



Your  
business  
partner

LCA

LCA is an independent law firm and mainly addresses **Italian and foreign clients** of the **corporate and financial world**. It specializes in all main areas of commercial, corporate, banking, finance, tax, real estate, labour and intellectual property law, and more generally speaking all aspects of **business law**.

The Firm is currently based in Italy, in **Milan, Genoa and Treviso**, while in the United Arab Emirates, it operates in **Dubai** in International Partnership with IAA Middle East Legal Consultant LLP.



# The Experience of the Past, the Excellence of the Present

Among its clients, the Firm proudly counts industrial, finance and insurance groups, institutional investors, investment banks, as well as small and medium-sized companies, family businesses and individual entrepreneurs that represent a large part of the Italian business landscape.

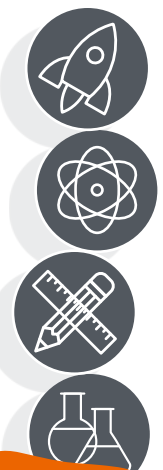
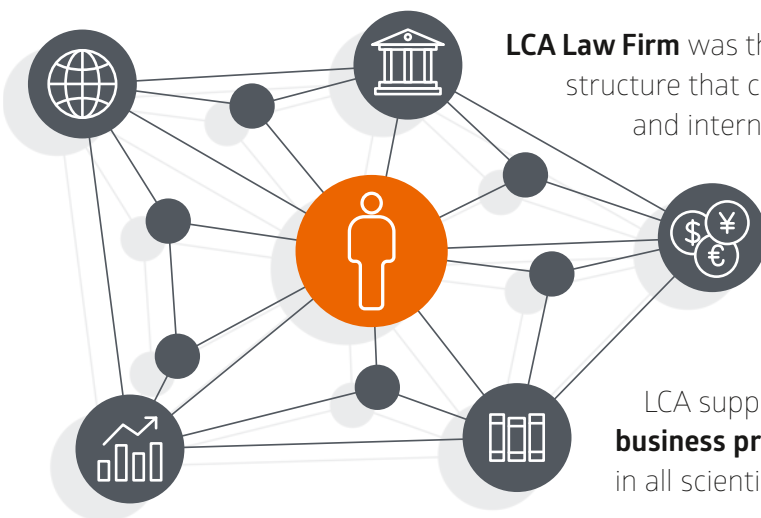
LCA, one of the first Italian associated law firms, was founded at the end of the '80s with a strong **multi-practice and international approach**. In the mid-90s, it became the Italian branch of one of the UK magic circle law firms, but in 2004, the same partners who founded LCA nearly two decades before decided to re-establish the Firm by quickly involving other partners with significant professional experiences in legal corporate advisory.



**LCA Law Firm** was thus born again, a project still in the making, a structure that combines legal expertise, flexibility, specialization and international vision. The goal is to provide each client, whether a start-up, a medium-sized company or a listed multinational corporation with tailor-made, responsive and high-quality legal services.

LCA supports **innovation, creativity** and **business projects** of young entrepreneurs active in all scientific and technological sectors.

The Firm finally encourages various **Corporate Social Responsibility** policies and adopts the best practice code of **ASLA**, the Association of Associated Law Firms, which includes around a hundred of most prestigious Italian and international law firms.





The Firm supports Italian companies in their **internationalization processes** and foreign players interested in investing or expanding in Italy, as well as multinational corporations involved in **multi-jurisdiction transactions, deals and projects**.

The extensive knowledge of the cross-border dynamics and peculiarities of the different industries, the multi-practice structure and the international training of its professionals are indeed a recognized added value at the clients' disposal.

# International approach



The international law practice has been refined over the years to the point that LCA has decided to set up internally dedicated **geographical desks**.

Each desk gathers the interdisciplinary expertise gained concerning a specific geographical area and cooperates in synergy with a network of local top-tier law firms. This produces a constant exchange of know-how and guarantees the client complete assistance in all relevant jurisdictions, not only concerning the law but also regarding local culture and business dynamics.

The Law Firm's professionals can assist the clients in the **Italian, English, French, German, Spanish, Arabic** and **Chinese** languages.

