

Italy Practice

The attorneys in Cozen O'Connor's Italy Practice have decades of experience representing both Italian companies doing business in the United States and U.S. companies doing business in Italy. Our team provides day-to-day strategic guidance, practical business solutions, and tailored legal representation to Italian-owned companies and multinationals, leveraging Cozen O'Connor's 33 offices, many practice areas, and vast industry experience to our clients' benefit. We have an unparalleled track record in partnering with Italian companies that are market leaders or rapidly growing their U.S. operations, and have been named the 2022 Italian Practice of the Year Worldwide by TopLegal, a leading Italian legal publication. We take pride in helping our clients achieve tremendous success and cutting-edge results in the global marketplace.

Law firms and foreign practice desks are not created equal. Representing Italian clients is our team's primary focus, not a sideline to a domestic practice. In addition, we bring the advantage of working within a full-service firm with 29 offices in the United States with in-depth *local market knowledge* and legal acumen. This combination of rigorous U.S. training, breadth of service offerings, and expansive geographic footprint uniquely positions us to meet the needs of all Italian companies.

We guide our clients through the complexities of the U.S. marketplace and the ever-changing federal and state government regulations to effectively and cost-efficiently manage legal risks and capitalize on transformative business opportunities. We offer top-tier legal experience, combined with practical business advice and cost-efficiency. Further, we bring to the table sophisticated regulatory and compliance capabilities. Members of our Italy Practice work with members of the firm's Government & Regulatory and Public Strategies groups to assist Italian companies in all major areas of regulatory compliance and government representation, including antitrust and trade regulation, transportation and logistics, health care, energy, environmental, and consumer protection and privacy. Cozen O'Connor attorneys and government relations professionals have held high-level government positions at the state and federal levels and routinely assist Italian companies in identifying channels of government funding and obtaining government grants and loans and promoting their interests before the legislative and executive branches, more recently in matters of trade and manufacturing policies.

Our U.S. clients doing business in Italy benefit from the fact that we have practiced in Italy and have a deep knowledge and understanding of Italian laws and regulations, as well as the intricacies of Italian marketplace and industries. Members of our team regularly travel to Italy and have established long-standing working relationships with leading Italian law firms, banks, and accounting firms. Because we do not currently practice Italian law, our service model in this context is to act as a centralized point of contact for U.S. companies and private equity funds doing business in Italy, partnering with Italian counsel to deliver a work product that is responsive to our clients' business goals within a short timeframe.

Our Team

Our dedicated team includes native Italian speaking, trained, and licensed attorneys who have a deep knowledge of and insight into the U.S. market and nuanced differences between the Italian and U.S. legal systems. We serve as primary outside legal counsel in the United States for several Italian and other foreign businesses and government agencies. We are actively involved with Italian chambers of commerce and trade associations and have co-founded and hold senior officer positions in various U.S.-based non-profit organizations that promote and celebrate the rich cultural heritage of Italy.

The Italy Practice is chaired by Christian Moretti, who also serves as the firm's vice chair of the International Practice. Christian is a native Italian and dual-admitted lawyer who practiced for many



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Related Practice Areas

- Antitrust & Competition
- Business
- Commercial Litigation
- Construction Law
- Corporate
- Corporate Governance
- Customs, Imports & Trade Remedies
- Emerging Business & Venture Capital
- Employee Benefits & Executive Compensation
- Employment Litigation
- Financial Services
- Franchising
- Government & Regulatory
- Government Relations - Cozen O'Connor Public Strategies
- Immigration Policy & Strategy
- Intellectual Property
- International
- International Arbitration
- IP Transactions & Licensing
- Labor & Employment
- Mergers & Acquisitions
- Mergers & Acquisitions – Global
- Private Equity
- Product Liability
- Product Regulatory & Compliance
- Real Estate
- Real Estate Leasing
- Tax
- Technology, Privacy & Data Security
- Trade Regulation, Export Controls & Sanctions

Industry Sectors

- Food & Beverage
- Insurance
- Retail

years at Am Law 50 law firms and also served as general counsel to a \$1.5 billion multinational corporation headquartered in Italy. In the last two years, he was recognized by *The Legal 500* as one of the leading practitioners in New York for cross-border M&A in the middle market. Christian is a permanent adviser to the Columbia Law School Association, after having served as its president and director for more than a decade. He also serves as an officer and subcommittee chair of the International Commerce and Distribution Committee of the International Bar Association.

