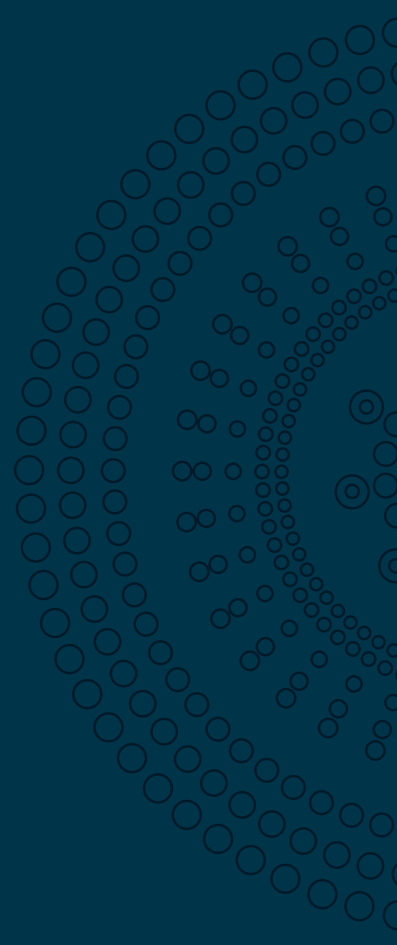


Lawyers, When and Where You Need

**FASANO**  
AVVOCATI





## OVERVIEW

FASANO IS A MILAN-BASED INTERNATIONAL AND INDEPENDENT LAW FIRM FOUNDED BY PIERFRANCESCO C. FASANO. THE FIRM'S CLIENTS INCLUDE MULTINATIONAL CORPORATIONS, SMALL AND MEDIUM SIZE COMPANIES, PUBLIC ENTITIES AND INDIVIDUALS FROM ALL OVER THE WORLD. THE FIRM IS PARTICULARLY RENOWNED FOR ITS EXPERTISE AND EXPERIENCE IN NATIONAL AND INTERNATIONAL LEGAL MATTERS WHILST PROVIDING A RANGE OF SPECIFIC AND SPECIALIZED SERVICES.

FASANO's core areas of practice include:

- Intellectual Property
- Labour and Immigration
- Agency and Distributorship
- International Trade
- Cross-border Investments
- Indian Practice
- Finance and Banking
- Real Estate
- Litigation
- European Union Law
- Guardianships
- Renewable Energy
- Tax
- Criminal Law
- ICT and Internet
- Data Protection

FASANO is comprised of lawyers from Italy and other EU countries. Languages spoken within the firm include Italian, English, French and Hungarian.

All lawyers keep abreast of the latest developments in law and business practice within their areas. They form a dynamic and flexible team of experts who can offer specialised and personalised service in each case. The firm makes a special effort to ensure that each client has permanent access to the partner in charge of the case, as well as to the entire team assigned to it.

FASANO has developed an extensive network of legal specialists from around the world, which ensures that each case requiring cooperation between firms is dealt by a team of attorneys selected for their specific expertise and experience.

FASANO's capacity to adapt to clients' needs and successfully turn to new practice areas has brought wide recognition to the firm for its professional services. Lawyers of the firm are regularly invited to share their knowledge either in key areas of law as speakers, chairmen or contributors at international conferences, seminars, workshops and training courses for business men, either in specialised publications and expert commissions.

## EXCELLENCE

FASANO was founded with a view to providing Italian, European and international clients with cutting edge legal and technical expertise with high added value. The firm included lawyers from different horizons, who all brought a wealth of legal and technical expertise to the firm. Since that rich beginning, the firm has systematically invested in the professional training of its lawyers and continues to do so today through both in-house and external and abroad training programmes. With the view to keeping the quality of its services at the highest level, the firm believes that a lawyer to maintain the highest standards in drafting legal documents must also handle litigation cases.

## INDIVIDUALITY

A client-centered approach based upon our awareness that each client's matter presents its own unique characteristics. FASANO cannot and do not offer a "one size fits all" approach. Our lawyers provide sophisticated and individually tailored counsel to each of our clients. You can trust that our lawyers will act as your partners dedicating all their efforts to the success of your venture.

## INNOVATIVE

A dedication to long-life learning in view to follow the evolution of clients needs. This system provides added value to your business in terms of a more efficient attorney-client relationship, by taking advantage of cutting edge resources that are available in an increasingly technology dominated world.

## LOCAL AND GLOBAL

FASANO has continually striven to develop its operations in Italy and in EU (local) and overseas (global) and due to its alliances and networking the firm now has 14 offices (Milan, Mumbai, Budapest, Lyon, Paris, Brussels, Beijing, Shanghai, Buenos Aires, Lugano, Monaco, Larnaca, Bucharest and Bogotá) and handles transactions in Europe, Asia, South America and Middle East. The firm's aim is to be able to assist its clients on all emerging markets which, in the long term, means being present on emerging legal markets as well.

## ORGANISATION

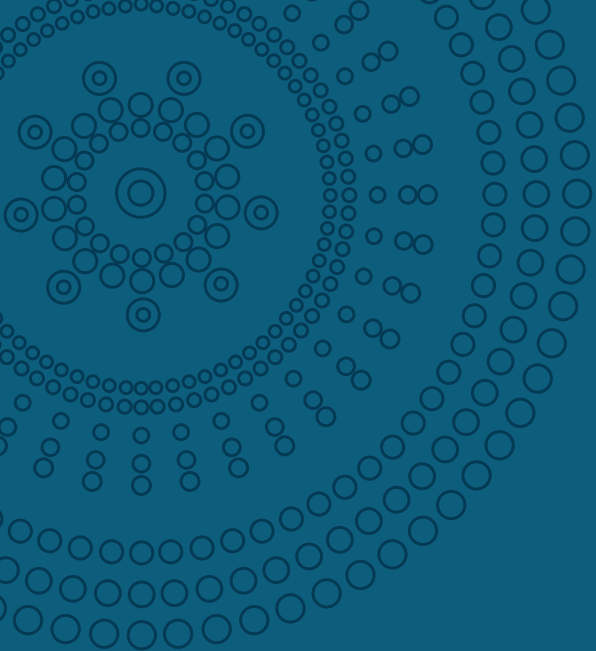
Our legal practice is organised into Practice Groups. Each Practice is co-ordinated and supervised by Pierfrancesco C. Fasano and/or one or more experienced partners. Each Practice comprises experts in the fields concerned, supported by assistants and documentation and administrative staff. Our teams give the highest priority to being available for clients and to forging a sense of professional solidarity among team members. Cross-practice work on a daily basis enables us to take a multi-skill and multidisciplinary approach and to deliver global and comprehensive solutions to our clients. Meaningful cross-practice co-operation is a key quality criterion at FASANO.

