

# Interviews Series

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Italy



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**1.****Could you tell us a bit about your professional background and your current role at COCUZZA?**

Of course. I've been with Cocuzza since 2001 and became a partner in 2008. Over the years, I've also held leadership roles within the firm — I served as managing partner from 2021 to 2023, and earlier, I shared that role with Giulia Comparini from 2014 to 2017.

My work mainly focuses on corporate and M&A, commercial, and real estate law. I often advise foreign companies that are entering the Italian market, helping them structure their operations, choose the right legal vehicle, and navigate corporate transactions and compliance matters. On the other hand, I also support Italian clients with a range of domestic and international issues, including acquisitions, divestitures, and managing their foreign distribution networks.

Real estate is another key area of my practice — I assist both landlords and tenants with leasing matters and work with property owners on development projects. I also enjoy contributing to industry discussions and regularly speak at events on topics related to real estate law.

This year, I was proud to be named a Global Elite Thought Leader in Real Estate and Construction by Lexology, receiving their Client Choice award for 2025 — a recognition that means a lot to me because it's based on feedback from clients.

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**2.****COCUZZA is hosting the upcoming Legalink Academy in Milan - can you give us a preview of what attendees can expect?**

We're truly delighted to be hosting the upcoming Legalink Academy in Milan. It's an event we strongly believe in, and we've put a lot of effort into designing a program that we hope will be as engaging and valuable as possible for the young colleagues who will be attending.

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Our goal is to strike a balance between in-depth professional sessions and more informal moments which will allow participants to connect, get to know one another, and — naturally — build their network. The common thread running through the Academy will be providing practical insights are genuinely useful for the participants' career development. We asked ourselves: "What would have been beneficial to us back then?" and we'll try to answer that question, with the support of Claudio Cocuzza and Christopher Trowbridge.

The panels will cover key topics such as *"Gaining standing: why steps in your early career will pay off with interests in later years (perpetually)"*, *"Opening new practices in an established law firm"*, and *"Lessons Learned over 25 Years: Successful Strategies for Senior Associates and Young Partners."*

We'll also have the chance to hear the internal perspective of a Head of Legal and General Counsel from a major international group, and we'll close the event with an interactive session led by some of our own young lawyers, where all participants will have the opportunity to actively engage.

And of course, there will be plenty of time to enjoy moments of connection and sharing in the beautiful setting of early summer in Milan — which we hope will make this experience all the more memorable.

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### 3. **How do you see the Academy contributing to the growth of Legalink as a network?**

We truly believe in the strength of the Legalink network, and we see the Academy as a key initiative to support its continued growth. For any organization to thrive over time, it's essential to actively involve the next generation — the young professionals who represent its future — from the very beginning.

The Academy offers a unique opportunity not only to provide valuable insights and guidance to young lawyers as they develop their careers, but also to create space for them to contribute actively. We're convinced that their perspectives, energy, and fresh ideas can bring real value to the network. In this sense, the Academy is both a platform for professional development and a two-way exchange that enriches the entire Legalink community.

**4. With your expertise in commercial and corporate law, what emerging trends in the Italian market do you think Legalink members should be aware of?**

We're seeing a big wave of innovation in retail and real estate, driven by ESG, digitalization, Artificial Intelligence and changes in consumer habits. Contracts are getting smarter, clients are looking for more sustainable deals, and digitalization is reshaping everything - from lease and business contracts negotiations to compliance.

The Italian trade world is trying to understand if and how tariffs will impact their business model and they are looking for new markets, and this is already impacting many contracts as well. Italy's business scene is also seeing M&A activity, especially in banking, technologies, energy, fashion, and food. It's a good time to keep an eye on Italy.

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**6. What does being part of Legalink bring to COCUZZA, especially younger associates?**

For a firm representing a country like Italy - with its strong drive to attract foreign investment and a high level of international trade - being part of a global network is key. It opens doors, builds trust, and extends our international footprint.

Our younger associates are used to working directly with clients and are encouraged to take part in cross-border initiatives that boost their skills and help them build meaningful connections.

Being part of Legalink for our younger lawyers means real exposure to international work, fresh perspectives, and a strong sense of belonging to something bigger. It sharpens their mindset.

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