

# Italian legacy, global approach

Gianni, Origoni, Grippo, Cappelli & Partners is an award-winning business law firm which provides legal advice in all areas of commercial law. In Abu Dhabi since 2010, it is the first Italian law firm to launch an office in the UAE.

**G**ianni, Origoni, Grippo, Cappelli & Partners (GOP) has always been global. Established in 1988, the founding partners Francesco Gianni and GianBattista Origoni broke new ground by importing the Anglo-Saxon model of legal practice to Italy. The partners were determined to create an international law firm equipped to meet the demands of modern business.

## LOCAL AND GLOBAL REACH

The firm initially opened three offices: in Rome, Milan and New York. Through ethic of quality, hard work and commitment, GOP quickly became the trusted advisor to a number of major domestic and international clients. Soon other offices were opened in leading financial centres in Europe, Asia and the Middle East. In 2010, GOP became the first Italian law firm in the United Arab Emirates. Today GOP counts more than 450 lawyers assisting clients around the world through its offices in Rome, Milan, Bologna, Padua, Turin, Abu Dhabi, Brussels, Hong Kong, London, New York and Shanghai. With the intensification of overseas business, the firm decided to create other multi-disciplinary teams dedicated to specific geographic areas: China Desk (2011), Korea Desk (2012), Turkey Desk (2013), Russia Desk (2016), Africa Desk (2018) and Luxembourg Desk (2018).

## MARKET RECOGNITION

Since 1988, GOP has won recognition as a benchmark in the legal market, both in Italy and overseas, and has received a number of prestigious awards and climbed the major legal rankings. In 2019, GOP is an important reality also in the GCC Countries market, where its clients are constantly growing. "2018 represented a great year, with the

turnover of our Abu Dhabi office doubled compared to the one of 2017. Since the beginning of 2019 we have registered already a further increase of work compared to 2018 and we expect to close the year with even better results than 2018. This is the best market recognition we could have wished for," states Riccardo Sensi, managing partner of the Firm's Abu Dhabi office and in charge of the United Arab Emirates, Kingdom of Saudi Arabia, Kuwait and Oman practice.

## THE FIRST ITALIAN LAW FIRM IN THE MIDDLE EAST

"We are one of the few Italian firms to continuously invest abroad and the first Italian law firm to establish a presence in the United Arab Emirates, with the Abu Dhabi office serving as a hub for high-value regional deals," states Sensi. With the regional hub in Abu Dhabi and a secondary business unit in Dubai, the firm ensures a constant presence and readily available assistance to companies which require support for cross-border and domestic operations in the GCC Countries, as well as to Middle East-based entities seeking legal assistance and possibly investment opportunities in Europe and in other jurisdictions where its offices are located. The hub also serves as a unique access point to countries and regions such as India, Far East and Africa, through its dedicated desks and offices.

## POINTS OF STRENGTH

"The points of strength of our UAE practice are the presence for 10 years in the Region, the small, highly-skilled, experienced and motivated team, the multi-disciplinary and integrated approach, the very business oriented approach with no over-lawyering, the timely and responsive assistance,

the best combination of quality and cost effectiveness, the coordinated and efficient management of matters and remarkable relations and contacts with major institutions, business organisations and associations,” states Sensi.

#### LOOKING AHEAD

“Our Firm’s mission has always been based on the concept of ‘internationalisation’, not only through the opening of offices abroad but also through the specific preparation of professionals able to interact with foreign markets and clients”, continues Sensi, one of the most influential representatives of the Italian business community in the UAE, where he resides

since 2010. “All markets offer different perspectives and opportunities based on their specific economic and industrial history and evolution. The GCC Countries, for example, are constantly evolving. The relevant market continues to represent great opportunities and satisfactions. The competition is strong and requires us to continuously pursue excellence in our client services”. “The pursuit of excellence and the driving idea to always provide the clients with the best product is also confirmed by our team in the region, which is constantly growing and is composed of highly skilled professionals able to provide high quality legal assistance to our clients,” concludes Sensi speaking about his team. 

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**Riccardo Sensi** is the managing partner of the firm's Abu Dhabi office and is in charge of the United Arab Emirates, Saudi Arabia, Kuwait and Oman practice. He has developed a strong expertise in M&A and cross-border transactions, including projects in infrastructures, luxury, design, defence and automotive. He assists clients in negotiating joint venture agreements, shareholders' agreements, commercial and financing agreements as well as EPC, engineering and design contracts and related guarantee packages. He is an active member of the Training and Mentorship Programmes at New York University of Abu Dhabi and the supervisor of the Emiratization Program of the Firm in the UAE.

He is a member of the Italian Bar and of the Italian Business Council of Abu Dhabi (Vice Chairman).



**Reem Al-Faisal** specialises in corporate/M&A and advises local and international companies on legal structures in the region. As well as advising on business set-ups onshore and in various Free Zones in the UAE she specialises in commercial agency laws, distributorship agreements, franchise agreements and commercial representation, joint ventures, corporate governance, foreign investments, regulatory matters and coordination with the local authorities



**Marco Mennella** specialises in corporate/M&A. He has developed a strong expertise in drafting, reviewing and negotiating share purchase agreements, asset purchase agreements, commercial agreements, joint venture agreements, as well as any relevant annex (including representations and warranties and ancillary agreements such as lease agreements, service agreements and trademark licence agreements). He is an expert in drafting and reviewing due diligence reports, framework agreements, shareholders' agreements, exclusivity agreements and non-disclosure agreements. He is also an expert in GDPR compliance matters, whose expertise started immediately after graduation, when he became assistant professor to the chair of Legal Logic and Informatics Law. He is a member of the Italian Bar and the International Bar Association.