## BILLING

Over the years we have developed, adopted and adapted a specific management, supported by software, that enables us to personalise the accounting of each case. The service of attorneys are calculated on the basis of an hourly rate, but an estimate can be prepared on request and, except in special circumstances, a flat-rate fee payable annually, by case or by type of case, can be arranged. For some particularly big or complex matters (i.e. litigation and international arbitration), it is possible to negotiate fees based on a flat-rate as well as on performance.

## ETHIC AND PRO BONO

Practising since its admission, FASANO has gained recognition for its exacting standards of legal expertise, its vision of relations between people and its audacity. The reputation of our lawyers is confirmed by assignments as arbitrators, experts, lectures they have received from Italian, European and International Arbitration Centres, Courts, Chambers of Commerce and Companies Organizations. Adapting to the circumstances of each case and coming up with simple and pragmatic legal solutions to the problems and questions put to us are both a practical and moral imperative for each of us. At FASANO, we believe in enhancing the communities in which we live and work by proving legal services, financial support, and volunteer services to worthy agencies and individuals in need. Providing first-rate legal service to people and organizations with limited means is the cornerstone of our pro bono commitment. We participate for free either as speakers, chairmen or contributors at conferences, seminars, workshops and training courses for business men, either in specialised publications and expert commissions, encouraging firms, committees and attendees to devote an amount to our annual pro bono program. We strongly encourage all our lawyers to contribute to this effort.



## CLIENTS

FASANO provides focused legal services to a wide range of industries.

The clients who we represent come from the sectors including but not limited to:

- Automotive
- Banking and Finance
- Chemicals
- Computer Hardware, Software and Services
- Construction and Building Materials
- Consumer Products
- Electronics and Other Technology
- Energy and Utilities
- Families, Individuals and Estates
- Fashion
- Food and Beverage
- Home and Personal Care Products
- Insurance
- Leisure and Entertainment
- Metals
- Nonprofit Organizations
- Professional Services
- Real Estate
- Retail
- Telecommunications
- Wholesale

## CAREERS

At FASANO we reward initiative, ideas and hard work.

And we offer career choice too.

We place a premium on openness, diversity, individuality and collegiality, and look for candidates who do so as well.

If you are a lawyer, aspiring lawyer or trainee interested in working in a challenging and dynamic international environment, have strong language skills and good academic background please send your CV and cover letter to [desk@fasano.pro](mailto:desk@fasano.pro).

All applications are treated as confidential.

## LOCATIONS

Our office is located in front of the railway station Milano Lambrate, in the heart of Città Studi (University District), two steps away from the campus of Politecnico (scientific-technological university) and in the neighborhood of the major pharmaceutical companies and research centers.

Nearby is the new "Zona Ventura", district of art galleries, studio of radio, magazines in art and design, and architectures, bookshops.

Well served with public transportation, by subway (green line – MM2) four stops from the railway station Stazione Centrale, a quarter of an hour from Milan Court and the city centre. The new Rho-Però fairgrounds can be reached by subway in less than half an hour.

## DIRECTIONS

### By Car

Arriving from Highway A1:

Take "Tangenziale Est" (eastern ring road), leave at exit 7 (Lambrate).

Follow signs for city centre. Continue for 1.5 km, pass under the railway bridge.

At the 3rd set of traffic lights turn left into Piazza Gobetti, turn left again and follow Via Salieri to Piazza Bottini no. 1.

Arriving from Highway A4:

Take "Tangenziale Est" (eastern ring road), leave at exit 8 (Lambrate).

Follow signs for city centre. Continue for 1.5 km, pass under the railway bridge.

At the 3rd set of traffic lights turn left into Piazza Gobetti, turn left again and follow Via Salieri to Piazza Bottini no. 1.

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### By Plane

From Linate Airport:

It is a short taxi ride, or you can take the shuttle bus which leaves every half hour from the airport; get off at Lambrate stop just near to our office.

From Malpensa Airport:

Take the Malpensa Express to Stazione Nord/Milano Cadorna.

Take the metro on the green line (MM2), direction Cologno/Gessate.

Get off at Lambrate. Our office is a few metres from the metro station.

From Bergamo Orio al Serio Airport:

Take the shuttle bus to Milano Lambrate stop, which is on the square next to our office.

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### By Train

Milano Lambrate railway station is just in front of our office. Please check if your train stops at Milano Lambrate.

From Stazione Centrale take the metro on the green line (MM2), direction Cologno/Gessate.

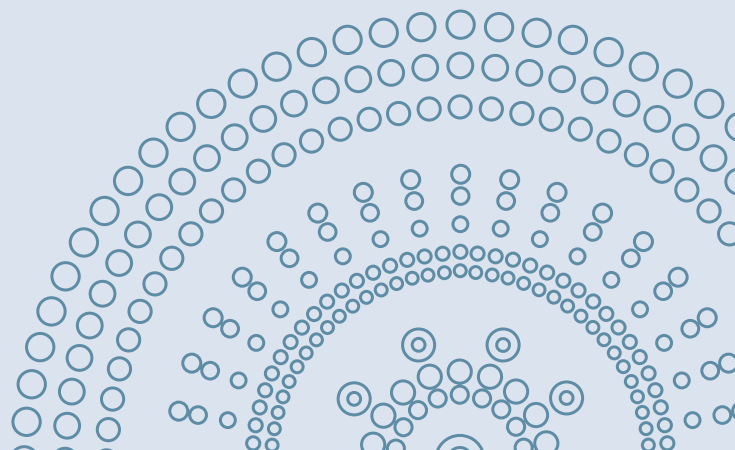
Get off at 4th stop (Lambrate F.S.). Our office is a few metres from the metro station.

## CONTACT

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F +39 02 40708747  
M +39 3451519049

fasano@fasano.pro  
Skype - video conference:  
confasanoavv





## PIERFRANCESCO C. FASANO

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fasano@fasano.pro  
Skype: pierfrancesco.fasano

**Founder, Naming and Managing Partner of FASANO – Avvocati**  
**Admitted as Avvocato (Advocate) to Milan Bar and to the Italian Supreme Court (Corte di Cassazione)**

### PRACTICE AREAS

- Intellectual Property
- International Trade and Investments
- Banking and Finance
- Labour and Immigration
- ICT and Internet
- Data Protection
- European Union Law
- Arbitration and ADR

### QUALIFICATIONS AND LISTS AS RECOMMENDED SERVICES

- Arbitrator, Court of Milan, Industrial and Intellectual Property Special Section
- Technical Expert, Court of Milan, “trademarks, domains and advertising” special fields
- Arbitrator, Czech Arbitration Court, Top Level Domain Name “.eu”
- Arbitrator, Chamber of Commerce of Bergamo, “Information Technology”
- Business Network Partner, Invitalia – Italian Govt. Agency for Inward Investment
- Lawyers List, Indian General Consulate, Milan
- Guardians List, Court of Milan.

