

Dr. Danilo LA PIANA
Attorney at Law

Dr. Alessandro NICI GRIFEO
Attorney at Law

Dr. Roberta TARRO
Attorney at Law

Dr. Bryan ARANDJELOVIC
Advisor for Financial Business

Dr. Naceur BEN GHORBEL
International business

Drs. Aleksandra RADOSEVIC
Administrative Assistant

Team Presentation

Professionals in Team – P.I.T. as established by the synergy of the Associated Law Firm La Piana & Nici Grifeo with some professionals specialized in the development of international operations. The Team's aim is of developing, marketing and executing a series of projects in Italy and in different countries of the world. The Group's headquarters are in Venice.

THE TEAM

Attorney Danilo La Piana, Legal Representative and Head of Marketing and Technology Development.

Attorney La Piana is attorney in civil and administrative jurisdictions, for disputes related to bankruptcy and commercial law; he was responsible for drafting and concluding contracts and issues concerning real rights. For some years he has been dealing with legal advice for companies that want to invest abroad and create secondary offices operating in non-EU countries. He was representative of the Italian Chamber of Commerce in the United Arab Emirates, with which it has been collaborating for some years, to facilitate companies to penetrate the Emirati market. Together with dr. Arandjelovic, attorney La Piana follows some projects, in the interest of International Financial Funds, aimed at the acquisition of impaired loans, by Italian credit institutions. Attorney La Piana also takes care of developing the technological aspects, for a closer synergy with the Team partners and with external customers.

Attorney Alessandro Nici Grifeo, Head of Legal Area (consulting and contracts).

Attorney Nici Grifeo took his degree in 1988 and, since 1992, he dealt mainly with contracts and all that relates to the contractual relationship between the parties. He carried out extrajudicial and judicial assistance for the members of an association of real estate owners from 2001 to 2005. He was attorney for both individuals and companies, in disputes relating to breaches of contract, in contracts, in agency contracts. He also worked to protect savers in the cases aimed at obtaining compensation for incorrect investments in Argentine bonds. He was representative of the Italian Chamber of Commerce in the United Arab Emirates, with which he has been collaborating for some years, to facilitate the companies to penetrate the Emirati market.

Dr. Bryan Arandjelovic, Chief Financial Officer and Project Manager.

Dr. Arandjelovic took his degree at the University of Arizona, Tucson, in 1974. He is advisor specialized in international transactions, investments and financial projects. He collaborated with several governmental authorities in some European countries and he was a consultant for some

important industrial groups, such as: Bechtel Corporation, ITT, Televisa, Waste Management, Delta Airlines, Ansaldo Breda, Canadian Tile, Medio Trade, Piaggio, Siemens ICN, Siemens Voith-Hydro, Firema, West LB, BNB Paribas, Infidar, Wincor-Nixdorf, Carbofuel, Unicredit Leasing, Livolsi & Partners, BCL, Pensa (Esteve), Wm Partners, Ziraat Bank.

Attorney Roberta Tarro, Chief Financial Officer (relations with banks and Magreb clients).

Attorney Tarro took her degree in 1991 in Political Sciences, in international branch, and in 1996, in Law. She is registered as mandate, for the deposit at the Italian Patent and Trademark Office and at the European Institute for International Trademarks and Patents. She deals with banking and commercial law and she was part of a Board of Directors of an Italian banking institution. She also deals with international contracts and legal advice, even under the economic and financial aspects of feasibility.

Dr. Naceur Ben Ghorbel, Head of Business Maghreb, UAE, Gulf Countries.

He took his degree in economics at the Carthage Business School and was marketing referent for many textile companies. From 1980 to 2010 he was a member of the Board of Directors and Administrative Director in various corporate groups. Since 2011 he leads an international trading company. He deals with projects in Morocco, the Maghreb and the Arabian Gulf countries.

Drs. Aleksandra Radosevic, administrative Assistant.

Aleksandra Radosevic was born in Belgrade. She studied italian language and literature (english as second language) at the University of Belgrade. She graduated in 1990 with the highest votes. She lived in Paris, where she studied french language and civilization at the prestigious Institut Catholique de Paris. She also worked as english teacher in a private school.

In 2007, she worked as interpreter on the project organized by Italian Ministry of Foreign Affairs (Farnesina), aimed at introducing young delegations from Bosnia at the reality of italian big and small cities. She accompanied bosnian delegations during their meetings in Rome and travelled with them to different sites and cities including Modena, Ancona and Bari.

