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studio legale

the firm



BLB Studio Legale was founded in 2008 with the clear and specific purpose of innovating the legal profession. The goal was to align our firm with the new demands of the modern market and with the revolutionary societal and economic transformations taking place.

During our first decade, we navigated complex cultural, economic, geopolitical and societal transformations on behalf of our clients. One needs only to consider such phenomena as the rapid growth and influence of the Chinese economy, the development of social networks, the increasing role of crypto-currencies, the Internet of Things (IoT) and the start-up world.

We saw opportunities in these exciting transformations where others saw problems. We sought to reinvent the profession and embrace innovation whereas others resisted change.

We bravely took on projects that still represent an essential part of our work: we founded an “Asia Desk” and established a strategic partnership with one of the most important law firms in Guangdong, the area with the highest growth rate in China. This alliance enables our clients to build business relations with the most important trading partners in the world. We created a special “Task Force” specifically dedicated to providing business and start-up advisory services, and assembled a highly-specialised team of professionals and associates able to offer our clientele fast, efficient and multidisciplinary advice.





Our goal is to support our clients by anticipating their needs and by offering them services, solutions and assistance custom-tailored to their specific business model and practices.

Our team is composed of professionals and associates who share common values and who passionately dedicate themselves to customer care with great skill and enthusiasm.

We are proud to offer fast and effective turnkey services to support our clients in every aspect of their business.



areas of expertise

Administrative Law

In matters involving public Authorities, our Firm can rely on a highly specialised team with technical expertise and proven experience in dealing with Public Administrations, both in the negotiation phase and the subsequent administrative procedures. Our areas of expertise include urban development law and public procurement law. With regards the former, the focus is on procedural legal advice aimed at obtaining concessions and licences, as well as on litigation with special emphasis on spatial development planning and building violations.

BLB Studio Legale deals mainly with public contracts and procurement, providing both public entities and private companies with the proven judiciary and out-of-court experience of its practitioners.

Our Firm offers legal advisory services to both Authorities and private businesses, during each stage of the public procurement process, including contract execution.

BLB Studio Legale also provides out-of-court legal advice through periodic contacts with the relevant supervisory authorities.



Banking and Finance

Among other activities, our “Banking & Finance” department deals with the acquisition of non-performing loans. We provide legal assistance in all phases of the “sale-of-loans” operations, from legal review to administration and recovery of receivables, both at a judiciary and non-judiciary level.

In order to provide a complete service to our clientele (made up of both banks and debt collection agencies), our Firm boasts strong partnerships with technical and tax consultancies specialized in “securitization”.





Moreover, our Firm provides legal advice to our domestic and international clients in the banking, finance and insurance industries in matters of service provisions, investments, collective asset management, payments and insurance.

BLB Studio Legale also provides effective solutions in matters of supervisory policies for start-up operating licenses, changes in ownership arrangements, cross-border activities, freedom of establishment, retail banking, establishment of mutual investment funds and technical advice.





Editorial work

Our established expertise in all facets of the legal profession, and above all our practical approach to law, has earned the respect of colleagues and professional associations. Many professional journals have recognized this unique status and often ask us to contribute articles on current issues or on topics of particular technical and legal interest. For example, we have collaborated with Diritto24, Altalex, Business Community 24 ore and Avvocato.

Arbitration and litigation

When resolving tough situations, we always consider the interests at stake for our clients and the potential benefits. This is the approach of our Rome and Milan teams when handling litigation and non-judiciary disputes in commercial, corporate and civil cases.

The founders of BLB are both sponsors and arbitrators of the Milan Chamber of Arbitration, as well as of the Shenzhen Arbitration and Mediation Chamber in China. Over the years, our international litigation and arbitration activities have increased thanks to our numerous professional relationships and in response to the needs expressed by our clients having interests abroad. Our departments are also heavily involved in civil and commercial litigation proceedings in Italy, where we operate through an extensive network of highly trusted practitioners.



Commercial Law

Our Commercial Law department has always worked side-by-side with both Italian and foreign entrepreneurs, developing and strengthening customer and supplier relationships. Indeed, our assistance is not merely limited to the drafting of clauses or to the negotiation of contracts, but above all involves sharing opportunities for growth both in Italy and abroad.

