

WATSON FARLEY  
&  
WILLIAMS

ITALY



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## KEY FACTS

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**140+**  
PARTNERS  
WORLDWIDE

**6**  
PARTNERS  
IN ITALY

FOUNDED IN UK  
**1982**

IN ITALY SINCE  
**2002**

**14**  
OFFICES  
WORLDWIDE

**2**  
OFFICES IN ITALY  
(MILAN AND ROME)

**550+**  
LAWYERS  
WORLDWIDE

**30+**  
LAWYERS IN ITALY

**11**  
COUNTRIES

**20+**  
LANGUAGES  
SPOKEN

## OUR ITALIAN OFFICES

Watson Farley & Williams began operating in Italy in 2002. Centred in Milan and Rome, the firm's Italian practice provides clients worldwide with high quality legal services on complex domestic and multi-jurisdictional matters.



### International reach, local flavour

Watson Farley & Williams is an international law firm with offices in all the major financial centres in Europe, the Middle East, Asia and US.

With two offices in Italy, in Milan and Rome, we have an in-depth knowledge of the local market and can draw on the resources and skills of an integrated worldwide network, delivering integrated solutions to complex strategic and operational challenges.

Our Italian lawyers provide clients with an array of talent and experience, including lawyers who speak French, German, Spanish and Dutch, in addition to English and Italian, and several who are qualified to practice law in jurisdictions outside of Italy.

### Our approach

The firm's lawyers generally work in small, partner-led teams where committed sector knowledge and experience consistently deliver pragmatic, commercially focused advice.

### International, inter-disciplinary team

Often operating to meet tight time frames and address multi-jurisdictional challenges, our lawyers in Italy have the technical ability to advise on corporate law, M&A, asset and project finance, structured and trade finance, restructuring and insolvencies, capital markets, administrative, public law, regulatory, maritime law, tax and dispute resolution.

"THE TEAM IS EXTREMELY PROACTIVE, HIGHLY SKILLED, RESPONSIVE AND FOCUSED ON THE CLIENT'S COMMERCIAL INTEREST."

CHAMBERS EUROPE 2017

### Our clients

Clients range from Italian and foreign industrial and service groups, banks and financial institutions, shipowners, private equity houses, funds, investors, project developers, export credit agencies (ECAs) and public bodies.

## SECTOR KNOWLEDGE

Our ethos lies in building long-term relationships with our clients by taking the time to understand the nature of their businesses and the industries in which they operate, combined with our commitment to realising their commercial aspirations.



### Energy & Infrastructure

With considerable experience in both the energy market (renewables and conventional power), as well as public and private infrastructure sector, the specialist lawyers in our Italian offices have the domestic and international experience and skills to complete complex energy/infrastructure projects successfully, from early stage development to acquisitions, commercial contracts and project financing.

The firm's dedicated energy and infrastructure lawyers advise a broad range of participants across the spectrum of energy and infrastructure projects, and have experience on pioneering and complex projects.



### Maritime

Our Maritime department has a leading position in Italy. Our dedicated lawyers have unparalleled breadth and depth of coverage across the domestic and international maritime industry sector, providing a full service to clients across every segment of the maritime industry.

Utilising a combination of experience and technical excellence, the team provides first class support in complex cross-border transactions involving the principal shipping markets – the Americas, Scandinavia and the Baltic, Greece, the Middle East, Russia, Africa and Asia.



### Natural Resources

Working with domestic and international clients involved in the exploration, and production, financing servicing and trading of natural resources and bulk goods worldwide, our lawyers provide high-quality legal advice in the areas of oil & gas, mining & minerals, and soft commodities.

Our lawyers advise clients throughout the supply chain – from exploration and production companies, owners, operators, services companies, distribution companies and transporters to local and national governments, traders, banks, export credit agencies, financiers, funds and other investors.



#### Real Estate and Construction

With an intimate knowledge of the financial markets and property sector expertise, our lawyers are well placed to help investors and operators in the industry.

Our specialists advise on matters ranging from commercial conveyancing to complex real estate finance, construction and development, litigation and closed-end fund transactions.

Our specialist teams provide high-quality legal advice through our office network allowing us to resolve cross-border issues.



#### Transport

Advising across aviation, rail and automotive, and regularly working in conjunction with our maritime team, our transport specialist lawyers deliver practical and commercial advice based on years of experience.

Through our long standing sector involvement we have developed thorough and specialised knowledge, which allows us to develop innovative and commercial solutions for our clients.



