



VASAPOLLI
& ASSOCIATI

TAX AND LAW FIRM

VASAPOLLI & ASSOCIATI

ABOUT US



OUR FIRM

Founded in 1989 and with offices in both Turin and Milan, we are a dynamic, growing firm of professional certified public accountants and lawyers with a diverse and international client base, operating across a full spectrum of business sectors. We have extensive knowledge of the Italian regulatory framework as well as the international environment and how to navigate our clients through the complexities involved in differing tax and legal jurisdictions.

Our professional expertise can manage all the legal, fiscal and accounting issues a foreigner may face when investing in Italy or an Italian may face when investing abroad.

*Your Business
Consultant in Italy*

OUR EXPERTISE

We give expert advice on domestic and international taxation, corporate finance including start-ups, spin-offs, M&A transactions and company re-organisation. We advise on establishing branches or subsidiaries in Italy, as well as company law, litigation, commercial contracts, real estate and estate planning. We can resolve all tax, accounting, contractual and legal matters that a company may face from start-up to voluntary liquidation.

Our tax practice is highly specialised and dedicated to excellence. We advise in international tax planning for inbound and outbound investments, tax structures and optimisation for groups and companies, transfer pricing, VAT and tax litigation.

We help our clients in executing the phases of set up and start up. We provide accountancy services, draw up balance sheets, liquidate income taxes and provide tax advice.

Our firm has managed many complex M&A deals, with net equity values ranging from € 2 million to over € 300 million, providing comprehensive and original tax solutions.

We have specific expertise in assisting international and national private equity funds through all the investment process, from identifying the best tax structure to the post closing executions.

Our legal team help our clients structure and negotiate commercial service and supply contracts, including licensing, agency or distributorship contracts and franchising deals, and on the management of all problems related to international sales. We provide expert advice in dispute resolution, arbitration and litigation, and can represent our clients before fiscal and civil courts.

*Stand-alone advice
or fully integrated
and innovative
business solutions:
our know-how
gets the job done*

ABOUT US

We specialise in helping family corporations in successful company succession and resolve all matters relating to inheritance, providing legal and tax solutions (trusts, foundations, etc.).

We have experience in assisting international real estate investment funds and corporations and help our clients with real estate investments as well as asset protection, consolidation or transfer.

OUR VALUES

Our clients come first and we want them to trust us. Being a medium-sized firm we pride ourselves on strong client relationships, giving them direct access and constant availability to the partner in charge. We take time to understand our client's business environment so that we can dedicate our professional specialists with specific sector and practice area experience. These coordinated teams of specialised professionals work together to provide comprehensive business solutions.

We believe in the continuous professional development of our associates through reviews and internal training courses with strict adherence to our tried and tested work methods that are constantly updated and improved to keep pace with the continuous changes in the law and its interpretation.

We regularly review our own performance to ensure complete client satisfaction.

*Trust, communication,
teamwork and
professionalism*

A photograph of a modern dining room. In the foreground, several white, tulip-shaped chairs with wide, flat bases are arranged around a glass-topped table. The table is set with a white tablecloth and some items. In the background, a dark blue wall features a framed picture and a radiator. A large, spherical pendant light hangs from the ceiling. To the left, a window with white shutters is visible. The entire image is overlaid with a semi-transparent blue rectangle, and the word "PRACTICES" is written in white, serif capital letters across the center of this rectangle.

PRACTICES

INTERNATIONAL TAX PLANNING

- Creating tax efficient international business structures
- Determining the best locations for international holding companies
- Structuring cross-border payments (dividends, interest, royalties) within a multinational group
- Planning tax avoidance
- Planning taxation of capital gains
- Implementing transfer price policies

*Our practices
produce results:
tax, corporate finance,
company law,
accountancy and
business advisory*

MERGERS AND ACQUISITIONS

- Sourcing suitable companies
- Helping our clients evaluate and structure the business deal from the beginning of the investment process
- Structuring mergers, acquisitions, joint venture agreements, leveraged and management buyouts in the most tax efficient way
- Investigating the financial statements of the target companies (by financial position and earnings analyses)
- Performing rigorous due diligence to help our clients maximize the advantages of a transaction and assess risks that could hinder negotiations
- Assisting our clients in the negotiations of transactions, drafting and negotiating letters of intent, contracts and warranties
- Providing post merger/acquisition consultancy

EVALUATION ADVISORY

We evaluate companies, businesses, real estate and intangible assets for mergers, acquisitions, divestitures, company restructuring, estate planning, tax planning and compliance, management and other critical corporate matters.