In 2011/2012, she worked as a tutor during the management education courses for adults, organized by the Region Lazio.

From 2014 to 2017, Aleksandra Radosevic worked for author's rights agency stationed in Belgrade. Her work consisted in translating and doing subtitles of documentaries and fiction from french and italian to serbian language.

Aleksandra Radosevic has big experience in translating commercial and financial documents. She is also certified interpreter for the Criminal Court in Rome. She translated various documents and sentences for the Court of Appeal during the war in ex Yugoslavia.

Aleksandra Radosevic is fluent in italian, english and french. Her mother tongue is serbian

Each of the founding members provides a concrete contribution to society with its own cultural and professional background. The Team wants to turn to a market growing considerably and offers well-designed professional advice. The Team's purpose is to support the company's ability to meet its market share and revenue targets within the required time frame.

Foreign Partners

The Venetian Group has strategic foreign partners and, in particular:

Concept Designer engineer **Amedee Santalo**, advisor to His Excellency Sheikh Mohammed Tarek Bin Laden;

Tussonia Global Limited and the CEO dott. Willi Kienzle and the General Manager Dr. Philippe Van Buuren;

US business lawyer **James Gapstur**;

engineer Mazdak Rafaty with his company **Ludwar International Consulting**.

In the sector of supply of petroleum products, the Italian Team has concluded partnership agreements with two Traders companies in Dubai and a company, Sector Leader, based in St. Petersburg.

Given the delicacy of the type of business, we cannot mention the names of companies.

The products and services provided by the Professionals Group in Team are:

- 1) legal advice in out-of-court, national and international matters, with the drafting of supply, sale, procurement and agency contracts;
- 2) consulting in the financial-commercial area to support customers in the requests for financing required to achieve their business. A very delicate and absolutely essential aspect to prepare an adequate business development plan consists of the study of contractual clauses and bank contracts (we refer, in particular, to the autonomous guarantees and the guarantors), which, if properly included, can avoid future disputes between the parties.

The Team Professionals deals with cases concerning commercial and bankruptcy law; in particular, the team takes care to protect the interests of numerous Bankruptcy Curators, in the interest of which it followed (among others) some disputes relating to the judgments of Opposition to the passive state pursuant to art. 98 Bankruptcy law, as well as numerous disputes related to bankruptcy revocatory actions pursuant to art. 67 and following Bankruptcy Law, in which the bankrupt companies (then *in bonis*) and / or the shareholders have become authors of distractions of the corporate assets, through fictitious sales of company shares, fictitious sales of corporate assets, sale of company branches to values significantly lower than those of the market, simulation actions of company sales, through separate leases of property and company assets. In addition, the team protected the interests of the failed partners of a limited partnership, which managed a major Venetian villa of the seventeenth century, used as a 5-star hotel.

- 3) The Team supports Italian and foreign companies in the out-of-court phase as well as in the judicial (eventual) one, for the recovery of outstanding debts and proposing to the disputed parties the resolution of disputes before the International Referee.

As part of the restructuring of corporate debts, the Venetian Team is concluding an operation to acquire impaired loans, by a Greek Investment Fund.

4) intermediation in the distribution and supply of petroleum products: research, on behalf of clients, of reliable partners, for the business in the Oil sector; examination and evaluation of the economic and financial capacity necessary for the signing of supply agreements; consultancy for the drafting of transport contracts, for the granting of international guarantees, study and drafting of NCND agreements. We have also contracted in the interests of our client, the bank guarantee of the bid (*Bid Bond*) and of good execution (*Bond performance*). In an interesting case of responsibility for breach of contract, in which the counterpart had pledged the "force majeure" to justify its non-fulfillment, we managed to avoid a judicial dispute with the defaulting company, having enforced the CCI 2003 hardship clause and delegated the resolution of the dispute at the Paris International Chamber of Commerce. the guarantee of repayment of the advance payment (advanced payment bond).

5) The Team also deals with cases concerning the preparation and filing of applications for trademark registrations in Italy, in Europe and abroad (national brands - Community trademarks - international brands), as well as the preparation and filing of European Patents and carries out extrajudicial and judicial activities for the defense and protection of European Community Trademarks and Patents.

More specifically, as regards the **brand sector**, the team deals with cases relating to deposits for the registration of national trademarks at the UIBM and to stores for the registration of Community trade marks, at EUIPO, as well as deposits for the registration of international trademarks at USPT (United States Patent and Trademark Office).