Our goal is to grow with our clients; not just grow because of them. Our entire professional staff has extensive experience with domestic and international contracts, having successfully assisted important companies from all industries in the drafting and negotiation of strategic trade agreements. These

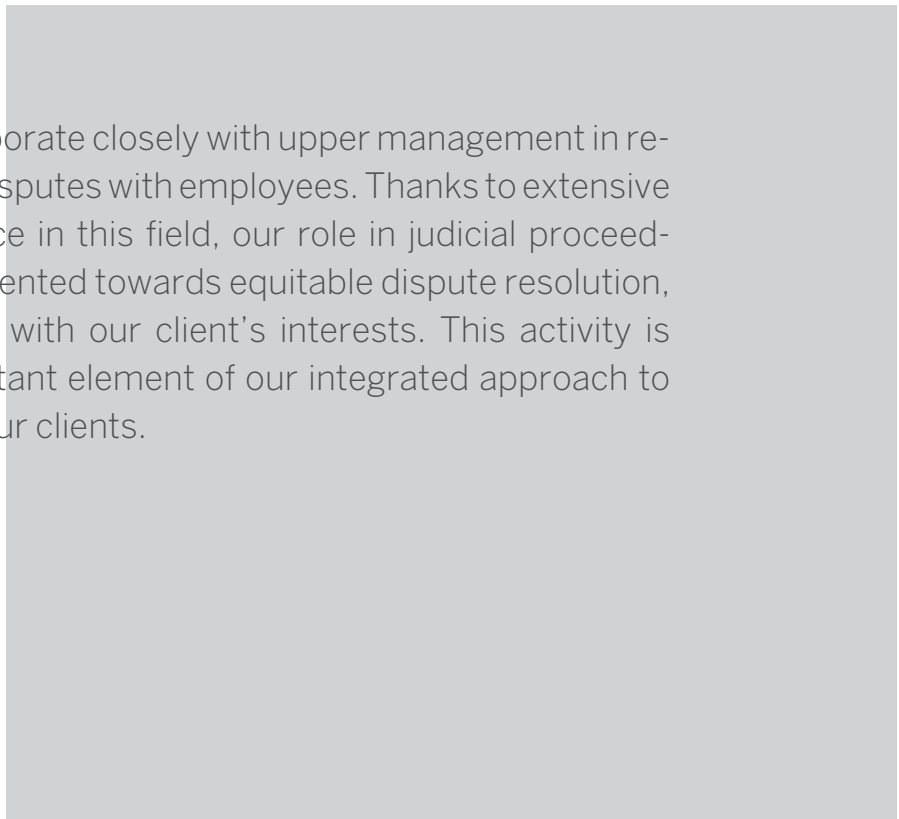
clients include leading companies from all sectors such as, among many others: airports, IT, insurance, chemicals and manufacturing.





Labour Law

Our consolidated, extensive experience in Labour Law extends to all its aspects including welfare and social security issues. Our expertise furthermore extends to managing such delicate operations as corporate restructuring, severance pay, stock options, post-employment benefits and first and second level negotiations. Our Labour Law department is an invaluable partner of HR managers in both medium and large companies. Our professionals represent clients in all types of business relationships, before all relevant authorities, both locally and globally.



We collaborate closely with upper management in resolving disputes with employees. Thanks to extensive experience in this field, our role in judicial proceedings is oriented towards equitable dispute resolution, balanced with our client's interests. This activity is an important element of our integrated approach to serving our clients.



Data Protection

The recent changes regarding the protection of personal information, as well as the introduction of the accountability principles by EU Regulation n. 2016/679, have underlined the high importance of careful and confidential handling of personal data.

Our Firm has become a recognized expert in this field by assisting clients in planning and implementation of privacy compliance policies that ultimately enhance business efficiency.



M&A and Corporate Law

Our Corporate Law department serves important Italian and foreign companies as well as small entrepreneurs in matters of extraordinary corporate transactions (due diligence and the subsequent drafting of acquisition agreements) and routine business procedures including the preparation and auditing of corporate documents (minutes of shareholder and board of director meetings, proxies, statements, etc.)

We assist clients throughout the entire process of incorporation, dealing with drafting and auditing of bylaws, shareholder agreements and coordinating all involved parties (notaries, accounting and tax consultants, etc.). Our aim is to provide a “one-stop-shop” and ensure our clients a “turnkey” service.

Information Technology and Cyber Security

The highly complex and ever-evolving IT sector constantly presents new professional challenges. Navigating this industry requires an in-depth knowledge of regulations, a practical understanding of the technologies, and familiarity with the different markets involved in the operations. BLB Studio Legale has demonstrated expertise in these skills over the years, assisting many leading companies in the IT sector often from the early phase of incorporation.