Cozen O'Connor is the U.S. member of OMNIA, a network of independent, full-service law firms located in 17 foreign jurisdictions that includes an Italian desk or Italian native lawyers who are trained and licensed in such foreign jurisdictions.

Service Areas

Banking Regulation. Our attorneys have experience representing Italian-owned commercial and investment banks; investment funds; insurers and reinsurers; and other corporate entities. Cozen O'Connor assists clients facing regulatory scrutiny, private litigation, or both. We defend clients in civil litigation brought under commercial and investment banking, wealth management, or securities laws and regulations. And we protect clients in governmental investigations and enforcement actions initiated by the Financial Industry Regulatory Authority (FINRA), Securities and Exchange Commission (SEC), Federal Reserve Board (FRB), Federal Deposit Insurance Corporation (FDIC), Consumer Financial Protection Bureau (CFPB), Public Company Accounting and Oversight Board (PCAOB), and other federal and state regulatory agencies. [View Experience](#)

Corporate and Commercial Transactions. We have been providing sophisticated corporate and transactional advice to a diverse set of Italian businesses and entrepreneurs for more than 20 years. In our dual role as trusted advisers and aggressive dealmakers, we advise on such issues as general corporate matters, mergers and acquisitions, corporate restructurings, private equity and venture capital, underwritten and syndicated offerings, commercial finance and lending, technology transfers, and complex licensing. In addition, we handle day-to-day transactional and commercial matters, such as leases, technology, joint venture, joint development, collaboration, distribution and manufacturing and supply agreements. We have assisted hundreds of Italian companies in setting up U.S. operations and subsidiaries. Our long-standing relationships with Italian attorneys and accountants allows us to act as a "one-stop shop" in the United States for all day-to-day governance and operational issues and ensure that U.S. activities are consistent with Italian governance, tax, accounting, compliance, employment, and other relevant issues. [View Experience](#)

Fashion Law. The attorneys in our Italy Practice have a long-standing experience providing clients in the fashion, beauty, and luxury goods space with the tailored and insightful advice and counsel essential to success. We routinely advise Italian multinational clothing-retail companies, luxury goods holding companies, fine jewelry brands, luxury fashion brands, fashion accessories companies, wearable and fashion tech companies, and others. We provide counsel on commercial transactions including licensing, distribution, franchising, collaboration and joint venture agreements, warehouse, showroom and store leases, and factoring and other financing arrangements. We handle matters involving trademark and copyright prosecution and infringement, social media marketing, influencer agreements, advertising, and anti-counterfeiting. We are well-versed in all employment-related risks facing the fashion industry, including wage and hour collective actions, ADA matters, and discrimination and wrongful termination claims. Finally, we routinely assist fashion companies with all manner of regulatory compliance issues, including labeling, trade and customs, product safety and Proposition 65, sustainability, and supply chain issues. [View Experience](#)

Immigration. Our immigration attorneys provide the support that international employers and individuals need in dealing with the complex U.S. immigration laws. Our full-service Immigration

Practice advises domestic and international corporations and businesses and their employees in seeking temporary visa options and permanent residence in the United States.