#### ICT/TMT

We advise on a full spectrum of legal and commercial issues related to the ICT/TMT sector.

Clients range from domestic and international operators and suppliers, to financiers, financial institutions and banks, international organisations and regulators.



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WFW IS "QUICK AND PROBLEM-SOLVING, WHICH IS WHAT A COMPANY REALLY LOOKS FOR."

CHAMBERS EUROPE 2017



## PRACTICE FOCUS

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Leveraging on our long-standing experience, strong technical capability and keen understanding of market trends, we deliver unique levels of specialist expertise across a wide range of disciplines including:

### CORPORATE AND M&A

- Commercial contracts
- EPC/O&M
- Equity capital markets
- Employment
- Intellectual property
- M&A
- Private equity
- Privacy law
- Joint venture

### BANKING & FINANCE

- Acquisition finance
- Asset finance and infrastructure
- Commodity & Export finance
- Corporate finance
- Project finance
- Real Estate
- Restructuring and insolvency
- Trade finance
- Shipping finance (including yachting)
- Structured finance
- Wealth management

### ADMINISTRATIVE AND PUBLIC LAW

- Construction contracts
- Environment
- Health and safety regulation
- Model 231
- PPP/PFI infrastructure
- Public transportation
- Public procurement
- Public utilities
- Regulatory

### DISPUTE RESOLUTION

- Arbitration (domestic and international)
- Administrative disputes
- Civil and commercial disputes
- Class action
- Employment disputes
- Enforcement and foreclosures
- Finance litigation
- Insolvency proceedings
- Shipping litigation
- Tax litigation