Cybersecurity is a strategically important area of IT. Our Firm provides legal and technical assistance in the emerging area of digital crimes, both in and out of court. Our specializations include unlawful conduct connected to modern communications technologies (internet, social networks, cyberspaces); on-line defamation, on-line banking fraud, phishing, identity theft, privacy violations, copyright infringements,

child pornography, internet child abuse (child-grooming), cyber-terrorism and cyber-laundering.

Because companies are increasingly subject to data theft, online blackmail and digital extortions, our firm also provides clients with assistance on matters of cyber security. We assist in identifying the technologies, programs and processes designed to protect computers and computer networks. Our firm also specializes in digital forensics to identify, collect, preserve and estimate information contained in computers and devices (phones, smartphones, tablets etc.), mainly for trial purposes.





Intellectual Property

BLB practitioners gladly offer a wide range of services in matter of intellectual and industrial property, providing legal assistance in the field of patents, trademarks, copyright infringements, unfair competition, trade secrets and know-how. Thanks to its many years of experience in the sector, our IP department provides advice for leading Italian and foreign companies at both a judicial and non-judicial level. Moreover, thanks to the synergies developed with many foreign law firms, our lawyers are able to

assist our clientele also at an international level. Our activity ranges from the filing of applications for, or the registration of, trademarks and patents in front of the competent administrative authorities (worldwide), up to the possible judicial proceeding concerning the violation of industrial rights.





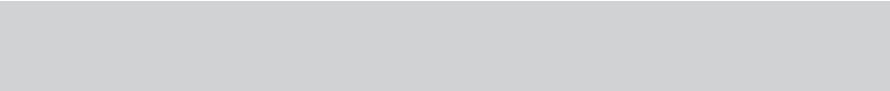
Legislative Decree n. 231/2001

The Italian Legislative Decree n. 231/2001 represents today a key-regulation for a successful and healthy business management.

The availability of a trusted advisor, able to recommend and draft appropriate organisational business models and to keep them constantly updated in the light of possible changes in relevant laws, has become of fundamental importance.

Our firm has been working for years on the development of a high level of expertise in this area, counting on the collaboration of highly specialised practitioners.

Our work in this branch moves from the analysis of all risks linked to the activity carried out by the company and comes to the adoption of appropriate organisational business models with specific indication of those operational procedures that, due to the size and complexity of the company, may be arranged both autonomously or together with external qualified entities (e.g. auditing and advisory firms).





Legal Tech

BLB Studio Legale has always paid close attention to the field of new technologies. In addition to extensive expertise in the start-up sector, BLB Studio Legale was among the first law firms to embrace the phenomenon of cryptocurrencies and blockchain technology in all their potential applications and specifically relating to legal issues. Recognizing the great potential these new technologies represent for the legal field, our Firm has already become a protagonist in the Italian “Legal Tech” panorama. BLB has established a fruitful partnership with E.L.T.A. (*European Legal Technology Association*), and has become its Italian ambassador. We have also launched *Meetup Milano*

Legal Tech, a series of themed meetings for both industry professionals and interested individuals. We have published several articles related to this subject on our website, on social networks and on many other partner websites.

Furthermore, our practitioners have collaborated on drafting the Italian chapter of a volume on the subject, edited by the Bucerius Law School in Hamburg, issue 2018, specifically dedicated to Legal Tech in Europe.

Socials

We have always placed great importance on the key role of communication. Our goal is indeed to clearly communicate both basic information and highly scientific content.

Our clients and professional contacts enjoy periodic newsletters with articles covering thought-provoking topics and current events including legal tech, emerging markets and start-ups.

We were among the first Italian law firms to open accounts on the major social media networks (Facebook, Twitter, LinkedIn), which we actively use to communicate editorial news, events and industry updates with our friends and followers.



our internationally-oriented activities

Since our inception we have placed a high priority on establishing strong, solid partnerships to provide our clientele far-reaching legal assistance, including for transnational issues.



This international vocation inspired us to look for counterparts in the principal international legal markets, and to cooperate with partners who share our values and methods.

Our commitment to international cooperation is confirmed by membership in the *Law Firm Alliance* network (LFA), with a membership of over 50 independent law firms and more than 2,500 lawyers in North America, Europe and Asia. Through this prestigious alliance, BLB Studio Legale is able to reinforce its ability to provide legal assistance globally, ensuring its clientele the same dedication and expertise provided in the main offices.



Asia desk

China and the Far East are important geographic areas currently offering the best growth opportunities for our Italian clientele and for our own Law Firm.

Thanks to our firm belief in the great opportunities offered by this area, in 2013 we established a permanent “Asia Desk” to assist clients interested in setting up, strengthening and maintaining productive business relations in China and Asia.