Intellectual Property. For many of our Italian clients, intellectual property is at the core of their business. We provide litigation, prosecution and registration, counseling, and transactional services to help acquire, value, maintain, protect, and exploit all forms of intellectual property, including in the areas of patent, trademark, trade name, domain name, service mark, trade dress, and copyright. Our attorneys couple business acumen with prescient analysis of an ever-shifting legal and technological landscape. And we have the scientific and technical background to handle the most complex IP matters. [View Experience](#)

Litigation. One of the country's most successful litigation firms, Cozen O'Connor has been winning complex commercial trials for more than 50 years. With more than 300 highly respected litigators, including numerous fellows of the American College of Trial Lawyers, we are a go-to firm for sophisticated clients with complicated and consequential business litigation. The Italy Practice routinely represents Italian clients in complex litigation matters. We are frequently called upon to handle cross-border commercial litigation and arbitration, as well as IP-related, employment-related, product liability, antitrust, construction, bankruptcy, and other cases on behalf of Italian clients. [View Experience](#)

Labor & Employment. Our attorneys help Italian clients comply with the myriad laws governing their relationships with employees and consultants located in the United States. Our full-service labor and employment department handles high-stakes employment litigation, including individual and class claims of discrimination, harassment, wage and hour violations, defamation, non-compete violations, and wrongful discharge. Our team has defended numerous Italian companies against Americans with Disabilities Act (ADA) class action lawsuits and claims brought in New York, California, and Florida, and is very familiar with each jurisdiction's peculiarities and standards. We help our Italian clients to reach favorable resolutions of these and other cases and to proactively address compliance issues.

Mergers & Acquisitions. Our Italy Practice has decades of experience helping a remarkably diverse set of Italian clients and private equity funds execute advantageous purchases or sales in the United States. Throughout his career, Christian Moretti, the chair of our Italy Practice, has helped structure, negotiate, and complete more than \$25 billion worth of M&A transactions, both domestic and cross-border. Our mergers and acquisitions attorneys negotiate asset sales and purchases; stock sales and purchases; mergers, consolidations, and joint ventures; and spin-offs, roll-ups, and recapitalizations. They regularly close deals valued from tens of millions to billions of dollars. [View Experience](#)

Real Estate. Cozen O'Connor has earned its place among the nation's top-rated real estate firms over the last two decades. Our Italy Practice routinely represents Italian-owned regional and national developers, builders, owners, private equity funds, institutional and private investors, and banks in the acquisition, development, financing, leasing, ground leasing, management, and sale of real estate in every asset class. With a real estate practice that includes more than 70 attorneys in 10 offices who are regularly supported by members of our corporate, litigation, tax, and environmental groups, we provide comprehensive, integrated service to some of the largest Italian real estate players in the country. [View Experience](#)

Regulatory Compliance. Our attorneys represent Italian clients in customs, export control, economic sanction, Foreign Corrupt Practices Act, dumping and countervailing duty, and other international trade matters before the trade courts, international organizations, and U.S. departments of State, Commerce, Treasury, Homeland Security, and Defense. We also advise domestic and international clients on strategies for foreign-based manufacture, importation, and distribution of goods. Further, we advise clients on how to incorporate and safeguard against anti-competitive trade

barriers, regulatory systems, and trade remedies, both internationally and domestically. In addition, Cozen O'Connor helps global product manufacturers, distributors, and retailers — including highly regulated companies — achieve regulatory compliance, reduce exposure to civil litigation and government enforcement actions, and manage product withdrawals and recalls.

Our attorneys have deep knowledge of all applicable federal regulations, model regulations of voluntary membership organizations, state regulations that apply to specific industries (such as cannabis) or geographies (such as California's Prop 65), commonly adopted industry standards, and best practices issued by major trade associations. Finally, we provide advice and counsel on the full panoply of issues clients face in the cybersecurity and privacy area. [View Experience](#)

Securities and Capital Markets. The firm represents Italian companies in international offerings of public and private equity and debt, high-yield debt, private investments in public equity, rated securities and private placement transactions (including rule 144A and regulation S). We also advise clients on securities regulations and compliance issues and in dealing with regulatory agencies, and we counsel clients in connection with their reporting, listing, and public company obligations under U.S. federal securities laws. [View Experience](#)