### EDUCATION AND TRAINING

- Training Course, “Independent Director”, Milan Bar

- Annual Workshop for Arbitrators, Czech Arbitration Court, Prague
- Workshop for Arbitrators, “Re assignment procedure of domain names managed by the Internet Corporation for Assigned Numbers and Names”, World Intellectual Property Organization (OMPI/WIPO), Geneva. Workshop for Arbitrators, WIPO Arbitration and Mediation Center (OMPI/WIPO), Geneva
- Workshop for Arbitrators, WIPO Arbitration and Mediation Center (OMPI/WIPO), Geneva
- LL M in EU Economic and Law, “Federico II” University of Naples
- Juris D in Law, Catholic University of Milan.

### TEACHING, PANELIST AND PUBLICATION

Speaker, panelist, lecturer, chairman and expert in various seminars, workshops, conferences and training courses for businessmen and professionals in Italy, European Union and overseas. Books and articles on domestic and International business and academic reviews.

### LANGUAGES

Italian, English and French

### MEMBERSHIPS

Inter-Pacific Bar Association





## IVETT PAULOVICS

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T + 39 02 455 066 24  
paulovics@fasano.pro  
Skype: ivett\_paulovics

**Admitted as Ügyvéd (Advocate) in Hungary and as EU Lawyer to Milan Bar**

### **PRACTICE AREAS**

- Intellectual Property
- International Trade and Investments
- Transportation and Maritime Law
- European Union Law
- Hungarian Law
- Arbitration and ADR

### **QUALIFICATIONS AND LISTS**

#### **AS RECOMMENDED SERVICES**

- Arbitrator, Italian Domain Name Dispute Resolution Service Provider, authorized by the Italian Registration Authority of country code Top Level Domain ".it".
- Lawyers List, Hungarian General Consulate, Milan

### **EDUCATION AND TRAINING**

- Juris D in Law and Political Sciences, Catholic University of Budapest.
- Law Studies, Catholic University of Milan.
- Training Course, European University Institute – Academy of European Law, Florence.

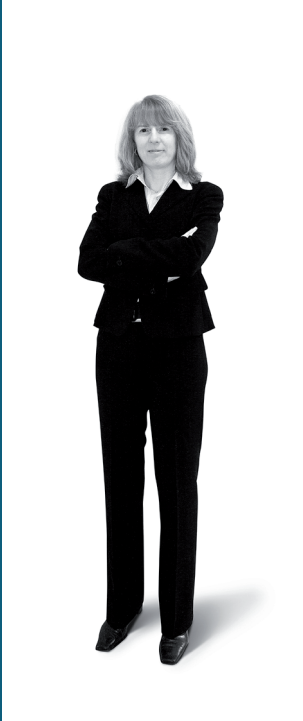
### **LANGUAGES**

Hungarian, Italian, English and French

### **MEMBERSHIPS**

Inter-Pacific Bar Association





## LAURA CONFENTE

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T + 39 02 455 066 23  
confente@fasano.pro  
Skype: laura.confente

**Admitted as Avvocato (Advocate) to Busto Arsizio (Province of Varese) Bar**

### **PRACTICE AREAS**

- Banking and Finance
- Real Estate
- Renewable Energy
- Labour and Immigration

### **EDUCATION AND TRAINING**

- Juris D in Law, University of Milan

### **LANGUAGES**

Italian and English







## ANTONINO PALMERI

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T + 39 02 455 066 21  
desk@fasano.pro

**Admitted as Avvocato (Advocate) to Milan Bar**

### **PRACTICE AREAS**

- Tax, Customs and Duties
- Criminal Tax Law

### **EDUCATION AND TRAINING**

- Juris D in Law, University of Florence

### **LANGUAGES**

Italian and English

### **MEMBERSHIPS**

Amnesty International, Milan Section





## BARBARA BENEDINI

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T + 39 02 455 066 21  
desk@fasano.pro

**Admitted as Avvocato (Advocate) to Milan Bar and to the Juvenile Criminal Court of Lombardy Region**

### **PRACTICE AREAS**

- Criminal Law and White Collar Crime

### **QUALIFICATIONS AND LISTS**

#### **AS RECOMMENDED SERVICES**

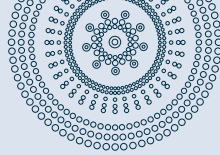
- Former Honorary Public Prosecutor at Court of Milan

### **EDUCATION AND TRAINING**

- Juris D in Law, University of Milan

### **LANGUAGES**

Italian, English and French



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# INTELLECTUAL PROPERTY

INTELLECTUAL PROPERTY RIGHTS (IPRS) ARE DAY-BY-DAY AT RISK AND PROTECTING CLIENTS IS VITAL TO THE CURRENT AND FUTURE DEVELOPMENT OF INDUSTRIES AND ARTISTS. THE REFLECTION OF KEY BRANDS, TRADE MARKS, COMPANY NAMES, TRADE SECRETS, DESIGNS AND MODELS, PATENTS, DOMAIN NAMES AND COPYRIGHTS INVOLVES MORE THAN JUST REGISTERING AN IPR. FASANO IS AN EMERGING IP FIRM IN THE WORLDWIDE SCENARIO, CONFIRMED BY LISTING AND APPOINTING ITS NAMING AND MANAGING PARTNER BY MILAN COURT AS ARBITRATOR AND EXPERT FOR "TRADE MARKS, DOMAINS AND ADVERTISING", BY CZECH ARBITRATION COURT FOR ".EU" DOMAIN NAMES DISPUTES RESOLUTION, BY DISPUTE RESOLUTION CENTER AND BY THE ITALIAN REGISTRY OF COUNTRY CODE TOP LEVEL DOMAIN ".IT". MR. PIERFRANCESCO C. FASANO IS REGULARLY INVITED IN EU AND OVERSEAS AS LECTURER AT IP TRAINING COURSES (RECOGNIZED BY THE BAR) FOR PRACTISING TRADEMARK AND PATENT ATTORNEYS.

## **TRADEMARKS**

FASANO encourages its clients with filing registration applications, after a priority search, as well as with registration and operation of their trade marks in Italy, in the EU and worldwide. FASANO assists its clients both in civil and criminal proceedings, and in such instances, cooperates with customs authorities in the fight against counterfeiting. FASANO also advises and assists its clients with the protection of its trade mark rights on the Internet in litigation proceedings in Court and online proceedings for dispute resolution (UDRP) set up by the World Intellectual Property Organization (WIPO).