In this regard, we point out that the applicant has the possibility to protect himself, with a single deposit, in all EU countries.

The team has concluded extrajudicial and coexistence agreements with a well-known German brand in the food sector.

The Team also worked on opposition, invalidity and nullity procedures taken by the European Union Intellectual Property Office (EUIPO); in this context, it protected the interests of a subject, in opposition proceedings promoted by a well-known lingerie brand for women, with a favorable outcome for the client.

Particular care and attention is given to the preliminary consultation to the deposit activity, related to the c.d. *search for anteriority*. This activity assumes extreme importance, being aimed at verifying the pre-existence of previous registrations for the same sign and, therefore, avoiding the rejection of the application for filing and (above all) avoiding the emergence of possible opposition procedures, by subjects third.

As for the experience gained in the field of **patents**, the team takes care of all the activities related to the filing of the European Patent, by means of which the applicant can protect himself, with a single deposit, in all EU countries, as well as in some other countries, candidates to be part of it.

As part of this activity, the team oversaw the preparation of the text of the patent (where the patent was not prepared by the requesting client), the adaptation of the text and drawings to the European standards, the relative translation into English and all further subsequent incumbents to obtain temporary protection (claims).

The obligations related to the national phases are also taken care of, in the countries in which the protection is to be achieved.

Finally, the team carried out extrajudicial activities in the context of licensing agreements, as well as court procedures relating to patent paternity claims.

If we want to summarize the activities carried out by the team in this sector, we indicate (by way of example) the following activities:

registration of EU trademarks at EUIPO; opinions on the novelty and originality of a trademark, for the relative deposit; advice on the best procedures for registration; advice on the pre-feasibility of the operation; opinion about the need for translation; possible search for anteriority without registration and possible subsequent registration, at the outcome of the results obtained; advice on the conditions and operating methods for filing and obtaining the European Patent; evaluation of the possibility of filing the claims; modalities and times for the opening of the national phases, in the States in which the protection is to be achieved.

The professionals of the Firm have been dealing with international contracts for about 10 years and, with this specialty, they accompany Italian companies, which want to internationalize their services / products and penetrate the International Markets, to expand their business.

In the study of the practice and the business, the professionals deal with all the preliminary issues and aspects, of legal relevance and absolutely necessary for the stipulation of an adequate international contract and for the happy achievement of the business sought by the client company.

For the purpose of a further, albeit brief, presentation of our Study, we list some of the cases dealt with:

Dubai (United Arab Emirates): A company from Northern Italy has asked us to verify the possibility of developing an industrial project in the UAE, in the field of automatic transmissions for motor vehicles, intending to expand their business in the Arabian Gulf area, both through the sale of technological and industrial products and services offered, and through the establishment of a company in a Free Zone of Dubai or in one of the adjacent Emirates.

Together with the Italian Chamber of Commerce in the United Arab Emirates, we have prepared a business plan and we have taken care of the most important legal aspects, as regards the establishment of a company in a Dubai Free Zone.

Baku (Azerbaijan): we opened this interesting international market to an Italian company that produces prestigious artistic ceramics. Also in this case, we have taken care of the preliminary phase, with the stipulation of the declarations of non-binding intent (NDA), followed by the letters of intent (LOI) and, in this case, the preliminary stipulation of the transport contracts railway, according to the principles contained in the CIM International Convention.

Casablanca (Morocco): we have studied and developed, on behalf and in the interest of a construction company, the project to build a Technology Park in Southern Morocco, also studying the necessary and related legal aspects of the international procurement sector and of the associated bank guarantees.

Tangier (Morocco): we signed a M.O.U. with a Moroccan company, leader in the construction of hospital facilities, to carry out a project carried out by a Florence Architects' Studio (Italy), which provides for the construction of a high specialty hospital clinic, with the help of the University of Siena (Italy).

Belgrade (Serbia): the Team assists an Italian Company that wants to build a Data Center in the Belgrade region.

Business in the Oil and Gas sector: in this context, we discussed the purchase, on behalf of an international broker, of a cargo of Crude Oil Bonny Light, originating from Nigeria. We have submitted to our client both the maritime transport contract, with the preparation of the clauses concerning the obligations of the carrier, with the indication of the consequent responsibilities in case of failure to deliver or deterioration of the product, with a specific contracting on the indication of the competent Court , as well as identifying the policies to guarantee the performance of the services and the obligations arising from the contract.