Tax. Our tax attorneys advise clients on the tax implications of mergers and acquisitions, financings, real estate deals, entity structure, contractual arrangements, cross-border transactions, and other business arrangements and represent clients in tax controversies and litigation. In addition, our lawyers represent Italian high net worth individuals and families and their family offices with U.S. tax planning and personal, business, tax, and charitable giving management. We draw on the experience of lawyers throughout the firm to create tax-efficient structures for our high net worth individuals and family office clients and advise in areas such as U.S. regulatory compliance, structuring of pooled investment vehicles, asset protection, risk management, and private foundations.

Experience

Corporate and Commercial Transactions

- Represented Investindustrial, a private equity firm based in London, in its acquisition of a majority stake in Eataly S.p.A., the global chain of upscale Italian marketplaces. This transaction drew on the experience of the firm's Corporate, Real Estate, Employee Benefits & Executive Compensation, Intellectual Property, and Technology, Privacy, & Data Security attorneys.
- Represented Lincotek Surface Solutions, a global leader in contract manufacturing services for the aerospace and medical businesses, in its acquisition of Hitemco, LLC, a provider of diffusion and thermal sprayed enhanced surfaces. This transaction drew on the experience of the firm's corporate, tax, antitrust, environmental, real estate, employee benefits and executive compensation, labor and employment, and intellectual property attorneys.
- Represented many Italian consumer goods and retail companies in the fashion, luxury goods, and food and beverage sectors with the drafting and negotiation of a vast variety of commercial agreements, including supply agreements, distribution agreements, joint venture and collaboration agreements, lease and store license agreements, and sponsorship and endorsement agreements.
- Represented an Italian eyewear manufacturer in a joint venture and other contractual arrangements with a Canadian company and a Chinese company, in connection with the development of innovative eyewear equipped with brain-sensing technology.
- Represented the largest Italian R&D facility in connection with a co-development joint venture with a Fortune 50 U.S. pharmaceutical company.

- Represented the largest Italian cement company in connection with transactional, financing, regulatory, and other matters related to the development of a major industrial project in Martinsburg, W.Va.
- Represented the Italian market leader in the diagnostic imaging contrast media market with group purchasing organizations contracts, supply agreements, licensing agreements, joint venture and research, development and collaboration agreements, and other commercial contracts.
- Represented an Italian pharmaceutical company in license and supply agreements and tech transfer relating to global commercialization.
- Represented a conglomerate engaged in the renewable energy business in connection with joint ventures for the development of wind farm projects across the United States.
- Assisted a leading consulting company in the cybersecurity space in a joint venture with an Italian energy and renewable company to develop an industrial control system cyber security framework.
- Represented an Italian energy company in a joint venture to create the largest operator of CNG stations in Colorado.
- Represented an Italian software company that is a market leader in the utility right-of-way management in a joint venture with a U.S. engineering company to bid for and manage various government contracts and projects.
- Represented an Italian tech company in a reorganization transaction to move all of its assets and employees to the United States, including a spin-off of non-strategic assets and a share exchange with existing stockholders, convertible notes and equity offerings, and related IP and technology matters, and several licensing, data location services agreements, and other technology agreements.
- Represented an Italian company to set up a joint venture and enter into ancillary agreements to jointly engage in the design, engineering, manufacturing, and marketing of metal and glass products for use in the construction industry.
- Represented an Italian manufacturer of swabs that plays a critical role in COVID-19 testing in a joint venture with a Fortune 50 tech company to develop technology and advanced equipment to accelerate the manufacturing and supply of sample collection kits for COVID-19 testing and related transactions, including a lease (with an option to buy) of an industrial site in California, and contractual arrangements with the general contractor to build a new manufacturing facility on such site and install the advanced equipment.
- Advised an Italian global eyewear manufacturer on supply chain disruption issues related to COVID-19, including contract dispute resolution on long-term licensing agreements with major designer brands.
- Advised an Italian company in connection with the enforceability of a MAC clause and accuracy of seller's representations and warranties as a result of the COVID-19 pandemic in connection with the consummation of an M&A transaction.
- Represented several Italian companies regarding contractual issues and remedies arising from the pandemic, including enforceability of force majeure clauses, failure to supply/alternative sourcing covenants, business continuity plans, and termination rights.
- Represented an Italian manufacturer of abrasives and surface finishing tools and products, and its