## **PATENTS**

FASANO assists its clients to negotiate and draw up licence agreements, patent co-ownership rules in connection with invention remuneration issues, with the acquisition and management of know-how, with regard to community exemption regulations in the scientific, pharmaceutical, automobile, food industry sectors. FASANO assists its clients with the defence and protection of their patents and know-how, in connection with infringement proceedings or patent claims in particular, acting closely with Italian and European Patent attorneys.

## **DESIGNS AND MODELS**

Community and International design registrations are becoming ever more attractive. FASANO has been actively involved in these developments and have worked in various expert and advisory circles to actively support and further them. FASANO has gained a particular reputation for its efficient action against counterfeits

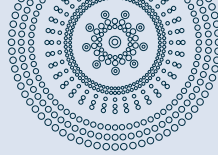
and slavish imitations of design products. Due to our network and all major European jurisdictions, we target infringements both in the country of origin and in the distribution markets. For this purpose, we have built a close working relationship with customs authorities, public prosecution and civil courts alike. This network of co-operation allows us to stop infringements at an early point in time and often prevent major damage to our clients' interests.

## **INDUSTRIAL AND TRADE SECRETS (KNOW-HOW)**

Issues relating to industrial and trade secrets frequently arise in connection with technical and scientific know-how, sensitive product, business and market information and business methods. We have considerable experience of the technical complexities associated with confidentiality cases and transactions in technical and scientific contexts.

## **ADVERTISING**

FASANO advises its clients in connection either with planning and organizing their advertising, marketing and communication operations, either with the creation of foundations for cultural purposes, the endorsement of advertising campaigns, the organization of events, with setting up partnerships, sponsoring contracts with celebrities or public personalities, creating and managing information or promotion campaigns. FASANO assists its clients with litigations involving the defence and protection of their promotion, communication and advertising policy, in connection with infringement proceedings or infringement of the right of personal



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portrayal. FASANO assists companies in validating their advertising campaigns by verifying the compliance of such campaigns with the legal framework on misleading and comparative advertising and fair competition. FASANO also evaluates the conformity of rival advertising campaigns. Other services involve administrative procedures to protect ideas, advertising creations and pay-off by registering them with the Advertising Self-disciplinary Institute (IAP) located in Milan. FASANO assists with protection in proceedings before the Antitrust Authority and the Advertising Self-disciplinary Jury for infringements of norms regulating advertising activities (Advertising Self-disciplinary Code-CAP).

### **DOMAIN NAMES**

IPRs are at risk on the Internet and protecting clients' online presence is vital to the current and future development of brands. The reflection of key brands, trade marks and company names online involves more than just registering a domain name. There are an increasing number of country code Top Level Domains (ccTLDs) available, each providing the registrant with a global reach. Constantly changing registration requirements in ccTLD registries, coupled with the many and varied dispute resolution procedures, make the effective management of brands online increasingly challenging. Working in close liaison with our worldwide network of offices, FASANO's IP litigation consists of arranging and handling precautionary claims against hypothetical abusive registrations of domain names and involves managing matters of unfair competition and IP infringements. Judicial assistance is also available in foreign jurisdictions. FASANO represents and assists clients in arbitration and mediation procedures set by the WIPO that can be started claiming for domain names abuses. The administrative assistance on domain names in the country code ".it" views FASANO as one of the co-founder of MFSD, one of the Italian Dispute Resolution Center authorized to deal with so called "re-assignment procedures for domain names".

### **UNFAIR COMPETITION**

FASANO acts in all areas of unfair competition law, which relates to unfair and misleading advertisements including comparative advertising. FASANO has a thorough understanding of the issues arising from the applicable national laws and the interplay with patent law, trade mark law and competition/antitrust law. FASANO is experienced in unfair competition litigation both on the national and multijurisdictional level.

### **COPYRIGHT**

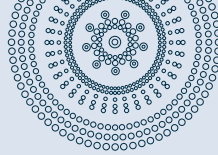
FASANO has particular experience in managing and protecting softwares, comics and virtual animations, literary works, broadcasting and sports image rights; FASANO provides consulting to national and International Film Production Companies and to show-business and sport celebrities.

### **TRANSACTIONS**

FASANO provides essential knowledge and services as intellectual property issues, which increasingly drive many of today's transactions. Clients depend on FASANO for transactional-related issues including: freedom-to-operate issues, licensing agreements, sale and acquisition issues, R&D agreements, confidentiality agreements, software agreements, assignments. The International Trade and Investments Practice draws from FASANO's IP, Labour, Corporate and Tax practices to provide due diligence and opinions related to licensing, disposition and acquisition issues surrounding IPRs.

### **LITIGATION**

Our IP Litigation Practice is national in scope and includes cases in IP Section Courts throughout Italy and European Union. We handle a significant number of matters before extra-EU Courts. We enforce and defend IP litigation matters, and advise our clients on other types of high-technology legal concerns, such as: patent, trade secret, copyright, and trademark cases; patent infringement and strategies for patent enforcement campaigns; unfair-competition and antitrust issues related to patent enforcement; IP crisis management and related issues regarding employee mobility. The IP Practice Group assists Italian and International clients in all legal aspects connected to IPRs protection either in relation to ordinary and urgent judicial protection before ordinary courts and before Italian and International arbitration courts, either in relation to extra-judicial assistance. FASANO often receives requests for assistance with investigations, monitoring, and preventive measures concerning IPRs protection, and also with national and international anti-piracy legislation issues, trademarks and patents counterfeiting, breach of license contracts, unfair competition practices, and the so called domain grabbing.



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## LABOUR AND IMMIGRATION

### FASANO ADVISES AND DEFENDS INDIVIDUALS AND COMPANIES INVOLVED IN LABOUR AND RELATED SOCIAL SECURITY PROCEEDINGS ON THE FOLLOWING MATTERS:

Executive Compensation and Benefits Plans and Agreements. Drafting and Negotiation of General workers' Professional and Management Employment Agreements.

International Employment Matters: Transfer and Secondment of Executives Agreements for Expatriates.

Advocacy and Settlement Agreements related to employment disputes including novations and winding-up agreements.

Litigation regarding employee benefits, specifically termination for cause, severance payments and discrimination claims before the Italian Labour Section Courts and, in cooperation with its networking offices, before Courts in the European Union, including the European Union Court of Justice and the Italian Supreme Court.

Drafting and Negotiation of Flexible Time Agreements, Employee Benefit and Welfare Plans including Stock Option Plans and Agreement.

Drafting and Negotiation of Executive Retirement Benefit and Welfare Plans including the organization of Pension Plans located in offshore jurisdictions.

Setting up and Reorganizing Corporate Pension and Welfare Plans.