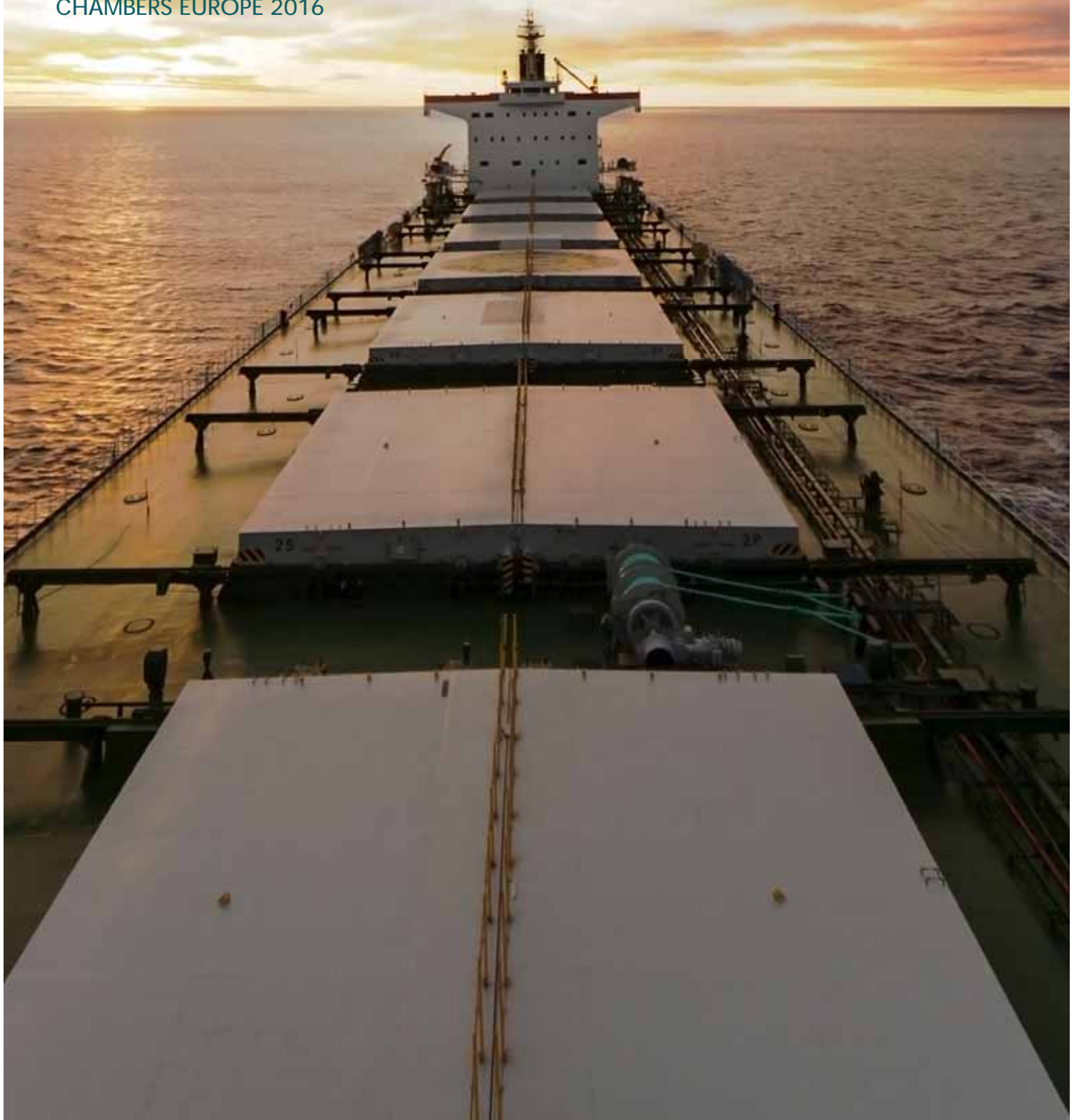
### TAX

- Accounting
- Cross-border tax structuring
- International taxation
- Leasing and tax lease structure
- Tax planning
- Tax financial
- Tax corporate
- Tax litigation
- Voluntary disclosure

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“THE FIRM COMBINES THE STRENGTH  
OF AN INTERNATIONAL BRAND WITH  
VERY STRONG ITALIAN LAW  
CAPABILITIES.”

CHAMBERS EUROPE 2016





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## REPUTATION



"REALLY PROACTIVE AND CLIENT-ORIENTED."

LEGAL 500 EMEA 2017

"THE TEAM IS EXTREMELY PROACTIVE, HIGHLY SKILLED, RESPONSIVE, AND FOCUSED ON THE CLIENT'S COMMERCIAL INTEREST."

CHAMBERS EUROPE 2017

"WATSON FARLEY ARE TOP-TIER FOR SHIPPING. THEIR KNOWLEDGE IS SECOND TO NONE AND THEY ARE EXTREMELY SUPPORTIVE AND PROACTIVE."

CHAMBERS EUROPE 2017

"THE TEAM IS KNOWN FOR WELL SUITED TO ADVISING ON LARGE TRANSACTIONS INVOLVING NUMEROUS JURISDICTIONS ON ACCOUNT OF ITS VAST NETWORK OF OFFICES."

CHAMBERS EUROPE 2016



"LAWYERS SHOW A GREAT COMMITMENT AND ARE VERY PROACTIVE."

CHAMBERS EUROPE 2016

"STANDS OUT FOR ITS FLEXIBILITY AND INTERNATIONAL APPROACH."

LEGAL 500 EMEA 2016

"A VERY IMPRESSIVE TEAM QUICK TO PROVIDE DRAFTS AND MAKE ADJUSTMENTS. THE TEAM IS ONE OF THE MOST IMPORTANT WITHIN ITALY AND VERY RELIABLE FOR INTERNATIONAL MATTERS."

CHAMBERS EUROPE 2016

"PRAGMATIC APPROACH AND INNOVATIVE LEGAL SOLUTIONS."

CHAMBERS EUROPE 2016

"LAW FIRM OF THE YEAR – BAND 1 - SHIPPING FINANCE."

CHAMBERS EUROPE 2015-2016-2017

"FOCUSED ON PROBLEM-SOLVING."

LEGAL 500 EMEA 2016

"THE TEAM IS ALWAYS AVAILABLE."

CHAMBERS EUROPE 2016

"THE LAWYERS KNOW WHAT THEY ARE DOING; THEY ARE EXPERTS IN THE FIELDS OF RENEWABLE ENERGY AND INFRASTRUCTURE."

CHAMBERS EUROPE 2016

"OFFERS A SOLID PRACTICE IN PROJECT FINANCING, REGULATORY AND COMMERCIAL MANDATES IN ITALY AND ABROAD."

CHAMBERS EUROPE 2016

"GROWING REPUTATION FOR IN-DEPTH SHIPPING FINANCE KNOW-HOW THAT COVERS RESTRUCTURING AND INSOLVENCY PROCEEDINGS, ACQUISITION FINANCE AND ASSET FINANCE."

CHAMBERS EUROPE 2016

"..FLEXIBLE AND CLEVER. [...] IT IS A VERY DYNAMIC FIRM."

CHAMBERS EUROPE 2015

"NOTABLE PRESENCE ON BOTH TRADITIONAL AND RENEWABLE ENERGY MANDATES."

CHAMBERS EUROPE 2015



## OUR OFFICES

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