owner (an Italian private equity fund), in the acquisition of a manufacturer of tools for the processing and fabrication of stone, tile, and glass. The purchased assets included assets and operations in the United States, United Kingdom, Brazil, and Switzerland. This transaction drew on the experience of the firm's corporate and labor and employment attorneys.

- Represented Orthofin, LLC and its affiliates in their acquisition of (i) a majority equity interest in Riepen LLC and other assets constituting the Danco Medical business; and (ii) 100% of the membership interests of CoorsTek Medical, LLC from entities affiliated with the Coors family.
- Represented Business Integration Partners (BIP), an Italian strategic consulting firm controlled by the CVC Capital Partners Fund VIII, in its purchase of a majority stake in Monticello Consulting Group, a New York-based consultancy firm specializing in financial services consulting. The transaction drew on the experience of the firm's corporate, international, labor and employment, employee benefits and executive compensation, tax, and intellectual property attorneys.
- Represented the owners of HEYDUDE®, a privately-owned casual footwear brand founded in Italy, in connection with its sale to Crocs, Inc. for \$2.5 billion. The acquisition was funded by \$2.05 billion in cash and 2,852,280 shares issued to HEYDUDE's founder. The complexity and cross-border nature of the transaction required extensive collaboration with foreign counsel in Hong Kong, Italy, and other jurisdictions.

Fashion Law

- Serving as general outside counsel to several iconic luxury Italian brands on all U.S. legal matters, including leasing, employment, transactional, commercial litigation, and IP prosecution and litigation matters.
- Serving as general outside counsel to a global luxury bedding and home goods company in connection with financing, leasing, employment, commercial litigation, IP prosecution, and distribution matters.
- Represented a world leader in eyewear manufacturing and distribution, including more than 30 licensed brands, in connection with corporate, licensing, trade and customs, OFAC, retail, M&A, and other transactional matters.
- Represented an Italian eyewear manufacturer in a joint venture and other contractual arrangements with a Canadian company and a Chinese company, in connection with the development of innovative eyewear equipped with brain-sensing technology.
- Represented a premium denim Italian company in connection with a convertible preferred stock financing and day-to-day licensing and other transactional matters.
- Represented a global Italian jewelry brand in connection with leasing, IP, distribution, AML, and other compliance matters.
- Represented various Italian fashion companies in opposition and cancellation proceedings before the United States Trademark Trial and Appeal Board.
- Advised Italian fashion companies with Proposition 65 claims and lawsuits and disclosures and compliance matters under the California Transparency in Supply Chains Act.
- Assisted various Italian fashion companies in evaluating commercial activities in Cuba and other sanctioned countries.
- Defended Italian fashion companies against Americans with Disabilities Act (ADA) class action lawsuits and claims brought and anti-discrimination, wage and hour, misclassification of

employees, and other employment-based litigation matters.

Financial Services

- Represented an Italian bank in connection with various asset-lending transactions, mortgage assignments, and other U.S. matters arising under a cross-border securitization transaction.
- Represented the Swiss branches of an Italian global bank in the investigation of U.S. taxpayer accounts and negotiation of resolutions with the Department of Justice in the historic U.S.-Swiss Tax Non-Prosecution Program.
- Represented an Italian global bank in connection with a corporate loan to fund the acquisition, from an Italian private equity fund, of the business of an Italian industrial equipment manufacturer and its U.S. and Canadian subsidiaries.
- Represented an Italian leading bank with OFAC compliance matters.

