



**GIANCARLO
CAPOLINO-PERLINGIERI**
co-founding, **CP-DL CAPOLI-
NO-PERLINGIERI & LEONE**

“WE OFFER A SOPHISTICATED ADVICE IN A KEY PRACTICE SUCH AS THE FUNDS INDUSTRY, FROM FUND RAISING TO THE DEPLOYMENT OF THE FUNDS IN M&A TRANSACTIONS”

“we are establishing ourselves as a recognized player in the private equity industry”

Leadersleague. How would you define your firm’s culture?

Giancarlo Capolino-Perlingieri. Judging from the curricula of the founders, and comparing with other domestic law firms (and often international networks) we are a “truly international” law firm.

Leadersleague. What do you mean by “truly international”?

G. C.-P. That the founders of the firm gained true experience by studying and practicing more than 50% of their professional life in the international markets (Brussels, Hong Kong, London, New York, Paris and Zurich), where the investors, managers of funds, financial advisors, shareholders, corporations we normally deal with are located.

Leadersleague. What do you think is your value added?

G. C.-P. We understand from our clients (mostly funds) that they appreciate our capability of making the deal happen. That we are familiar with the market standards in the fund industry (and successfully adapt them to local standards), that quality of the work is in line with the highest international market standards (the founders of the firm have at length served with two and the same leading US law firms) and that it is uniformly spread within the firm.

From our associates’ prospective, our practice being highly focused, we offer a state-of-the-art education in a key practice such as the funds industry, from fund raising to the deployment of the funds in M&A transactions. Our training program is uniform and structured and junior associates benefit from a true mentorship from the founders. Finally, we offer a clear career path and profit sharing based on meritocracy.

Leadersleague. The firm has been established in 2006. Could you describe your firm’s principal achievement?

G. C.-P. In a relatively short period of time, we are establishing ourselves as a recognized player in the private equity industry with a prominent and sophisticated client base. We are successfully extending our geographical reach, to the extent that we

are now instructed by prominent private equity institutions to advise on a number of multi-jurisdiction deals also through our Lugano office. Also (and as a result), we are succeeding in attracting top talents from other more established international law firms.

Leadersleague. How would you position yourself regarding your competitors, especially Anglo-Saxon?

G. C.-P. We are positioning ourselves in the market in order to effectively compete in sophisticated private equity mid market fund raisings and M&A (mostly private equity-driven) transactions. We expect that maintaining in-house our core practice (private equity) and relying on first class professionals for certain non-core practice areas will ultimately increase our recognition in the private equity industry and be a competitive advantage on those law firms which have chosen to pursue the “one stop shop” strategy and to offer to their clients a broad range of services.

In respect of Anglo Saxon firms, we do not run into the typical conflict of a branch office of a large network. Also, being an independent law firm, we are not restricted to serve one and the same network, our growth depending on our ability of capturing a broad range of opportunities.

Leadersleague. What will be the next step in your development?

G. C.-P. We intend to broaden the scope of services which are instrumental to our fund practice. In particular venture capital – which is already a growing part of our M&A practice – and litigation focused on the contractual and regulatory aspects of the relation between managers of, and investors in, funds and M&A post closing price adjustment/indemnification matters. This would increase loyalty of funds which are already clients of the firm and be a good marketing tool with other funds and, not least, would increase our capability of attracting top law school graduates, to the extent that a solid litigation practice is now considered a key experience also from those who would like to pursue their career as business lawyers. ♦