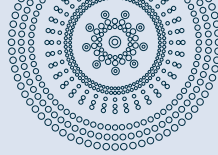
Advising on issues relating to Employees Participation in the Board of Directors Plans, labour and employment arbitration and mediation proceedings within the context of complex adversarial scenarios to facilitate positive relations between unions and management. Corporate Group Reorganization

Plans including reorganizations other than through bankruptcy-type proceedings, spin offs and liquidation of subsidiaries/ product lines to allow focus on the core areas of a company's economic activities.

FASANO's lawyers have directly investigated the multiple aspects of the increasingly complex regulation in the various fields of hygiene, safety, environment protection and anti-pollution legislation. Their specific knowledge and professional expertise allows them to meet every particular need of the client, both in supplying (at the preventative phase) all the indications necessary to operate, during the execution of each activity, in compliance with the complex regulations and following their continual development.

From the point of view of hygiene and safety we are able to face, in our clients' interests, whether in collaboration with their trusted consultants or, if necessary, making use of qualified technicians with consolidated experience, the problems inherent to the observance of the rules protecting the primary good of health in the workplace, in the performance of "dangerous activities".

FASANO has a background of considerable experience in advising clients in relation to work permits, and legal problems connected with the transfer and secondment of staff, including managerial staff, to and from foreign countries. Labour and Immigration Practice advises on various aspects of Italian law connected with the acquisition of Italian businesses.



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## AGENCY AND DISTRIBUTORSHIP

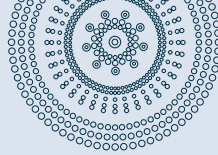
THERE ARE A NUMBER OF COMMERCIAL, LEGAL AND PRACTICAL FACTORS TO BE CONSIDERED IN DECIDING HOW TO STRUCTURE THE RELATIONSHIP BETWEEN BUSINESSES AND THEIR DISTRIBUTION CHANNELS, WHETHER AGENTS, DISTRIBUTORS OR OTHER FORMS OF PARTNER.

Whilst each country within the European Economic Area has enacted legislation intended to harmonise the rights of commercial agents across the various jurisdictions there still remain key differences in the approach taken by each country. For example, there are notable differences in the approach taken to determining the lump sum payment which is payable to an agent upon termination. In contrast, save for the development of competition law policy which may operate to restrict the content and operation of distribution agreements, there is little or no harmonisation of the laws relating to distributors. Significant differences exist between each jurisdiction in their treatment of distribution arrangements.

At FASANO, we have experience in guiding clients that are appointing, terminating or otherwise dealing with agents and distributors in Italy, EU as well as worldwide, on how best to maximise the opportunities of the legal market whilst minimising the legal risk in doing so.

FASANO has represented the interests of both domestic and foreign producers, and international trade intermediaries – agents and distributors – by:

- Advising on the legal and commercial issue and differences affecting the operation of agents and distributors across multiple jurisdiction
- Counselling on setting up balanced contractual structures and schemes, recommendations on mitigation of contract-related risks
- Drafting, negotiating and executing of agency and distribution contract
- Counselling on other related legal issues such as competition and antitrust compliance matters, customs, tax, investments, transfers of technology, joint ventures etc.
- Representing clients in relations with specific regulatory authorities and institutions;
- Advising on relevant dispute resolution matters and representing clients in litigation and international arbitration.



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## INTERNATIONAL TRADE

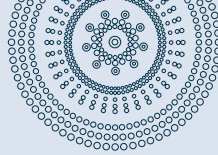
FASANO HAS REPUTATION FOR PROVIDING COMPREHENSIVE INTERNATIONAL TRADE LEGAL SERVICES. WE ADVISE AND PROVIDE EXPERT REPRESENTATION TO CLIENTS DOING BUSINESS AROUND THE WORLD. WE SUPPORT CLIENTS BY ADDRESSING A RANGE OF TRADE AND REGULATORY ISSUES THROUGH STRATEGIC ADVICE, ADVOCACY, AND REPRESENTATION IN DIFFERENT DISPUTE RESOLUTION PROCEEDINGS, INCLUDING INTERNATIONAL COMMERCIAL ARBITRATION. OUR INTERNATIONAL TRADE PRACTICE HELPS CLIENTS MANAGE THE RISKS AND OPPORTUNITIES ASSOCIATED WITH THE INCREASING REGULATION OF INTERNATIONAL TRADE IN GOODS AND SERVICES.

FASANO's International Trade Practice handles the full range of client needs, from advising on multinational business structuring to take advantage of duty-saving opportunities in trade agreements, to creating compliance programs that ensure that imports and exports are consistent with our clients' legal responsibilities, to solving sensitive regulatory hurdles, making voluntary self-disclosures and negotiating enforcement penalties.

We offer in-depth expertise in the following specific disciplines of international trade and regulatory practice:

- Domestic and Foreign Export Controls, Embargoes, Dual-use and Sanctions
- Customs Compliance and Enforcement
- Trade Remedy Proceedings
- Unfair Trade Proceedings relating to Intellectual Property
- Multilateral, Bilateral and Regional Agreements
- International Trade Policy and Legislative Issues
- Duty Saving Programs
- Anti-Money Laundering and Terrorist Finance
- Hazardous Materials Transportation
- International Financial Institutions





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## CROSS-BORDER INVESTMENTS

TO DEVELOP AN INTERNATIONAL BUSINESS AND OPERATE IN INTERNATIONAL MARKETS CAN EXPOSE AN ORGANIZATION TO A MYRIAD OF COMPLEX RULES THAT GOVERN INTERNATIONAL TRADE AND FOREIGN INVESTMENT. TODAY, VIRTUALLY ALL BUSINESSES ARE IN SOME WAY AFFECTED BY GLOBAL ENTERPRISE.

At FASANO's understand skilful navigation through unfamiliar laws and regulations, treaties, customs and tariffs, bureaucracy, language barriers and unknown business practices is critical to an organization's success in the global marketplace. Whether a business crosses one or many borders, we provide strategic legal advice that helps our clients seize and maximize the available opportunities while also managing and minimizing the risks.

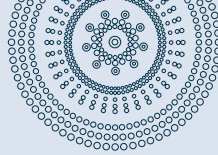
The continued expansion of international trade law beyond trade in goods to include services, foreign investment and trade-related intellectual property measures, product certification has meant that advising clients on all of their trade law matters frequently requires access to experts in other legal areas. As a premiere business law firm, FASANO is able to provide specialized advice in the areas of international taxation, transfer pricing, intellectual property, competition, energy and natural resources, administrative litigation, the environment, packaging/ labeling standards, product certification, privacy, temporary entry requirements and immigration.

FASANO undertakes to secure all the permissions required under foreign law for setting up operation. An EU or Italian company can set up its presence abroad through a Liaison or Representative Office, a Branch or a Subsidiary.