Intellectual Property

- Providing comprehensive IP portfolio management and counseling services and trademark, patent, and copyright prosecution, clearance, registrability, and due diligence for a variety of Italian companies across different industries.
- Represented Italian companies and their management with disputes and litigation arising from breaches of non-disclosure agreements and trade secret misappropriation.
- Served as lead counsel for an Italian clothing company in multiple trademark infringement actions involving unauthorized use of its marks.
- Successfully represented an Italian food and beverage company against claims of trade dress infringement, false designation of origin, and unfair competition.
- Represented an Italian manufacturer of premium office wall partition systems and furniture in a lawsuit claiming infringement of our client's trademarks and trade name.
- Successfully represented an Italian medical device company in federal court litigation finding that a competitor violated the Lanham Act by making false and misleading claims about our client's products and that our client was entitled to damages and corrective ads.
- Successfully represented Italian food and beverage companies in gray-market litigation to enjoin certain online resellers and distributors from commercializing gray market products not authorized for importation into the United States.
- Represented an Italian consumer goods company in federal court litigation to enjoin a terminated distributor from continuing to utilize trade name and engage in unfair competition practices.
- Registered our Italian clients' IP with U.S. Customs and Border Protection and assisted same with counterfeiting enforcement and seizures.
- Assisted an Italian fashion company with the development and implementation of an international brand protection and enforcement strategy.
- Represented various Italian companies in opposition and cancellation proceedings before the United States Trademark Trial and Appeal Board.

Litigation

- Represented certain Italian municipalities and financial institutions in the Chapter 11 cases of Lehman Brothers Holdings Inc. and its affiliates.

- Represented an Italian manufacturer of premium office wall partition systems and furniture in a lawsuit claiming infringement of the manufacturer's trademarks and trade name in the United States.
- Represented an Italian industrial resin compound manufacturer in a dispute with a major U.S. home appliance maker concerning an alleged breach of a long-term supply contract.
- Represented an Italian luxury clothing company in disputes with architects, contractors, and subcontractors concerning the construction of a chain of retail stores throughout the United States.
- Successfully represented an Italian medical device company in federal court litigation finding that a competitor violated the Lanham Act by making false and misleading claims about our client's products and that our client was entitled to damages and corrective ads.
- Representing an Italian developer and investors with construction defect and breach of contract claims brought against a general contractor in connection with the development of a residential building in Manhattan.
- Successfully represented an Italian-owned charter operator in a New York-based commercial arbitration for breach of contract.
- Successfully represented an Italian-owned private equity fund in a post-merger litigation alleging breach of representations and warranties brought against the selling stockholders of a steel business.
- Representing an Italian consumer goods company in federal court litigation to enjoin a terminated distributor from engaging in unfair competition practices and breaching post-termination covenants and continuing to utilize a trade name.
- Assisted an Italian medical device company with a mass tort litigation concerning the adverse health effects resulting from the retention of certain contrast media after an MRI test.
- Successfully represented an Italian manufacturer of air compressors as a cross-defendant in a product liability lawsuit brought in Los Angeles Superior Court.
- Represented numerous Italian companies in lawsuits and arbitrations brought against distributors, suppliers, or customers for nonpayment and other contractual breaches.
- Defended numerous Italian companies against Americans with Disabilities Act (ADA) class action lawsuits and claims brought in New York, California, and Florida, and anti-discrimination, wage and hour, misclassification of employees, and other employment-based class-action and other litigation matters throughout the country.

Mergers & Acquisitions

- Represented an Italian pharmaceutical company in connection with its acquisition, following a competitive auction process, of certain pharmaceutical products and related assets from a Fortune 100 company, including cross-border transitional services and licensing arrangements.
- Represented an international manufacturer of protective coatings for components used in industrial gas turbines in its acquisition of 100 percent of the membership interests of a provider of services to medical original equipment manufacturers (OEMs).
- Represented an Italian pharmaceutical company in multiple acquisitions of drug products and related intellectual property rights divested by Fortune 500 pharmaceutical companies.