# An answer to each question, a solution for every need



## Corporate and Commercial Law

LCA advises its clients in every aspect and stage of the corporate life, from the birth of the business idea all through the listing on regulated markets or other possible exits, winding up or succession of the business. It supports the setting up of the most appropriate corporate structure, the expansion on international markets and the management of complex M&A, financing, investment and reorganization transactions. The dedicated team has also developed expertise in corporate governance, administrative liability of bodies and all types of commercial contracts. It assists the client in the preparation of general terms and

conditions, the drafting and negotiation of commercial agreements, and the management of day-to-day activities, taking into great consideration the market and business sector characteristics.

## M&A

The Firm has gained considerable experience in the structuring of national and cross-border extraordinary transactions, including mergers, demergers, transfers, acquisitions and divestments of holdings (control or minority) of companies and going concerns, and in the implementation of joint ventures. The team has developed recognized leadership in complex M&A transactions, both on listed and closed companies. In this context, it has dealt with hostile take-overs, complex leveraged and management buy-out transactions and industrial restructuring.







## Private Equity

The practice dedicated to private equity and fund formation (in equity, debt or hybrid capital) matters is significant. LCA has developed a recognized ability to organize investment structures, regulated or unregulated, for private equity and venture capital funds. The Firm regularly assists sponsors, institutional investors and general managers in the creation of investment vehicles and funds, as well as the same funds in the assessment and management of legal and tax risks related to investment and exit stages.

## Capital Markets

The Firm supports issuing companies, institutional investors and selling shareholders in initial and secondary offerings on regulated and unregulated stock markets, and in public offering, purchase, exchange and delisting transactions. The dedicated team has gained extensive experience in the preparation of bidding and regulatory documentation, in the drafting of public offerings agreements, in the structuring and listing (IPO) of financial instruments on regulated markets and multilateral negotiation systems. The Firm also assists banks, funds, investment firms and asset management companies in the offering of investment and collective asset management services.



## Banking, Finance and Regulatory

LCA assists banks, financial institutions, investment funds, sponsors, commercial and industrial companies in structuring, negotiating and executing financing transactions. The activity carried out also includes the structured finance sector, with particular reference to the issuing of debt instruments, factoring transactions, securitizations of various types of assets. It furthermore extends to NPL and UTP transactions, assisting assigning banks and investors in the selling

and purchasing of credit portfolios or so-called single names credits. The team collaborates synergistically with the other departments in the Firm to develop the best strategies for the management and structuring the most complex of transactions.



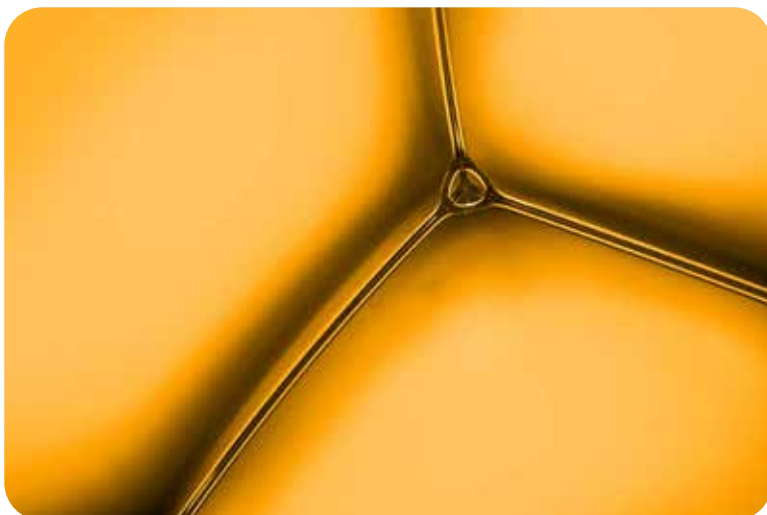
## Emerging Companies & Venture Capital

LCA fosters innovation in every technological, scientific and industrial field and supports, on the one hand, the young generations in realizing new entrepreneurial initiatives and, on the other, Italian and foreign investors interested in new technologies, thus becoming a reference point for venture capital funds and family offices. The Firm has indeed developed specific expertise in advising innovative start-ups and technological incubators, sustaining them in several activities, from the establishment of the most appropriate

company structure to the negotiation of investment agreements, from the definition of fundraising strategies to the protection of intellectual property rights.