FASANO's Cross-border Investments Practice focuses on:

- Advising for abroad entry strategy.
- Certification of the product that is required to sell the product in target country and worldwide.
- Guiding our clients through the various laws, rules and regulations that will impact on setting up of operations and running of business in target country and worldwide.
- Structuring the investment abroad in the most tax optimal manner.
- Assisting our clients in filing applications with the various regulatory authorities and obtaining a clearance.
- Assisting in incorporation of the company by drafting of and filing the relevant incorporation documents with the competent Authorities.
- Advising on the various compliance procedures under relevant laws, rules and regulations and obtain licences and address regulatory compliance.
- Comprehensive legal audit of the business whether the business complies with the law of land as may be required and further advising on the corrective measures.





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# INDIAN PRACTICE

**A LONG TIME AND STRONG PRESENCE IN INDIA.**

**BUILDING ON THE STRENGTH OF ITS OFFICES IN ASIA, LOCATED THROUGH THE ALLIANCE WITH THE FRENCH FIRM ADAMAS IN TWO CHINA OFFICES (BEIJING AND SHANGHAI), FASANO IS ONE OF THE RARE ITALIAN FIRMS TO OFFER:**

**EXPERTISE IN HANDLING LEGAL ISSUES UNDER INDIAN LAW, A CAPACITY TO HANDLE CASES LOCALLY**

FASANO presence in India was specifically created to respond to the demands of Italian and European companies seeking to or already operating in India, as well as to Indian companies which have already or which seek to develop business relations in Italy, in Europe or other countries in Asia.

**LOCATION, AVAILABILITY, QUALITY: FOCUS ON OUR CLIENTS' NEEDS**

FASANO focuses on being strategically positioned to serve its clients through an efficient, available network. FASANO is managed by experienced lawyers, with an acute sense of corporate issues and who work in close collaboration in India, France and China.

As Indian regulations do not as yet permit the independent establishment of foreign law firms in the country, FASANO has an "India Desk" in Milan, a permanent presence in Mumbai and draws on a network of non exclusive privileged partners operating in the strategic locations of India's economic development. These partners have been selected for their competence, the quality of their lawyers, their rigour and the excellent reputation they have acquired with their European and American clientele. Their lawyers are graduates from top Indian, US and UK universities. They work, according to the needs of each case, under the direction, supervision and responsibility of a FASANO lawyer with locally acquired experience in matters of Indian law.

**A SOLUTION ADAPTED TO A COMPANY'S EVERY NEED**

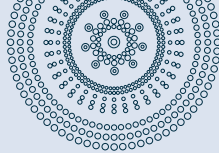
Today, FASANO, drawing on a network of local specialists positioned in the strategic business centres, is in the position to assist European companies in throughout their operations on the Indian market. The firm can also assist Indian companies in their development in Italy or other Asian countries (China, Nepal, Bangladesh, Buthan and Sri Lanka).

FASANO has a multi-disciplinary approach (distribution, investment, M&A, Intellectual Property, environment) enabling it to offer clients targeted solutions.

Continually at the service of its clients, FASANO also plays an important role in the business community: FASANO teams are heavily involved either in Indian business community and institutions in Italy, such as the Indian Chamber of Commerce in Italy, Legal Panel at Indian General Consulate in Milan, either the Indo-Italian Chamber of Commerce.

FASANO can handle cases in French and English and its partners work in the main Indian languages (i.e. Hindi, Marati, Gujarati, Bengali, Tamoul, Punjabi).

FASANO offers its clients services of an international standard and of a quality expected by European clientele.



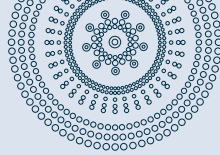
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## FINANCE AND BANKING

FASANO'S SERVICES INCLUDE PROVIDING ADVICE ON ITALIAN BANKING REGULATIONS, SECURITIES DEALERS AND INVESTMENT FUNDS REGULATIONS, OFFSHORE STRUCTURES AND TRUSTS, STRUCTURING OF SPECIFIC TRANSACTIONS AND LITIGATION SUPPORT IN BANKING AND FINANCE MATTERS.

FASANO is particularly active in:

- Banking and finance transactions including structured financing
- Private banking and international estate planning including offshore structures and trusts
- Italian and international banking and finance regulations including Basel III and anti-money laundering regulations
- Dealings with supervisory authorities
- Foreign investment and investment contracts
- Clients' dealing with banks domiciled in Italy.



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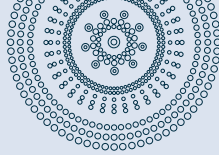
## REAL ESTATE

**BUSINESSES WORLDWIDE NEED TO CONTINUE TO MAXIMIZE THE VALUE OF THEIR REAL ESTATE PORTFOLIOS AND INVESTMENTS.**

At FASANO, we have cross-border experience and market approach to provide our clients with coordinated and cost effective real estate counsel across multiple jurisdictions and manage global estate legal needs.

Our Real Estate Practice provides legal services related to:

- Acquisitions and Dispositions
- Development and Construction
- Environmental
- Financing of Real Property
- Hospitality and Leisure
- Insurance
- Joint Ventures
- Land Use and Planning
- Leasing
- Real Estate Restructuring and Reorganization
- Regulatory Considerations
- Tax



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## LITIGATION

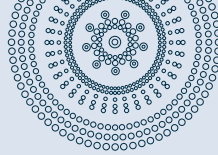
SINCE ITS INCEPTION, FASANO HAS COMBINED ITS INTERNATIONAL OUTLOOK WITH SOLID EXPERTISE IN ITALIAN LITIGATION.

FASANO combines its knowledge of litigation practice and case law with the expertise and experience of professionals able to place the issues arising in a dispute in the widest context of applicable law and judicial experience.

FASANO represents clients in court proceedings in all ordinary and special Italian jurisdictions, most notably in civil disputes, but also in matters related to the FASANO's other practice areas.

In the pre-litigation phase, FASANO's concentrates on facilitating client's informed decision-making based on, among other things, a thorough evaluation of the costs and benefits of the litigation process as compared to possible out-of-court or court-based solutions.

Advising individuals and companies in significant disputes often involving foreign clients requires strategic planning and co-ordination and FASANO pays particular attention to the organizational aspects of its advice, including in the due diligence and investigative phases of litigation. FASANO also has consolidated professional experience in the often very complicated implications of the contemporaneous applicability of different laws and conflicts of jurisdiction and law.



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## EUROPEAN UNION LAW

THANKS TO THE NAMING AND MANAGING PARTNER'S ACADEMIC (LL M IN EU LAW) AND PROFESSIONAL BACKGROUND, FASANO HAS DEVELOPED A SIGNIFICANT EXPERTISE IN EU LAW, IN PARTICULAR IN THE FOLLOWING AREAS.

