

Doing Business in Scotland and Italy: The Legal Perspective

The Faculty of Advocates, Edinburgh, Scotland

26 – 27 February 2015

For Lawyers, Attorneys, Commercialisti and other Cross Border Professionals



[The British Chamber of Commerce for Italy](#), together with the [Italian Chamber of Commerce and Industry for the UK](#), [The Faculty of Advocates](#), [The Law Society of Scotland](#), [Scottish Development International](#), [financecommunity.it](#) and [legalcommunity.it](#) have joined forces for this important networking event.

This is an excellent opportunity for firms in Italy and Scotland to get to know each other and understand the respective legal systems and issues facing cross border clients.

This one and a half day event is eligible for CPD points and is designed to be of interest to both Italian and British professionals. Sessions will consist of presentations of a technical nature designed to inform and educate participants while also giving the opportunity for networking.

The Scottish and Italian Economies

The total value of international exports from Scotland is over £25 billion (Euro 30 billion) of which around two thirds is from the manufacturing sector and one third (but rising) is from the services sector. The top 5 exporting industries are food & beverages, manufacture of refined petroleum and chemical products, legal, accountancy, management, architecture, engineering, technical testing and analysis activities and financial and insurance activities. Italy is in the top ten of export destinations taking around GBP 0.6 billion (Euro 0.75 billion) annually.

Italy does not publish statistics for exports to Scotland separate from the United Kingdom. Total annual exports to the UK as a whole have averaged around GBP 15 billion (Euro 18 billion). Applying the 3.5% of total UK imports from the EU that Scotland takes to that figure, means that Scotland imports more or less what it exports to Italy.

Both countries have recently seen an exponential increase in the services sector and in particular legal services have become a significant element in both countries' export drives.

PROGRAMME

THURSDAY 26 FEBRUARY

Faculty of Advocates, Parliament House, Edinburgh

16.00 Welcome *James Wolffe, QC, Dean of the Scottish Faculty of Advocates*
Cav. Di Gran Croce, Leonardo Simonelli Santi, President, The Italian Chamber of
Commerce and Industry for the UK.
Colin Jamieson Vice President, The British Chamber of Commerce for Italy

Introduction to the Respective Legal Systems in Scotland and Italy

Scottish Speakers: James Wolffe, QC, Dean of the Scottish Faculty of Advocates
Alistair Morris: President, The Law Society of Scotland
Italian speaker: Maurizio Tino, Avvocato, Manca Graziadei, Studio Legale

Doing Business in Scotland *Jim Mason, Scottish Development International*
Cross Border Business - The Issues Facing Investors and their Advisers
Colonel Emilio Fiora, Attaché Italian Embassy, London, Guardia di Finanza
Alessandro Belluzzo, Partner, Belluzzo & Partners, London

18.30 Networking Drinks *Enzo Restaurant, Quartermile, Edinburgh*

FRIDAY 27 FEBRUARY

Mackenzie Building, Faculty of Advocates, Edinburgh

9.00 – 9.15 Registration

Welcome

Real Estate Purchasing and Leasing Property in Scotland and Italy *Taxes on Real Estate*
Italian speaker: Bridget Ellison, De Berti Jacchia Franchini Forlani
Scottish speaker: Ainsley MacLaren, Partner, MacRoberts

10.00 Company Business Set Up in Scotland and Italy. Choice of Legal Entity, Procedures and Timescales

Italian speaker: Francesco Dagnino, Founding Partner Criscuoli, Dagnino & Associati
Scottish speaker: Almira Delibegovic-Broome, Advocate, Axiom Advocates

10.35 Business Taxation in Scotland and Italy

Italian speaker: Francesco Mantegazza, Partner, Pirola Pennuto Zei
Scottish speaker: Heather Gibson, Associate, Brodies LLP

11.10 Break

11.30 Employment Law in Scotland and Italy

The hiring and termination process, outline of employment law - sources and collective agreements - alternatives to the employment contract. Payroll Taxes and Social Security - Cross Border Issues
Italian speakers: Donatella Cungi, Partner Toffoletto Studio Legale
Sergio Barozzi, Managing Partner LEXELLENT Studio Legale
Scottish speaker: Chris Phillips, Partner, Simpson and Marwick

12.20 Cross-Border Dispute Resolution, Mediation and Arbitration

Italian speaker: Andrea Rescigno, Partner Legalitax

Scottish speakers: Julie Hamilton, Partner MacRoberts

Stephen Orouke, Advocate, Terra Firma

13.10 Networking Buffet Lunch

14.00 Inheritance Tax in Italy and the EU

Italian / EU speaker: Alessia Paoletto, Solicitor, Withers London

Scottish Speaker: Alan Barr, Partner, Brodies LLP

Question and Answer

15.45 Event Closes. All above mentioned timings are approximate.