ESTABLISHING BRANCHES OR SUBSIDIARIES IN ITALY

- Determining the best company structure
- Effective tax planning and determination of tax liabilities
- Advising on taxation and V.A.T
- Drawing up balance sheets
- Drafting the minutes of the shareholders' meetings and the Board of Directors' meetings
- Preparing financial position and earnings analyses

BOOKKEEPING AND ACCOUNTANCY

- Keeping and updating the company books (shareholders' register, shareholders' meetings book, Board of Directors' meetings book, register of bonds)
- Keeping the accounts of start-ups and small businesses

COMPANY RE-ORGANISATION

- Determining the best company structure
- Planning and carrying out any merger, de-merger or spin-off procedures
- Advising family corporations on successful company succession
- Establishing trusts, foundations, etc.
- Tax planning and tax liability assessment

COMPANY LAW

We provide a complete range of corporate legal services in all operations relating to company law. We also deal with all matters regarding shareholders, directors and infra-group operations. We give advice on actions that oppose resolutions of the shareholders' and board of directors' meetings, on derivative actions and on all other matters of corporate litigation matters.

COMMERCIAL CONTRACTS

We deal with the structuring, negotiation and drawing up of all types of commercial contracts. We advise both Italian and foreign companies on the stipulation of services agreements, on supply contracts for goods and services, including licensing, agency or distribution agreements and franchising deals, and on the management of all problems related to international sales.

LITIGATION

We provide specialised advice for cases in all areas of the law our firm is involved in, both judicial and arbitration. We give special attention to alternative dispute resolution mechanisms and, more generally, to out-of-court proceedings for resolving disputes that have emerged from contractual transactions.

REAL ESTATE PROPERTY

We provide advisory and compliance services relating to the purchase, sale or leasing of relevant real estate properties in Italy.

We have specific expertise in assisting international real estate investment funds and corporations.

ESTATE PLANNING

- Asset protection, consolidation or transfer
- Inheritance
- Legal and tax solutions (trusts, foundations, etc.)



HOW WE WORK



THE VASAPOLLI SYSTEM

We are proud of how we work. Vasapolli & Associati have developed a rigorous system of work procedures that run all the way through our organisation and across all of our different practice areas.

*We stand apart
from the competition*

Our Vasapolli System stands us apart from the competition and provides a methodology and a level of quality control in all the services that we offer as well as acting as an effective monitor of our own performance.

Founded on extensive experience and in-depth knowledge of the Italian and international business regulatory systems, we have developed procedures that include custom made software, questionnaires and checklists to guide our clients through the complexities of diverse business operations and at the same time ensuring that our professionals deliver consistent results.

These procedures are constantly updated and modified in response to the continuous changes in civil and fiscal legislation.

Our Vasapolli System guarantees the highest standards of professionalism, providing a unique and unrivalled service to our clients.

DOING BUSINESS IN ITALY

WHY ITALY?

Vasapolli & Associati specialise in setting up or expanding businesses throughout Italy. As well as providing all tax, legal and accounting advice, we have strong contacts with public structures that provide incentives, grants and bureaucratic assistance.

The case for doing business in Italy is strong. Strategically it is located in the heart of the Mediterranean with land and communication corridors to southern, central and northern Europe. By air, most of Europe's Capitals are within 2 hours flying time, as well as many in North Africa and the Middle East. This means that apart from the 60 million consumers at home, a business in Italy also has at its fingertips an international market of another 396 million consumers in surrounding territories.

Visit the "Doing Business in Italy" section of our web site to consult our on-line guide that details the kinds of corporations and partnerships that you can set up in Italy, the taxation of resident and non-resident companies, the Value Added Tax regime and other fiscal advice.

*60 million consumers
at home
396 million consumers
in surrounding territories*

NETWORKS



NETWORKS



leading **edge** alliance

Vasapolli & Associati is a member firm of Leading Edge Alliance.

