

INTERNATIONAL LEGAL SPECIALISTS WITH AN **ITALIAN FOCUS**

OCTOBER 2023

A HIGHLY INTERNATIONAL FIRM

Collyer Bristow LLP is a long-established central London law firm. We provide high-quality, individually tailored legal advice, often with a cross-border aspect, to a portfolio of international and domestic clients including businesses, ambitious entrepreneurs and wealthy individuals and families. We specialise in **Business; Dispute resolution; Private wealth; and Real estate services.**

We are a highly internationally focused firm. In any given year around a third of our revenue is attributed to clients outside of the UK. Across our various specialisms we work with clients and contacts based in countries all around the world.

However, as a firm we maintain a particular focus upon, have a cultural awareness and language expertise in, and have built considerable professional contacts in Italy, USA, Turkey, Channel Islands, and Switzerland. Our Swiss office, established in 2004, places our English law and UK tax expertise within this hub of international wealth and commerce.

The firm is well known for its high standards of client service. We combine a long history of high-quality legal work and professionalism with a dynamic, commercially astute team of lawyers. The firm and individuals are ranked in the leading legal directories including Chambers & Partners and the Legal 500.

We are a member of World Link for Law, a network of international law firms. This network of law firms helps us to source and collaborate with high quality international legal providers in the jurisdictions that our clients require.

In 2012, we formed the Business and Banking Litigation Network, an international grouping of law firms providing clients with multi-jurisdictional support in litigation.



We are an active member of World Link for Law, a leading network of over 70 international law firms.



The firm and many of our individuals are ranked in the latest edition of the Legal 500 legal directory.



Our approach to client service and the development of our people are recognised in the legal industry.

OUR ITALIAN FOCUS

2004 saw the beginning of our focus on Italy that has continued ever since.

London has long been an attractive destination for Italians – whether to visit, to live, to set up business or to invest. We support Italian clients in all of these areas and have close relationships with professionals in England, Italy and in offshore jurisdictions who have experience of acting for Italian clients.

Our Italian focus was formed to meet the needs of Italian companies (operating both in Italy and the UK) to advise them on doing business in the UK, and also to support private individuals seeking specialist tax and estate planning services. We have knowledge of the legal, commercial and cultural environments of the two countries, of the workings of Italian business, and the preferences of Italian clients.

Our range of services for Italian clients includes:

Corporate and commercial; Dispute resolution; Employment; Family Law; Immigration; Intellectual Property; Inward investment into the UK; Real estate (commercial and residential); Tax and estate planning for individuals.

Further information can be found on the International section on our website: collyerbristow.com/international/



**"LEGAL ADVICE THAT IS FAST,
METICULOUS, AND TAILORED TO
YOUR BUSINESS"**

CLIENT FEEDBACK

TRUSTED ADVICE FOR BUSINESSES INVESTING IN THE UK

The UK's transparent regulation coupled with trusted legal and accountancy systems make it one of the most attractive countries in which to do business. With its open and vibrant business climate and long history of encouraging entrepreneurship, it is the ideal place to start or grow a business. Despite its welcoming environment, it has its own distinct regulations and business practices so, whether you are looking to set up a new business or create a UK presence for an overseas company, it is important to work with an expert legal team which can support you in navigating the landscape and avoiding potential pitfalls from the very outset.

Our multi-disciplinary team provides ambitious foreign entrepreneurs and businesses with strategic and practical guidance on building and growing companies in the UK. Whilst the process may sometimes appear complicated, we can guide you through each step, assisting with setting up the appropriate business structure, advising on funding and business premises and drafting the necessary commercial contracts.

If you are looking to expand an existing overseas business by developing a UK presence, either by establishing a branch, a subsidiary or an LLP, we are well placed to advise on all registration and ongoing statutory compliance requirements.

As some industries in the UK, most notably the financial services sector, are heavily regulated, we will work to ensure that any business we advise has obtained all the requisite licenses to operate.