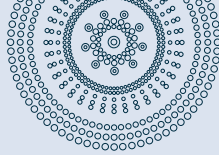
Restrictive agreements, abuse of dominant position, closing of cases by undertakings, leniency programmes, free movement of goods, persons and capital, right of establishment and freedom to provide services, competition features of Intellectual Property, State aid, structural funds, anti-dumping and international trade, special legislation concerning regulated markets, agricultural policies and joint organisation of agricultural markets, lobbying for both domestic and European Union legislation, administrative procedures at both domestic (the Antitrust Authority) and European (Commission) level as well as domestic (Regional Administrative Courts, Council of State) and European (Court of the First Instance, Court of Justice) litigation.

FASANO has developed broad experience in handling both domestic and European antitrust and regulatory cases, as well as related actions in the domestic Administrative Courts and the European Courts. It frequently acts as consultant in this area and is often involved in parliamentary lobbying activities. It maintains regular contacts and dialogue with the Central Government executive and independent Authorities at all levels.

Thanks to its networking and alliance, FASANO has a correspondent office in Brussels, which is also used as a contact and research point and a source of information on problems relating to different areas of EU Law, and works in regular contact with the Community Institutions.

FASANO also works together with sector experts, who provide economic and quantitative analysis in support of antitrust cases.

On the litigation ground, FASANO is experienced in claiming EU Law and enforcing judgements of the Court of Justice before the domestic Courts, even, if any, claiming the infringement procedure before the European Commission against the defaulting State.



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# GUARDIANSHIPS

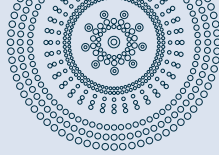
## GUARDIANSHIP ADMINISTRATION AND RELATED LITIGATION REQUIRES SUBSTANTIAL EXPERIENCE AND SKILL.

FASANO has expertise this practice area confirmed by listing and appointing its naming and managing partner by Milan Court as Guardian and Special Curator ("Guardian").

When a person has a developmental disability or is cognitively impaired due to age or illness, he or she may lack the requisite mental competency to give prompt and intelligent consideration to financial and healthcare matters. Guardianships are the Court-supervised procedures whereby people (usually family members) are appointed as agents to protect those who cannot protect themselves ("Wards").

The Guardian's job is to:

- Manage the Ward's basic day-to-day routine
- Oversee the Ward's care and finances
- Make sure that the Ward is not harmed or neglected
- Report back to the Court at least once per year on the condition of the Ward and his or her estate providing an accounting
- Seek Court authorization for extraordinary actions taken on behalf of the Ward
- Maintain the Ward's investments according to the specific requirements of the Court decision
- Generally ensure that the Ward's needs are being met.



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## RENEWABLE ENERGY

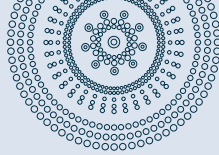
### FASANO ADDRESSES THE HOST OF LEGAL ISSUES THAT ARISE IN THE ALTERNATIVE ENERGY – OR CLEAN TECHNOLOGY – ARENA, INCLUDING THE GENERATION OF ELECTRICITY FROM RENEWABLE ENERGY SOURCES.

FASANO has experienced in these types of projects in both the Italian and in international markets. Because of the depth of FASANO's alternative energy practice, we are able to offer clients a cross-disciplined approach to the alternative energy markets with an active practice in a number of industry segments: solar, wind, biomass and waste-to-energy.

FASANO has served an array of clients, with an understanding of the industry in domestic and international marketplace. FASANO's clients include: project developers, investors, lenders (private and public), equity funds, utilities, land owners, investments banks, engineering and constructors, manufactures.

FASANO provides solar energy developers, lenders, manufacturers and other key players involved in solar energy projects a fully integrated, cross-disciplined spectrum of services to develop projects from start to finish, including: project finance, including government grants and loan guarantees, tax incentives, project development, mergers and acquisitions, environmental, regulatory and permitting, siting, intellectual property.

FASANO counsels clients on an array of issues in the wind energy sector, including: access, siting, permitting, project finance and development, equity investments, turbine and micro-turbine sales, operation and maintenance, transmission and interconnection, state, regional and municipal tax issues, real estate and land use, international and cross-border transactions, environmental, regional and state regulation of real estate, public entity finance, mergers and acquisitions, corporate governance, legislative rulemaking and policy requirements (at both state and regional levels), strategic planning and litigation.



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# TAX

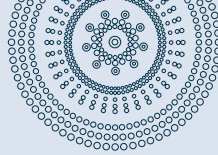
FASANO's Tax Practice Group has lawyers experienced in:

- Tax controversies and litigation
- Mergers and Acquisitions
- Tax planning
- State and local taxes
- Tax-exempt finance
- Tax-exempt individuals and organizations
- Corporate taxation
- Tax policy matters
- Employee benefits
- Inheritance and estates

Our Tax Practice Group has extensive experience in all facets of tax controversy resolution, from audit to appeals to competent authority relief, including litigation when an acceptable settlement is not forthcoming from taxing authorities.

FASANO tax practice focuses almost exclusively on tax controversy and tax litigation cases, allowing us to maintain a high level of excellence in this area. To provide the most informed representation on every assignment, all of our lawyers handle tax controversy matters in their specific areas of experience.





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## CRIMINAL LAW

FASANO provides its legal services (advice and defence activities) for Individuals and Companies involved in criminal proceedings on the following crimes:

- White collar crimes (bankruptcy fraud, corruption, corporate crimes, economic espionage, embezzlement, financial fraud, government fraud, healthcare fraud, insider trading, insurance fraud, IT fraud, money laundering, securities fraud, tax evasion, trade secret theft, etc.)
- Crimes against people (i.e. assault, battery, disaster, murder, sexual offences, etc.)
- Crimes against property (i.e. arson, burglary, criminal damage, theft, trespassing, etc.)
- Crimes against justice (i.e. bribery, official misconduct, perjury)
- Crimes against the hygiene and safety at work (fatal accident, injury)
- Crimes against information technology assets (i.e. computer system abusive access).

FASANO is engaged in defence activities and investigations related to the criminal implications which result from medical malpractice, health and safety at work violations, environmental law violations, privacy, defamation. FASANO also provides defence activities to clients who are victims of offences through the charge before the Public Prosecutor, the investigation activities and the damages suit. FASANO relies on external experts and private investigators to provide technical assistance in the defence activities and investigations.

