

The Best in Italy

FINANCE 2018

Report



RAYNAUD STUDIO LEGALE

LAW FIRM | DEPARTMENT | PRACTICE AREAS | CLIENTS

RATING

Directories average legalcommunity



C



A boutique law firm offering tailor-made high quality services on NPL, Regulatory and Real estate banking and finance-related matters.

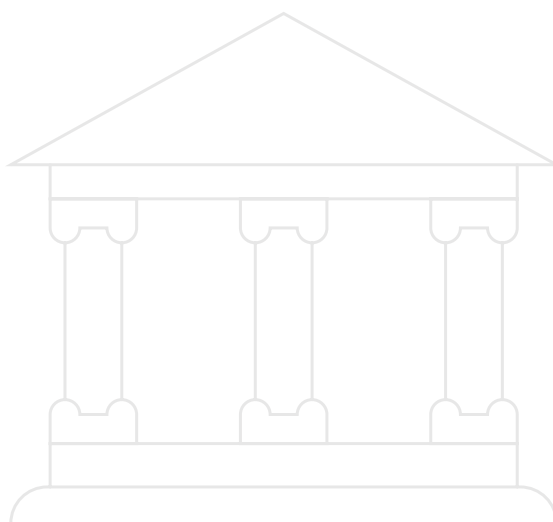
MARKET FEEDBACK ON THE FIRM*

«We started working with Raynaud 7 years ago. Very good business relationship. Business-oriented approach».

The most frequently cited lawyers this year

Daniele Raynaud: «Extremely knowledgeable and reliable».

Antonio Campagnoli (Of Counsel): «Very competent and responsive, he is always available to address our questions and concerns».



LAWYERS PRACTICE AREAS AND MARKET FEEDBACK	Rating	PRACTICE AREAS														
		Project finance/ Finance	Banking	Debt capital markets	Restructuring	Litigation	NPL	Regulatory	Shipping	Real estate	Structured Finance	Leveraged Finance	Private banking	Wealth management	Private debt/ minibond	Financial crime
Daniele Raynaud	B						✓	✓		✓						
Other notable lawyers according to market sources	Giovanni Calvi (Associate)															

*summary of interviews with clients

RAYNAUD STUDIO LEGALE

LAW FIRM | DEPARTMENT | PRACTICE AREAS | CLIENTS

1

33,3%
Partners

1

33,3%
Associates

1

33,3%
Counsels

—

—
Trainees

NAMES OF PARTNERS

Daniele Raynaud

HIRES IN THE LAST 12 MONTHS

1

NAME. **Giovanni Calvi** (Associate)

JOINED FROM. **Gitti & Partners**

THE FIRM'S STRENGTHS

1. expertise and practice with a primary focus on NPL, Regulatory and Real estate finance related matters;
2. technical skills, professionalism and responsiveness;
3. knowledge and understanding of the banking/financial market and of the clients' business;
4. presence and availability of Partners;
5. cost-effective services.

ACTIVITIES WITHIN DIFFERENT PRACTICE AREAS

Project finance/Finance

Banking

Debt capital markets

Restructuring

Litigation

NPL

60%

Regulatory

20%

Shipping

Real estate

20%

Structured Finance

Leveraged Finance

Private banking

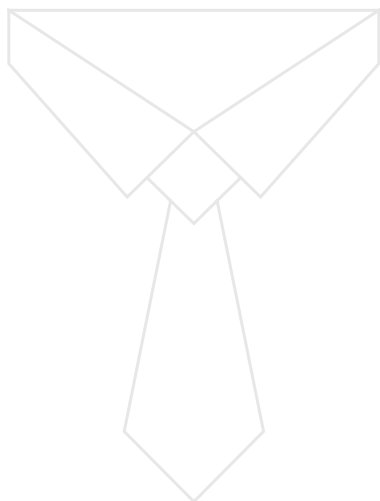
Wealth management

Private debt/minibond

Financial crime

BANKING & FINANCE
ACTIVITIES

15 %



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LAW FIRM | DEPARTMENT | PRACTICE AREAS | CLIENTS

PRACTICE AREA	RATING	TEAM MEMBERS	NUMBER OF PARTNERS	NAME OF PARTNERS
NPL	B	3 • 100%	1 • 100%	Daniele Raynaud
Regulatory	C	3 • 100%	1 • 100%	Daniele Raynaud
Real estate	C	3 • 100%	1 • 100%	Daniele Raynaud



Best Capital Italy S.r.l.

170 € mln



TYPE OF MATTER
NPL



LEAD PARTNER
Daniele Raynaud



COUNTERPARTY
-

Assistance in the acquisition of € 170 million of not performing loans sold by Ivory SPV S.r.l. and acquired by Best Capital Italy S.r.l., the Italian subsidiary of the Polish group Best SA, specialised in investments and NPLs management, listed on the Warsaw Stock Exchange and a major new player in the NPL market.

Other clients: Italian and foreign banks and financial institutions and companies of different industry sectors.

The lawyers may have an active role in different practice areas.