

CURRICULUM VITAE

Avv. Valerio PANDOLFINI

PERSONAL DATA

Nationality: Italian

Date of birth: 4 August, 1964

CONTACT DETAILS

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PROFESSIONAL EXPERIENCE

- **From 2009 to present:**

Lawyer in my own law firm in Milan. Legal assistance in the areas of franchising, corporate law, commercial contracts, pharmaceutical law, litigation.

- **From 2001 to 2008:**

Director of Studio Legale Associato – Deloitte in Milan, a mid-size (40 lawyers) Italian Law firm. SLA is a member of the international network of law firms affiliated with Deloitte.

I provided legal assistance to the functions of Deloitte Italy (audit, tax, financial, consulting), to the Deloitte network and to external clients (national and multinational companies), mainly in the areas of corporate law, M&A, commercial contracts, antitrust, litigation, compliance programs (D.lgs. n. 231/2001).

Since 2005 I was Function Legal Leader of the Life Science Industry of Deloitte Italy. I provided legal assistance to some multinational pharmaceutical companies in coordination with the other functions of Deloitte Italy and the Deloitte network.

- **From 2000 to 2001:**

Senior Lawyer in Gianni, Origoni, Grippo & Partners, a law firm based in Milan.

I provided legal assistance to external clients, mainly in the area of corporate law, commercial contracts and litigation, upon direction of the partner involved.

- **From 1996 to 1999:**

Lawyer in my own law firm in Florence, in association with another lawyer and an accountant.

Legal assistance in the areas of corporate law, commercial contracts, litigation, bankruptcy.

- **From 1990 to 1995:**

Practice and Lawyer in Vincenzo Vigoriti law firm in Florence, a mid size firm specialized in the areas of commercial law and arbitration.

Assistant of Private Comparative Law and Civil Law at the University of Florence.

MAIN AREAS OF EXPERTISE

- **Franchising**

Assistance and consultancy on all legal aspects concerning franchising contracts, such as:

- Start up of the franchising chain;
- Compliance with Italian Law n. 129/2004 on franchising agreements;
- Drafting of standard franchise agreements;
- Consultancy on international expansion of franchising chains
- Drafting of international franchising contracts (Master Franchising Agreements, Area Development agreements, Area Representative agreements, Joint ventures).

- **Corporate, M&A**

Legal assistance with reference to M&A operations, such as share purchase agreements, mergers, sale of businesses, due diligence.

Negotiation and drafting of corporate agreements, articles of associations, voting trusts and shareholders agreements.

Compliance programs according to D.lgs. n. 231/2001.

Legal opinions on antitrust regulations, copyrights, trademarks, patents.

- **Commercial contracts**

Drafting and legal opinions concerning several commercial contracts, including:

- agency, distribution and licensing, franchising;
- supplies, consortium agreements;
- leasing, factoring;
- sale, lease, financing.

- **Pharmaceutical law**

Drafting and legal opinions concerning contracts in the pharmaceutical sector, including:

- co-promotion, co-marketing, distribution;
- clinical trials;
- R&D agreements;
- promotion, scientific information and sales representatives;
- sponsorships, grants.

Parallel trade and antitrust regulations

Compliance with the Farminindustria Ethical Code

- **Litigation and arbitration.**

Legal assistance to national and multinational companies with reference to litigation and arbitration proceedings, mainly concerning corporate law and commercial contracts.

EDUCATION

- **From 1995 to present:** Attendance to several seminars, courses and workshops in the area of franchising, M&A, commercial law and pharmaceutical law.
- **2011:** Member of the Italian Franchising Association (Assofranchising)
- **1994:** Admitted to the Italian Bar.
 - **1991-2001:** Assistant at the University of Florence of Anglo-American Law and Private Law
- **1990:** Degree in Law at the University of Florence (*magna cum laude*); thesis on international commercial law (performance bonds).
- **1984:** Classical high school licence in Florence (score: 58/60)

TRAINING ACTIVITIES

- During the years I held several training sessions, courses and masters for institutions, universities and companies in the areas of franchising, commercial contracts, M&A, pharmaceutical law. I regularly hold training sessions for the Italian Franchising Association (Assofranchising)
- During the years 2006-2011 I held courses for the New York University – Florence and the European School of Economics – Milan on international business law.
- Since 2009 I am teacher of commercial law in the Law University of Milan – School for legal professions.

WORKING LANGUAGES

Italian: mother tongue

English: fluent, spoken and written.

I frequently use the English language in my day by day working activity. I attended several courses, among which: advanced English at the University of California - San Diego (USA); advanced English at the Bell Language Institute of London, advanced English (C-D – Accet) at the Language Academy of Fort Lauderdale (USA). In 1991 I passed the T.O.E.F.L. (score: 630/700).

(Valerio Pandolfini)