## Tax Law

Every transaction, national or cross-border, even the easiest one, has tax implications. From the acquisition of a company to the buying and selling of a real estate asset or the settlement of litigation, solid knowledge of national and international tax laws can benefit the client, both in reducing unforeseen risks and achieving a legitimate tax savings. The Firm has therefore created a structured tax law department, in which professionals with complementary backgrounds operate, being able to cover all areas and issues: from income taxes to VAT, from indirect taxation to excise fees, from customs duties to all complex aspects of international tax matters.



## Customs and Excise Duties

LCA has gained great expertise in the field of customs and excise duties, with particular reference to the cross-border transport of goods, to the necessary authorizations for the import and export of Dual-Use products, to customs warehouse, assessments and disputes, to taxes, benefits and exemptions, to annual declarations for natural gas and electricity, to AEO certifications, to all issues related to excise duties.



## Corporate Crisis

The Firm sits on the side of its clients also during company crises that require prompt solutions, sometimes severe, to save, whenever possible, the profitable part of the business. It indeed assists industrial groups, financial institutions and investment funds in all types of insolvency proceedings, informal workouts, debt restructurings, turnaround transactions and the related litigation. Moreover, it supports firms that intend to seize the growth opportunities represented by the sale of assets or business complexes subject to bankruptcy procedures and represents liquidators and receivers in litigation proceedings.

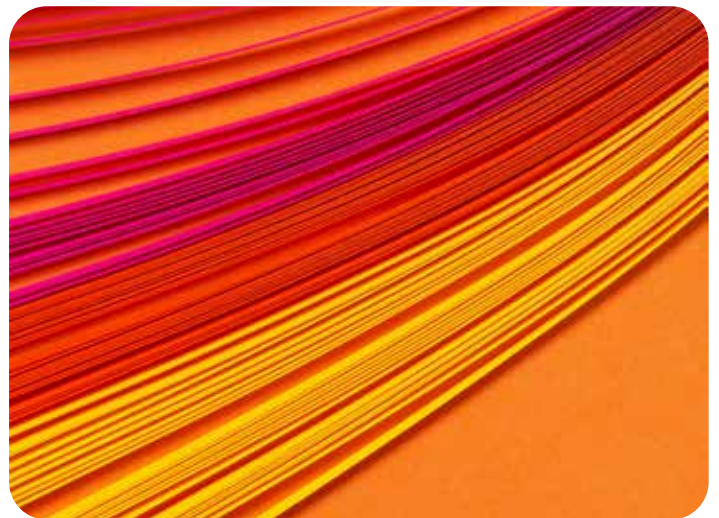


## Litigation, Arbitration and ADR

The Law Firm has a department fully dedicated to national and international litigation and arbitration, conciliation and alternative dispute resolution procedures. The professionals represent the clients before all national ordinary and special courts at any judgment stage and before Italian Arbitration Courts, as well as before the European Court of Justice and all major international arbitration institutions (e.g., ICC, CIETAC, etc.). The dedicated team has also gained significant expertise in corporate, tax, intellectual property and commercial litigation.

## Criminal Law

The Firm can rely on a team of highly qualified criminal lawyers who advise individuals and companies in the management, resolution and prevention of disputes concerning corporate criminal law, both in the judicial and non-litigation area. Specifically, LCA provides assistance and defense on criminal proceedings related to tax fraud, bankruptcy, corruption and other offenses against the Public Administration, as well as to insider trading, market abuse and other financial and banking offenses. Judicial advice also extends to criminal proceedings concerning intellectual property, environmental crimes, medical liability and occupational diseases. Finally, the team has extensive expertise in the area of companies' administrative liability pursuant to Legislative Decree no. 231/2001, and with reference to out-of-court assistance in the fields of corporate compliance and corporate investigation.