Leading Edge Alliance has been ranked by The International Accounting Bulletin (IAB) as the 2nd largest international professional association of independently-owned accounting and consulting firms. It enables member firms to access the resources of a multibillion dollar global professional services organization, providing business development, professional training and education, and peer-to-peer networking opportunities nationally and globally, around the corner and around the world. Leading Edge Alliance is represented in over 100 countries, with 460 offices and generating revenues of 2.6 billion dollars.

www.leadingedgealliance.com

Our international networks provide access to global business resources



The British Chamber of Commerce for Italy

Vasapolli & Associati is the Piedmont Regional Secretary for The British Chamber of Commerce in Italy (B.C.C.I.) which works closely with the British Embassy, the British Consulate General in Milan and represents the interests in Italy of the Confederation of British Industries and the British Standards Institute. It also maintains close ties in Great Britain with the Department of Trade and Industry and the Association of British Chambers of Commerce and throughout Europe with Cobco, the Council of British Chambers of Commerce in Continental Europe, creating a Europe wide network of business contacts.

www.britchamitaly.com

PUBLICATIONS

CONTABILITÀ E BILANCIO

Guido Vasapolli
Andrea Vasapolli

Dal bilancio
d'esercizio al reddito
d'impresa

BOOKS

Since 1994, **Guido and Andrea Vasapolli** have annually published and updated their book of over 2,600 pages **Dal bilancio d'esercizio al reddito d'impresa** (From Financial Statements to Company Income), Wolters Kluwer – IPSOA. Highly respected and a bestseller in its field in Italy, this book deals with all matters that relate to the drawing up of balance sheets and the assessment of corporate tax.

They are also the authors of the following books:

La scissione di società nazionali (The Division of Domestic Companies), Wolters Kluwer - IPSOA. Civil and fiscal matters that a company must deal with when planning its division.

Transfer pricing nelle operazione infragruppo (Transfer Pricing in Italy), Wolters Kluwer - IPSOA. Issues related to Transfer Pricing Policies which involve Italian companies.

La conversione del capitale sociale in euro (The Conversion of the Capital Stock into Euro), Wolters Kluwer - IPSOA. Civil and fiscal matters that a company must deal with when first adopting the euro.

Codici del bilancio e della contabilità, Wolters Kluwer - IPSOA. Contribution - Financial and earnings analyses of balance sheets.

IRAP e Dual Income Tax, Wolters Kluwer - IPSOA. Contribution - Dual Income Tax and other fiscal incentives.

*Best-sellers
in their field*

SCIENTIFIC DIRECTION

Guido and Andrea Vasapolli are the scientific directors of the monthly journal, "Bilancio e Reddito d'Impresa" (Financial Statements and Company Income), published by Wolters-Kluwer IPSOA. It provides a monthly update and interpretation of the regulations pertinent to the financial statements and its documentation, corporate and regional taxes (IRES and IRAP), accounting practice and principles and their evolution, extraordinary business operations, administrative procedures and requisites for balance sheet approval. Under our scientific direction we determine the editorial approach and select the subject matter to be developed as well as the expert authors that contribute to the publication.

ARTICLES

Guido and Andrea Vasapolli have written more than 350 articles for leading Italian Tax Law reviews (Wolters Kluwer - IPSOA):

Corriere Tributario, Bilancio e reddito d'impresa, Amministrazione & Finanza, Azienda & Fisco.



PEOPLE

SENIOR PARTNERS



Dr. Guido Vasapolli

Since co-founding Vasapolli & Associati in 1989, senior partner Guido has built the reputation and client list of the firm on the back of his in-depth knowledge of the domestic and international tax environment and his determination to provide quality and highly specialised advisory services. He has extensive experience in tax planning, international taxation, cross border VAT, business evaluation and financial analysis and is on several boards of statutory auditors of multinational companies. Guido, that has been the Scientific Co-Director of the specialized monthly journal "Bilancio e reddito d'impresa" (Financial statement and Corporate Taxes) published by Wolters-Kluwer IPSOA, since 1993 has written about 400 articles for leading Italian tax law journals and is co-author of several best-selling publications on corporate fiscal matters.

Guido graduated in 1984 from the University of Turin with a Bachelors degree in Business and Economics as well as being a Certified Public Accountant (Dottore Commercialista).

He is also qualified to lecture at S.S.E.F. - University of the Ministry of Economy and Finance, at the Wolters Kluwer - Ipsoa Master's Program in Tax Law in Milan and at the Training Program in Tax Law (MAP) of the Italian Institute of Certified Public Accountants.