If you are looking to gain access to UK markets by acquiring a business which already operates here. Our team can support you in all elements of structuring the deal. Whether financed by debt funding or by a private equity stake, we will guide you through the whole process, taking into account all relevant tax and financing considerations. We will carry out the necessary due diligence and negotiation of warranties, establishing contractual arrangements which ensure your interests are protected.

"THE PERSONAL ATTENTION AND RESPONSIVENESS EXCEEDS CLIENT EXPECTATIONS"

Legal 500, 2024

ADVISING INDIVIDUALS AND FAMILIES WITH INTERNATIONAL AFFAIRS

Wealthy individuals and families with international affairs must give careful consideration to ensure that their assets are protected and passed on to future generations in a way which is effective and efficient in all the relevant jurisdictions. Whether the circumstances involve assets owned in various parts of the world or foreign nationals living in or moving to the UK, without proactive and strategic planning there is a risk of assets passing in an unintended way or valuable opportunities being missed.

With tax and succession laws becoming increasingly complex internationally, clients need a trusted adviser to help navigate the landscape and structure their wealth in a way that ensures tax efficiency and fulfils their requirements. We regularly work with clients and their advisers around the world to ensure that advice in different jurisdictions is properly coordinated.

Our team works closely with entrepreneurs and wealthy international individuals and families to support them in protecting their wealth now and in the future. Our clients' assets can be complex and diverse requiring the deployment of a variety of holding vehicles including trusts, foundations, companies and partnerships.

We offer clients a truly bespoke service by gaining a complete understanding of their circumstances and priorities. We can then devise uniquely tailored and sophisticated frameworks which manage their wealth effectively, providing the necessary flexibility to respond to changing circumstances. Our team has a reputation for taking a creative approach and we pride ourselves on continually striving to find new and better ways to help our clients manage their wealth.

For those looking to live in the UK our residential property team can advise on sales and purchases, funding and structuring for tax efficiency, leasehold enfranchisement, lease extension and residential lettings, with a special focus on prime and super prime London properties and substantial country houses.

IMMIGRATION

Our team offers a personal and tailored service to private clients and businesses. With a thorough knowledge of the UK immigration rules and by gaining a full understanding of your unique circumstances and priorities, we can determine the route which best fits your requirements from across the UK visa tiers. We then guide you practically and pragmatically through the immigration process, also advising on any relevant tax planning implications.

We provide innovative advice to businesses looking to recruit nationals from abroad or to transfer employees to the UK from an overseas office. This may include obtaining and managing a sponsor licence for an employer, submitting applications for Skilled Worker or Senior/Specialist Worker visas for sponsored employees under the points based system, arranging visas for temporary workers, or obtaining Expansion Worker visas for companies sending their first employee to the UK to grow the business.

For businesses employing people from the EU or EU nationals running businesses in the UK, Brexit will require changes to be made to how your business operates. Our team can ensure you understand how Brexit affects your business and that you have a plan to address it.

For individuals, our team can support you and any dependants in applying for permanent residence in the UK. For individuals and their families making the decision to relocate, solutions may involve the Innovator, Start-up or Investor Founder or Global Talent visa routes, student or working visas, or an application for a family visa for a partner and potentially children or other dependants. If you have already lived here for a time, our team can also advise on the extension of an existing UK visa or applications for permanent residence, indefinite leave to remain and citizenship.

EMPLOYMENT LAW

Our Employment team works closely with many types of international clients within various sectors, including large companies, SMEs, owner-managed businesses and start-ups, as well as individuals, providing advice on a variety of issues, whether they are HR related, strategic, complex or contentious.

We go out of our way to get to know your business, working practices, culture, and commercial objectives. This enables us to provide tailored, pragmatic and strategic advice. Our advice is delivered on time and is easy to follow. However complex the matter, we help clients to think and plan strategically. We have a deep understanding of employee relations and help clients to plan and manage change. Where grievances, disciplinary matters or disputes arise, or a severance situation develops, we find solutions that are best for your culture and your business, working closely with you but taking responsibility for and ownership of our decisions at every stage.