## Antitrust and Competition

The experience developed and the constant relationship with the main EU institutions enable LCA to provide clients with high-level legal advice in competition law, unfair competition, abuse of dominant position, State aid and mergers and represent them in litigation proceedings before national and EU courts, as well as in sanctioning proceedings started by the competent supervisory authorities.

## Labour and Trade Union Relations

LCA advises individuals and companies, operating in Italy and abroad, in all judicial, non-litigation and organizational issues that may arise in the context of any kind of employment relations and collective and individual agreements with the Trade Unions and the institutional authorities. On the occasion of extraordinary corporate transactions and in case of employment crises, the Firm manages on behalf of its clients all labour-related legal issues and the industrial relationships with the Trade Unions. It has also gained strong experience in structuring stock option plans and other forms of incentive plans for managers, executives or employees, and in drafting confidentiality and non-solicitation agreements.



## Corporate Immigration

LCA offers a qualified consultancy service in solving immigration and citizenship law issues in the procedures for the request of visa, work authorizations and residence permits - aiming in particular at the hiring, transfer or secondment of personnel and managers of foreign companies in Italy (and vice versa), taking also care of the management of the related labour law and social security aspects - as well as in completing the procedures for the acquisition or re-acquisition of Italian citizenship.



## Intellectual Property

The Firm assists clients in the development and protection of intangible assets and in defining the best strategies for the enhancement of intellectual property rights, acting as a sole reference point for the complete management and protection of trademarks, domain names, designs and models, patents, trade secrets, copyright and software. The consultancy offered also extends to the drafting and negotiation of contracts such as licensing, technology transfer, R&D and co-branding agreements, as well as to intellectual property and unfair competition litigation before judicial and administrative authorities. LCA also supports some big advertising spenders and numerous communication agencies in the clearance of advertising campaigns and their defense in court, as well as in the drafting and negotiation of sponsorship, testimonial and influencer marketing contracts.



## Privacy & Cybersecurity

LCA assists in the day-to-day management of privacy issues, in the implementation of legal fulfillments as required by law (e.g., records of processing activities, information notices, internal procedures, privacy impact assessments, data processing agreements, joint controllers agreements, etc.) and in the assessment of the compliance level through periodical audits both documental and on-site. The Firm's expertise is at the clients' disposal for the implementation of special projects involving, for example, remote control of employees through new technologies, the processing of special categories of personal data, the global transfer of personal data, or profiling and marketing activities having critical issues in terms of protection of personal data. The Firm also supports clients in controls and inspections conducted by the Privacy Authorities and in investigative proceedings, as well as in disputes before Privacy Authorities and ordinary courts regarding the protection of personal data.

## Advertising, Digital Marketing and Prize Contests

LCA has gained distinguishing expertise in advertising, promotional and digital marketing initiatives, loyalty programs and prize contests, dealing with all legal aspects connected to the implementation of campaigns as well as the related Italian administrative formalities.





## Art

The long-standing legal advice to artists, collectors, museums, galleries, foundations and auction houses and the personal passion of some professionals have contributed to consolidating a specific practice in the field of art law. Thanks indeed to the deep knowledge of the dynamics that characterize the art system, LCA can today assist the clients in all activities and issues that involve artworks, including the sale, purchase, loan and transportation, the

signing of an appropriate insurance policy, the negotiation of agreements for the transfer and exploitation of IP rights, and the realization of exhibitions and art shows. The Firm also supports the clients in the delicate legal and tax issues relating to intergenerational transfers.

## Food Law

LCA provides legal advice to producers, suppliers, market-leading multinationals and several other players active in the various sectors of the food chain. A qualified team of experts, each with different areas of specialization, working together, assists the clients in every possible matter concerning the production and commercialization of agricultural or food products, including food quality and safety, consumer information (i.e., labelling and advertising), geographical indications and brands, excise duties on alcohol products, tax and customs issues on imports and exports of food and beverages, and all related e-commerce and privacy issues, as well as all aspects of food regulations and compliance. LCA has also gained great expertise in drafting contracts between companies, also on an international level, and has extensive experience in assisting companies operating in the agri-food sector in the structuring and management of complex M&A transactions.