- Represented an Italian private equity fund in its acquisition of the business of a packaging company serving the glass and beverage industry.
- Represented an Italian mobile refrigeration company serving the hospitality industry in its acquisition of the business of a U.S. company specializing in luxury appliances and brands.
- Represented an Italian global energy company in its acquisition of certain compressed natural gas stations located in Colorado.
- Represented a wholly-owned subsidiary of a state-owned energy conglomerate in China in connection with its sale of its Italian portfolio of photovoltaic projects to a California publicly listed company.
- Represented an Italian plastic fabrication company in connection with its acquisition of a U.S. belting company.
- Represented an Italian property management company in connection with its acquisition of certain U.S. and Mexican companies in the plastic strapping manufacturing industry.
- Represented an Italian health care and medical device company in its acquisition of the assets of certain European companies, and their U.S. subsidiaries, which produce medical devices and high precision plastic solutions.
- Represented a leading Italian company in the fastening system industry in its acquisition of a North American engineered fastener company and a related acquisition financing transaction.
- Represented an Italian private equity fund in its acquisition of an Italian glass industry company and its U.S. subsidiaries.
- Advised the U.S. subsidiary of an Italian company, which is one of the world's leaders in the diagnostics business, in its \$240 million acquisition of a NASDAQ-listed manufacturer of contrast agents.
- Represented a leading European provider of supply management software and services in its acquisition of a U.S. vendor of on-demand supply management solutions for mid-market companies.
- Represented an Italian company, which is one of the world's largest cement makers, in the acquisition of two concrete companies based in the United States and Canada.

Real Estate

- Represented an Italian family office and its U.S. affiliates in connection with multiple real estate acquisitions and development transactions in New York and California, including purchase and sale of portfolio properties, formation of joint ventures with developers and investors, related management arrangements, financing arrangements, construction loans, refinancings, and regulatory compliance.
- Represented an Italian investment fund in connection with corporate, real estate, and fund formation matters related to the set-up of a €300 million investment vehicle to finance the acquisition and development of U.S. real estate properties, including co-investment and advisory agreements, operating agreements, and development agreements with U.S. partners and advisers.
- Represented the Italian owners of a real estate investment firm in connection with a joint venture with a real estate holding company to raise investment capital for senior and mezzanine loans, and other lending facilities, to fund the acquisition and development of real estate projects in New York.

- Represented an Italian-owned real estate holding company in connection with senior and mezzanine loans to fund the recapitalization of development sites in central Manhattan, including participation and subparticipation agreements with Italian investors.
- Advised a consortium of European investors, including entities affiliated with a leading Israeli real estate investment fund and an Italian global hotelier, in connection with a \$724 million transaction to acquire and develop an existing hotel and casino in Las Vegas.
- Represented numerous retail clients, including companies affiliated with leading Italian brands in the fashion, clothing, jewelry, eyewear, home and office furnishings, design, appliances, food and beverage sectors, in store, and shopping center leases, as well as office, warehouse, and showroom leases and related design and construction matters.
- Represented Italian manufacturers, distributors, real estate investment funds, developers, and financial institutions in all varieties of leasing arrangements, including industrial, warehouse and office leases, sale leasebacks, and ground leases.
- Advised numerous Italian retailers on their lease agreements and obligation to continue paying rent during the COVID-19 crisis, and represented several of these companies and other Italian tenants in lease restructuring negotiations with their landlords throughout the United States.