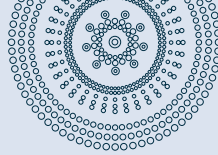
FASANO assists the companies in drafting the Organizational and Management Models in compliance with the Legislative Decree 231/2001 (the "Decree"), which introduced the administrative liability of the companies for some crimes committed or attempted by their directors or subordinates in the

interest or advantage of the same companies. The Decree introduced the administrative liability of legal entities, companies and associations.

The issue is quite innovative for the Italian legal system because for the first time the liability arises not only on the head of the individual and actual perpetrator of the offence, but for legal entities as well. Before the enforcement of the Decree, entities could be held liable only under the civil ground and not the criminal one, and chargeable to pay fines in the event of the perpetrator insolvency.

The Decree sets forth a sort of liability "exemption" in favour of the entities able to prove "to have adopted and effectively implemented the appropriate organizational, management and control models in order to prevent offences as the one occurred", even through a Conduct Code. Such control system is optional and not compulsory. However, it is evident that in the event of an adverse sentence under the criminal code the entity could be punished with sanctions as provided for by the Decree, while, on the other hand, shareholders could take action against the company's directors for negligence in the prior arrangement of the organization, management and control model in order to take advantage of the "exemption" clause.

Mr. Pierfrancesco C. Fasano is appointed as "Compliance Officer", as well as FASANO's lawyers represent individuals and corporations under investigation for, or charged with, violating criminal law. Lawyers at FASANO have extensive experience counselling clients in matters related to the compliance programs as well as internal and external investigations. FASANO also assists boards of directors and compliance offices in the investigation of allegations of misconduct, whether in connection with pending litigation or before any adversarial process is commenced.



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# INTERNET AND ICT

## FASANO IS SPECIALIZED TO PROVIDE LEGAL AND TECHNICAL ASSISTANCE IN THE MATTERS OF INFORMATION & COMMUNICATION TECHNOLOGY (ICT) AND INTERNET.

Services cover all necessary operations for the start up of on-line initiatives:

Drafting ICT related contracts.

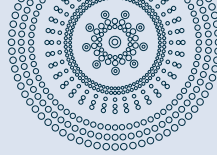
- Administrative procedures for domain names assignation requests to the International and domestic Registration Authorities for what concerns the country code and geographical Top Level Domain suffix.
- Requests for web based business licences.
- Administrative procedures to manage e-commerce business start up.

On-line and web-based business operations requires consideration for all domestic and International legal and technical bonds. The Italian law on ICT may be considered one of the most complete at the European level.

FASANO offers a variety of services covering legal and technical (thanks to experts listed before the Court) needs such as:

- Electronic Commerce business management according to the legal framework.
- Compliance with technical and normative requirements for secure money transfers and web based payments, including the new discipline relative to "electronic money".
- Operational, technical and normative aspects for electronic documents, including the technical directives in the circulars of National Commission for informatics in Public Administration (CNIPA).
- Intellectual Property protection on the web with special regard to web copyright protection and to contrast the abusive electronic diffusion of audio-visual material and to sustain cinema and entertainment's activities.
- Domain names protection at domestic and International levels: FASANO has represented and defended before domestic Dispute Resolution Centers and before the World Intellectual Property Protection Organization (WIPO) of Geneva numerous domain names' rights holders.
- Computer software programs and electronic database protection, especially concerning the normative bounds and including the administrative procedures at the Italian Copyright Registry (SIAE) for protecting software.

- Fiscal assistance in connection with internet based sale of goods and services involving national or EU and international legislations.
- Drafting ICT related contracts, including electronic contracts, on-line and distance contracts with customers (B2C) and with companies (B2B).
- Electronic communication services including assistance in Wi-Fi connection matters.
- Data Protection of the parties involved in transactions and safety of the personal information requested to complete negotiations, in compliance with the applicable rules for data processing and circulations and in particular with the Data Protection Code.
- Commercial and advertising activities for web products and services, with special reference to Internet sponsoring and advertising issues.
- Internet based broadcasting technologies, streaming, web-casting, digital platforms, satellite platforms; assistance on Internet services access matters.
- Publishing sector reform, with reference to new multimedia products on the web.
- Assistance in completing all activities in connection with Public Administration on line services.
- Internet banking, on-line trading and on web based financial brokerage, in compliance with Italian Stock Exchange Investigation, Board (CONSOB) Communications and with banking rules and regulations.
- On-line auctions and E-procurement.
- On-line Gaming, Gambling and Betting.
- Technical and legal issues connected to piracy, viruses, abusive system access, hardware and software damaging.
- Use of Internet and ICT technologies by central and peripheral Public Administrations, including advice on E-Government and E-Democracy.



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# DATA PROTECTION

SINCE 1998 WHEN ITALY SET OUT, FOR THE FIRST TIME, A LEGISLATIVE PROVISION ON DATA PROTECTION, FASANO WAS ONE OF THE FIRMS INVOLVED IN ASSISTING ITS CLIENTS.

## Fasano's Data Protection Practice:

- To conform personal data processing to the provisions set out in the Italian "Data Protection Code". The range of assistance is all-inclusive and covers data processing issues in particular sectors
- To conform data processing policies to the General Authorizations issued by the Data Protection Authority ("Garante") in reference to sensitive data protection for special categories of Data Controllers. FASANO offers also specialized services to public and private health-care institutes and to medical-sanitary professionals who need to review their internal data processing policies for sensitive data that could unveil people's health status and sex life
- To ensure that data processing modalities stick to the sector's deontological codes adopted by special categories of Data Controllers relatively to special data processing
- In drafting deeds and "privacy models" (even web related) according to Data Protection Code provisions (Informative, agreement formulas if required, appointment of data processing responsible and/or Data Processor, "privacy policy" model formulas for web sites, deeds of appointment of the Italian representative of a foreign Data Controller, filling out data processing advance notification forms
- In administrative procedures as set out in the Data Protection Code, especially for notification in advance of data processing to be carried out with electronic means and submitted with electronic signature
- For the alignment of data processing with the minimum security measures. The assistance focuses also on the adequacy evaluation of company's security measures, and includes advice in drafting the Computer Security Program Document required in case of sensitive and/or judicial data processing performed with electronic instruments
- In eventual ordinary litigation, both for penal or civil proceedings, in case of violation of the Data Protection Code's rules
- In administrative proceedings with reference to claims to be presented to the Garante (Authority) for violations of concerned people rights and to the representation of clients before the Garante
- Model-contracts finalized to personal data exchange and data transfer to non-EU countries in compliance with the standard contractual clauses issued by the European Union and with the General Authorizations issued by the Garante and the EU Commission
- for data transfer toward third countries
- In personal data processing matters represented by images, sounds or multimedia elements
- In personal data processing matters performed through electronic communication networks.
- Finally, FASANO assists clients on Data Protection policies enforced in other countries.