## Real Estate

Over the years, the Firm has acquired a recognized expertise in investments and shareholdings in companies with significant real estate portfolios, as well as in sale and purchase transactions involving different types of real estate assets or projects related to the construction, development and sale of touristic, commercial, residential and industrial estates of substantial size.

## Administrative Law

LCA can provide consultancy and judicial assistance before the administrative courts in favour of private and public clients either national or foreign, covering, through a multidisciplinary approach, all regulated sectors, subject to public and administrative law: public tenders for the award of concessions and contracts of work, services and supplies, pharma and healthcare, procedures before the independent authorities, energy, environment, construction and urban planning, cultural heritage, betting, infrastructure and transport.





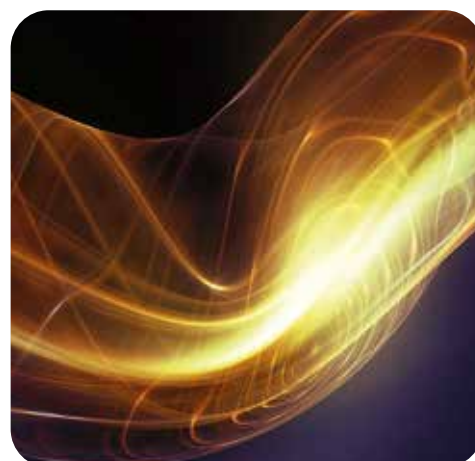
## Transportation, Shipping and Logistics

The dedicated team assists forwarding agents, carriers, maritime agencies, logistic operators and insurance companies, as well as ship owners, investors, boatyards, P&I Clubs, charterers, builders, sponsors, commercial operators and brokers, in all matters related to road, air, railway, sea and multimodal transportation of goods. The Firm offers judicial and non-litigation legal advice in managing damages and goods losses in cases of collision, pollution and contamination liability, as well as in the drafting and negotiation of transportation, logistic and international sale and

purchase agreements related to goods and raw materials, taking into consideration ICC's Incoterms rules. It also advises in the signing, assessment and enforcement of insurance policies and in the sale, purchase, construction and (re)financing of naval assets. Assistance is provided as well on the legal and administrative aspects involving state concessions. Finally, LCA has acquired specific expertise in the yachting sector and all related financing and refinancing instruments associated therewith.

## Energy

LCA has developed in-depth expertise in the fields of energy and natural resources exploitation with particular reference to oil&gas and renewable energy markets, distribution systems and energy storage. Thanks to the work carried out for national and international clients, it has gained strong skills in the management of complex projects for the realization of energy plants, in the sector-specific agreements and in the drafting of the documentation required by the Italian authority managing the energy services (GSE). As energy taxation is concerned, LCA can provide top-level advice on excise duties, assisting leading multinational corporations in the oil&gas field and in the energy (gas and electricity) market as well as European diesel fuel users for local public transport and railway companies.



## Asset Protection and Family Law

LCA dedicates particular attention to the delicate matters concerning intergenerational transfers. The integrated team of civil and tax experts advises both in the succession preliminary planning and the subsequent structuring and implementation of the succession vehicle, being it a trust or a family agreement, or a different legal structure aiming at the protection and management of family assets, also (and above all) when involving family

businesses. It also assists trustees, trust companies or other financial institutions in property and inheritance disputes and in finding legal solutions in order to prevent and solve potential disputes. Finally, LCA offers its assistance in all matters related to family law, to the safeguard of people in cases of separation, divorce, adoption, custody and guardianship, and to the protection of assets in these situations.





**LCA STUDIO LEGALE**

[www.lcalex.it](http://www.lcalex.it)  
[info@lcalex.it](mailto:info@lcalex.it)

**MILAN**

Via della Moscova 18  
20121 Milan  
T +39 02 7788751

**GENOA**

Via XX Settembre 31/6  
16121 Genoa  
T +39 010 5956039

**TREVISO**

Via Sile 41  
31056 Roncade (TV)  
T +39 0422 789511

**DUBAI**

**IAA Middle East Legal Consultant LLP**  
Liberty House, Office 514, DIFC  
T +971 4 3860090