilateral trading facilities, public offerings and private placements of securities, acquisitions and disposals of major participations in listed companies, public takeover bids and exchanges, as well as in relation to the fulfillment of regulatory obligations provided for by legislation (such as corporate disclosures, corporate governance, insider trading, etc.).

Commercial law. We advise national and multinational clients (including numerous luxury and retail brand owners) on all legal aspects of the national and international aspects of their business strategies (e.g., opening of flagship stores, retail outlets, corners and shops-in-shops, development of distribution networks/franchising, and the development and launch of selective distribution systems, both single- and multi-brand). We draft and negotiate various types of commercial contracts, and assist in effectively negotiating a wide range of business norms during various key stages of due diligence (e.g., consumer protection, marketing campaigns/promotions, and relations with authorities responsible for the protection of the market).

Competition law. We assess the legality of agreements and business practices, and assist clients in verifying the legality of business practices (cartels, abuse of dominant position, restrictive practices) and notifying the competent authorities of concentrations. In the context of antitrust proceedings, we advise clients in relevant appeal proceedings and litigation before ordinary courts. We have significant experience in the preparation of training courses to familiarize clients with the norms and rules observed in order to avoid a breach of laws protecting competition.

Corporate, mergers and acquisitions. We advise on all aspects of company and commercial law related both to extraordinary transactions (mergers, acquisitions, and joint ventures, including private equity and venture capital) and to the regulation of operational relationships between enterprises and industrial sectors. We have extensive experience in the sale and purchase of assets, companies and equity investments, as well as the establishment of strategic alliances, at both the national and international level.

Dispute resolution. Successful litigation requires both in-depth experience with domestic dispute resolution procedures (ordinary, arbitration and conciliation) and solid familiarity with international systems. We offer all this to our clients, together with knowledge of international and commercial law, to effectively identify the most appropriate and advantageous solution to avoid, or successfully resolve, disputes.

Energy, infrastructure and complex projects. We assist national and multinational operators in developing and implementing complex projects in Italy and abroad, including neighbouring countries in the Mediterranean basin. Our clients include financial institutions, public and private sponsors, project management and engineering companies, general contractors, and providers of systems, technology, equipment and transport. Our assistance covers all legal aspects related to these projects.

Environmental. We advise companies and entities in environmental law, both outside the courtroom and in the context of administrative proceedings and litigation. Our areas of focus include environmental permitting, siting and development of production activities, waste management and pollution risk, regulation of product life-cycles, electric and electronic waste, reconversion and requalification of derelict industrial sites, and related issues (e.g., procedures for remediation and urban development), environmental planning and contract management for environmental liability.

Hotels, resorts and tourism. Our firm is acknowledged as among the leading in this sector, regularly assisting national and multinational operators on investment and planning projects, construction and financing, acquisitions and sales of businesses and companies, trade agreements and joint ventures, and contractual structures for brands (management agreements, time-sharing, franchising, licensing). In this regard, we provide multidisciplinary assistance in all aspects of civil, administrative, tax and financial law.

Industrial and intellectual property. We advise on all aspects related to the protection and enhancement of industrial and intellectual property rights in both the public and private sectors, including trademarks and domain names, copyrights, designs, patents, know-how and confidential business information. Our experience spans the entire range of client needs, including assessment, portfolio planning and filing; protection via contractual, administrative and judicial means; and the exploitation and circulation of rights, including complex transfer projects, and intangibles/technology sharing platforms.

Labor law. We assist diverse clients, most of whom operate in an international context. Our experience covers various areas of employment law, from general contracts, collective agreements, management and termination of employment, to collective decisions (mergers, acquisitions, reorganizations and corporate restructuring), trade union law and litigation. We also provide assistance in the areas of social security, workplace safety, agency and immigration.

Pharmaceutical. We provide focused legal advice to companies of all sizes, including day-to-day relationships with national and Community regulators, related to the research, production, marketing and use of medicines, medical devices, specialty foods and cosmetics. We also offer a wide spectrum of assistance, before both courts and regulators, with participation in public tenders, license agreements, marketing authorization transfers, and issues relating to the production, marketing and clinical trials of medicines and medical devices.

Real estate. We have significantly developed capabilities in this area, assisting domestic and foreign institutional investors, asset management companies and entrepreneurs both inside and outside of the courtroom. In particular, we advise on the acquisition and disposal of commercial and industrial real estate portfolios, financing and refinancing of real estate transactions, structural planning of transactions of industrial development, office building leases, and real estate transactions connected to M&A and capital markets deals. The sectors covered include the retail, hotel, industrial and commercial.

Tax. We advise on all areas of tax law, from domestic fiscal profiles related to direct and indirect taxes for corporations and individuals to international treaties and European Union directives, with particular attention to the analysis and management of tax risk for medium- and large-size companies. We are a leading consultancy in the field of corporate reorganizations, including international reorganizations, transfer pricing, and tax litigation before courts at every level.

Technology, media and information management. We have extensive experience in managing the challenges arising from the adoption of innovative technological solutions in a fast-evolving market. We take a multi-sectoral, multi-jurisdictional approach to clients' contractual, litigation and compliance/risk management needs. We advise on outsourcing and selective sourcing projects, as well as all legal implications arising from the use of multifunctional infrastructure and cloud-based solutions; internet/mobile platforms; online business, including payment tools and web analytics; advanced strategies for marketing and CRM/CEM; social media; big data and information management in a 3.0 environment, including all aspects of security and protection of personal data.

Telecommunications. Since 1989, our firm has offered focused and integrated professional services to major players in the industry, including operators to mobile and satellite service providers, including virtual mobile network operators; and from internet entities to front-end and back-end services. In particular, we draft and negotiate contracts for the sector; analyze regulatory issues; assist in tenders for the allocation of frequencies; and provide strategic consulting in new services and technologies.
Global Capabilities

Seamless global coverage

Baker & McKenzie was established in 1949, decades before the concept of “globalization” emerged. Founder Russell Baker foresaw an opportunity the legal profession has just recently started to embrace: creating an international and multicultural law firm to meet the needs of clients in any commercial and financial centre of the world.

Today more than 4,200 locally qualified, internationally experienced professionals operate from 77 offices worldwide, seamlessly sharing know-how, experience and best business practices with each other and with clients. Our unique, truly global approach enables us to provide clients with the right talent and high-level quality of service without boundaries.
High added-value services

Global Fluency  We offer the efficiencies and cost advantages of working with just one firm, locally and in major international markets.

The right legal team  Our professionals are specialized in their principle practice areas. They work together in a coordinated manner to provide the highest quality of advice and continuing support to our clients.

Genuinely multicultural  We have refined the ability to meet the diverse business needs and to understand the different corporate cultures of our clients. Globally, our professionals speak more than 75 languages. Our Italian professionals are fluent in English, French, German, Spanish and Mandarin.

Client-focused  Our teams partner closely with clients, developing a deep understanding of their businesses and actively contributing to customize solutions which are exceptionally effective and responsive to their business needs.

A step ahead  We support our clients in managing critical issues. Our extensive experience allows us to identify and prevent risk factors that too often can be underestimated.
Baker & McKenzie has been global since inception. Being global is part of our DNA.

Our difference is the way we think, work and behave – we combine an instinctively global perspective with a genuinely multicultural approach, enabled by collaborative relationships and yielding practical, innovative advice. Serving our clients with more than 4,200 lawyers in more than 45 countries, we have a deep understanding of the culture of business the world over and are able to bring the talent and experience needed to navigate complexity across practices and borders with ease.

Visit www.bakermckenzie.com to learn more.