He is member of the Institute of Certified Public Accountants of Turin, the Italian Official Auditors Bar and the Rotary Club as well as being Piedmont secretary of the British Chamber of Commerce in Italy. Based in Turin, Guido speaks fluent English.



Dr. Andrea Vasapolli

Since 1989 senior partner and co-founder Andrea has dedicated his efforts to developing the corporate finance and business advisory practices within the firm ensuring that Vasapolli & Associati offer a fully integrated range of services to their clients. He has extensive experience in company law, corporate taxes, tax planning and international taxation, M&A transactions, tax assessments and litigation, trusts, estate and family succession. Andrea has also accrued a specific experience assisting primary private equity funds and is on several boards of statutory auditors of private, public and multinational companies. Andrea, that has been the Scientific Co-Director of the specialized monthly journal "Bilancio e reddito d'impresa" (Financial statement and Corporate Taxes) published by Wolters-Kluwer IPSOA, since 1993 has written about 400 articles for leading Italian tax law journals and is co-author of several best-selling publications on corporate fiscal matters.

Andrea graduated in 1987 from the University of Turin with a Bachelors degree in Business and Economics and is a Certified Public Accountant (Dottore Commercialista) and a Trust and Estate Practitioner, previously working at Arthur Andersen in the U.S.A.. From 2002 to 2014 he has been Consultant Professor in Tax Law at the S.S.E.F. - University of the Ministry of Economy and Finance in Rome and currently he is member of the "Commission for Tax Standard of Conduct" established by the Italian Association of Certified Public Accountants, of the "Tax Law Commission" of the Italian Private Equity and Venture Capital Association (AIFI) as well as on the Register of Accredited Professionals established by the Association "Il Trust in Italia". He is also qualified to lecture at the Wolters Kluwer - Ipsoa Master's Program in Tax Law in Milan, at the Training Program in Tax Law (MAP) of the Italian Institute of Certified Public Accountants, at the Second University of Naples Master's Program in Tax Law, and at "Percorsi Fiscali" (the official training program of the Ministry of the Economy and Finance).

He is a member of the Institute of Certified Public Accountants of Milan, the Society of Trust and Estate Practitioners, the Italian Official Auditors Bar, the British and American Chambers of Commerce in Italy as well as being an Expert Witness of the Turin Civil Court. Based in Milan, Andrea speaks fluent English.

PARTNERS



Dott.ssa Raffaella Bello

Graduated in 1993 from the University of Turin with a Bachelors degree in Business and Economics as well as being a Certified Public Accountant (Dottore Commercialista) and a member of the Italian Official Auditors Bar.
Raffaella speaks English and French.



Dott.ssa Giovanna Borella

Giovanna graduated in 1991 from the University of Turin with a Bachelors degree in Business and Economics as well as being a Certified Public Accountant (Dottore Commercialista) and a member of the Italian Official Auditors Bar.
Giovanna speaks English and French.



Dott.ssa Gaia Tirrito

Graduated in 1996 from the University of Turin with a Bachelors degree (summa cum laude) in Business and Economics as well as being a Certified Public Accountant (Dottore Commercialista) and a member of the Italian Official Auditors Bar.
Gaia speaks English.

ASSOCIATES



Dott.ssa Anna Alliaudi

Anna graduated in 2000 from the University of Turin with a Bachelors degree in Business and Economics as well as being a Certified Public Accountant (Dottore Commercialista) and a member of the Italian Official Auditors Bar.
Anna speaks English.



Dott.ssa Mirella Genta

Mirella graduated in 1998 from the University of Turin with a Bachelors degree in Business and Economics as well as being a Certified Public Accountant (Dottore Commercialista) and a member of the Italian Official Auditors Bar.
Mirella speaks English and French.



Dott. Umberto Navone

Umberto graduated in 2005 from the University of Turin with a Bachelors degree in Business and Economics as well as being a Certified Public Accountant (Dottore Commercialista) and a member of the Italian Official Auditors Bar.
Umberto speaks English.

CAREERS

We have always invested time in ensuring that being part of our firm is a rewarding experience, professionally and personally. With a growing client list, we are always interested in considering applicants for a variety of positions. Apart from excellent qualifications, references and a sound working knowledge of at least one foreign language, we expect professionalism, people skills and the ability to work autonomously and with initiative as well as part of a team.

*Aspiration,
dedication
and reward*

CONTACTS

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