Regulatory Compliance

- Advised an Italian health care company on anti-price gouging statutes triggered by the states of emergency declared at the state and national levels during the COVID-19 pandemic.
- Advised an Italian medical device company on government contracts with the federal government to provide medical equipment.
- Advised an Italian shipping company on the impact of recent OFAC regulations and advisories, and provided guidance on updating and developing due diligence procedures and compliance programs.
- Represented an Italian multinational company in evaluating permissible Iranian trading activities and the impact of Ukraine-related sanctions on potential investment transactions with Russian companies.
- Assisted various Italian consumer goods companies in evaluating commercial activities in Cuba and other sanctioned countries.
- Advised an Italian health care company on OFAC compliance issues arising from the supply of medical equipment in Iran.
- Advised Italian strategic buyers in connection with CFIUS analysis and review triggered from the acquisition of U.S. companies in the defense and critical technology sectors.
- Represented an Italian jewelry business with compliance with AML/CFT rules, conflict minerals rules, Kimberly Process Certification, and other sourcing and supply chain compliance matters.
- Advised numerous Italian retail companies, financial institutions, and others on compliance with CCPA, GDPR, international data transfers, and other privacy laws.
- Advised Italian retailers and manufacturers with disclosures and compliance matters under the California Transparency in Supply Chains Act.
- Advised an Italian coffee producer in connection with a Proposition 65 litigation brought against more than 100 coffee producers and California retailers alleging that defendants were required to

provide cancer warnings on coffee based on the chemical acrylamide, which is created when coffee beans are roasted, in which the court granted a summary judgment for the coffee defendants.

- Advised various Italian companies on compliance with the Federal Trade Commission (FTC) guidelines, including privacy and data protection, advertising disclosures, endorsement and testimonial guidelines, and native advertising guidelines.
- Represented an Italian global manufacturer of glass vials who is a major supplier of COVID-19 vaccine candidates with research and development, supply and manufacturing, export controls, and other compliance matters.
- Represented an Italian retailer regarding a breach of its customer information, including advice on managing the response to the breach.
- Assisted numerous Italian companies with privacy policies and privacy-related disclosures and advertising and marketing privacy matters, including retargeting, cross-device tracking, cookie matching, and identity resolution.
- Advised the Italian Treasury on General Agreement on Tariffs and Trade (GATT) violations and other unfair foreign practices.
- Advised the Italian Treasury on the applicability of the Agreement on Technical Barriers to Trade to foreign procedures for approval and development of drugs and drug ingredients.
- Advised the Italian government in connection with Iraq procurement contracts administered by the U.S. Agency for International Development.

Securities and Capital Markets

- Represented an affiliate of the Italian global market leader in the production of glass packaging and other related pharmaceutical equipment in a \$34 million Series A Preferred Stock Investment in an Indiana-based company operating in the contract development and manufacturing sector. This transaction drew on the experience of the firm's corporate, labor and employment, and employee benefits and executive compensation attorneys.
- Represented a Florida corporation in connection with U.S. securities and other regulatory matters arising from the company's listing on the Milan Stock Exchange and related pre-listing reorganization involving the contribution of stock and assets to a Dutch entity.
- Represented an Italian private equity fund in connection with U.S. securities, regulatory, and tax matters arising from the IPO on the Amsterdam stock exchange of a Connecticut-based company, and related pre-IPO corporate transactions, including conversion of multiple series of preferred stock.
- Advised an Italian dual-listed company on compliance with the Sarbanes-Oxley Act and Italian and NYSE listing standards and in connection with restructuring of group corporate governance.
- Advised an Italian pharmaceutical company in connection with a private placement of convertible notes and warrants and its initial public offering on the Nasdaq.
- Advised Italian issuers and investors in connection with Rule 144A and Reg. S offerings.
- Represented certain U.S.-based hedge and mutual funds in connection with equity investments in Italian-listed companies; provided advice on proxy contests and rights of minority shareholders under Italian law.

- Represented Italian-owned issuers and investors in connection with alternative public offerings, including SPAC offerings and reverse public mergers.
- Represented Italian startups and angel investors in connection with private offerings and venture capital transactions.

