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The “boutique” of civil law wins the challenge, few lawyers in-house and networking

It looks like a simple flat where one would live; it is instead the office of a law firm. The furnishing is essential, but it is just accurately simplified. It appears to be a standard legal office, but it is one of the highly regarded “boutique” of the Italian civil law.

In this roman office have walked renowned journalists, politicians and ambassadors; is assisting the Relatives Association of the Ustica disaster; the parties involved with the Sunday shops opening issue, up to the Judicial European Court, some of the largest Shopping Center in the Country, Italian and foreign entrepreneurs, recently mostly Chinese.

The key to this established success – says lawyer Franco Di Maria, chief of the roman office coordinator of activities together with his brother lawyer Marco Di Maria – rests on a specific programmatic choice, for certain aspects in counter tendency: few selected clients and few in-house lawyers. Few clients, explains Di Maria, because the matters brought in are always particularly complex and economically relevant, and we want allow time to elaborate and come to a well meditate conclusion: we wish to dedicate the necessary care and attention to the matters that clients bring to our attention. Few lawyers, because we cannot afford to have “only” experienced and very good associates. The high complexity of the economic, political, legislative and social scenario, demands a sophisticated, multi-disciplinary approach to the problems set forth and this juridical expertise of excellence is not found in a sole legal firm, even if of large size. We, therefore, continues the jurist, prefer to coordinate the work of an equipe associating colleagues and experts whom represent the top excellence of that specific field in law and business. This network of relationships – even institutional – seems to be the basis to allow clients to win over every kind of challenge. It is in such a view that the underwriting of a strategic alliance takes place between the Di Maria law firm and one of the most prestigious firms in Pechino. The partnership is intended to offer integrated law counseling to Chinese investors interested in the Italian market and facilitate the access of Italian entrepreneurs in the multi-faced Chinese market reality, especially in the luxury area (clothing, shoes, etc.) But, the level that needs to be presided - adds Franco Di Maria – is not that of the great brands – affirmed in China over many years, rather the middle one that already envisions tens of

millions of consumers and constantly growing. Our firm, concludes the jurist, provides clients strategic counseling support aiming to protect the enterprise interests of juridical and financial nature in all aspects of law involved in the life of the Company, optimizing performances and value of project. An approach, therefore, that is not only juridical, but truly that of a Business Advisor.