BLB Studio Legale established a strategic partnership with one of the most important Chinese law firms in Guangdong, aimed at assisting our Italian and European clients in their various commercial transactions with Chinese counterparts. BLB Studio Legale has a team of Italian professionals in residence at the Shenzhen offices, ensuring high-quality services and efficiency, as well as full logistical and organisational support locally. We are able to assist our clients with transactions in Italian, Chinese or English, or any other foreign language that better suits the client’s needs.



Moreover, the BLB Asia desk relies on the support of *BLB and Partner Asia LTD*, a consulting firm active in the field of business development and other support services including business coaching; marketing, promotion and brand development; locating business partners; feasibility studies; market research and analysis; and brokerage services.



USA desk

Thanks to our outward-looking nature and to the opportunities offered by this mature market, the United States continues to be an attractive business destination for our clients. Our commitment to this market is strengthened by the US-based experience of many of our professionals, and to the presence of numerous and highly-skilled partners based in New York.

Thanks to our USA Desk and to its client-friendly work environment, BLB Studio Legale is proud to provide its clients with high quality services in both

Italian and English. We easily overcome cultural and entrepreneurial challenges thanks to our extensive knowledge and familiarity with the US market.

The active participation of firm partners Alessandro Benedetti e Donato Silvano Lorusso in the New York State Bar Association (NYSBA), the primary US association aimed at fostering the science of jurisprudence, further demonstrates our dedication to the American market.





BLB Startup

We are firm believers in the potential and importance of “start-ups” for the Italian and International economic system. Our firm boasts a team of dedicated professionals offering complete technical and legal support to companies in the start-up phase of activity. We also created a service specifically catering to the “start-up” business model, offering turn-key assistance on all related matters.

Our professionals assist start-ups in the following specific activities: incorporation; drafting of bylaws and articles of incorporation; drafting and negotiation of investment contracts; shareholder agreements; drafting of internal contracts (e.g. in case of web-based activities, T&Cs, sales contracts, and service provision contracts); privacy policies, advice on industrial and intellectual property; and assistance in registering trademarks in Italy and abroad.





What is our definition of “Startup”? In our opinion, startups are business born of young ventures (not necessarily young entrepreneurs) based on innovative ideas and characterized by a not high budget but with a strong growth potential.

founders



Alessandro Benedetti

Alessandro Benedetti has a long-standing experience in contract law and extraordinary corporate transactions. He personally assists leading Italian and foreign companies in M&A operations and has a vast range of experience in commercial and corporate law. Alessandro Benedetti is member of the New York State Bar Association (www.nysba.com) and mainly practices in Milan. He is admitted to practice before the Italian Supreme Court.

Donato Silvano Lorusso

Donato Silvano Lorusso operates in the field of civil and commercial law, as well as in the financial sector and in corporate restructuring operations. He is member of the New York State Bar Association, where he was coordinator of an international task-force on e-commerce contracts. He is admitted to practice before the Italian Supreme Court and his main office is in Milan.



Mario Benedetti



Alessandro Benedetti

Mario Benedetti

Mario Benedetti has a long-standing experience in civil and administrative law and is admitted to practice before the Italian Supreme Court. He also operates in the field of privacy and antitrust consultancy. His main office is in Rome.



Donato Silvano Lorusso



SANTHIYA

charity

We firmly believe the legal profession plays an important role in civil society. We thus dedicate a part of our activities to pro-bono services for people in need and for charitable associations. A number of our practitioners are indeed district lawyers for the City of Milan, providing citizens free legal advice including criminal, civil, family and administrative law.

BLB is also a proud partner and supporter of Anna4Children, a charity supporting an Indian orphanage south of Bangalore, currently hosting 57 children. BLB Studio Legale reaches out to its clients and collaborators for donations to help children living in the orphanage.



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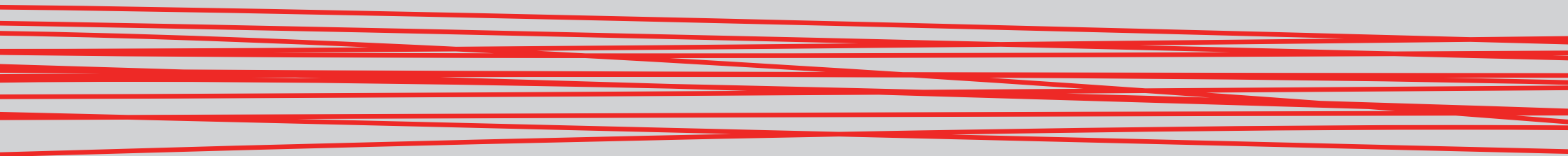
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