Where litigation cannot be avoided, we guide you through the Court or Tribunal process cost effectively and robustly, with a steadfast commitment to protecting your interests and delivering the best possible result for your reputation and your business.

COMMERCIAL DISPUTES

Our Commercial disputes team advises organisations across a wide variety of industries on the full range of commercial disputes and have acted for many Italian clients.

We work with you to resolve these disputes through litigation, arbitration or mediation. Our commercial disputes resolution group skillfully guides you through the courts, tribunals and arbitral processes. As advocates for alternative dispute resolution, we have a reputation for using more bespoke processes to resolve your commercial dispute, according to the sector or subject matter. Our job is to resolve your dispute quickly and effectively before it becomes a major drain on your time and resources.

Sometimes, a trial is unavoidable. In those circumstances, we litigate robustly and fight your corner. We have extensive experience in acting in complex, sensitive and high-value international and domestic matters, and proceedings all the way up to the Supreme Court. Our aim is to protect your personal and business interests, and help you achieve the best possible outcome.



"LEGAL CORRESPONDENCE THAT
IS ELEGANT, COST EFFECTIVE
AND COHERENT ... WE ARE VERY
IMPRESSED BY THE FIRM'S
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CLIENT FEEDBACK

COMMERCIAL REAL ESTATE

Our commercial real estate lawyers advise real estate owners, investors, landlords and tenants, developers, and funders across a wide variety of sectors on the financing, growth, management and disposal of their commercial property, including investment portfolios. Our work ranges from multi-million pound portfolio acquisitions to individual sales and disposals, commercial lettings and management. Alongside our domestic expertise, we have considerable experience acting for overseas companies, investors and offshore trusts.

Our construction team supports investors, developers, funders, main contractors and specialist sub-contractors on all aspects of construction law on both domestic and international projects, including disputes.

As previously stated, our residential property team can also advise on the purchase, sale or lease of residential property, should you, your family or employees need to relocate to the UK or invest in UK property.

SOME EXAMPLES OF OUR WORK

Commercial disputes

- Acting for an Italian car battery manufacture in a major dispute with car manufacturer Nissan over the performance of starter batteries for over one million of their cars.
- Acting for a well-known Italian women's fashion group in disputes with suppliers, wholesale customers and others including landlords.
- Acting for Alitalia in dealing with cargo and passenger claims and disputes with travel agents.
- Participating in acting for a large international Italian fashion group that involved the firm dealing with a range of issues including restructuring, intellectual property, GDPR and property acquisition and disposal.

Immigration

- Acting for a UK resident Italian citizen with assets across both jurisdictions to prepare a detailed estate plan that minimised exposure to UK and Italian taxes and navigated the succession law requirements of both countries.
- Acting for a family-owned retail food business in Little Italy in London on the UK tax implications of dissolving of the family partnership and distributing partnership assets.
- Acting for an Italian food business on the expansion of their business into the UK, providing corporate, immigration and employment advice in connection with the opening of an operating company in the UK.

Private Wealth

- Advising on the availability of inheritance tax reliefs on agricultural and business property in relation to a uniquely structured Italian 'agriturismo'.
- Advising on the UK IHT implications of entering into an Italian succession instrument known as 'patto di famiglia' (which translates into a 'family pact') in respect of a family's company shares.
- Advising several UK and Italian individuals in respect of their UK/Italian estate planning, to include the drafting of tax efficient Wills in both jurisdictions taking into account their differing succession rules.
- Advising UK domiciled individuals on the use of deeds of variation over Italian assets whilst co-ordinating the differing Italian tax treatment for the same transaction.

Employment

- Advising Italian business owners in the UK on employment related issues and providing guidance on setting up as a UK employer.
- Advising new employees to the UK from Italy on their employment rights generally while in the UK; negotiating contracts and benefit packages; and advising on exit strategies and internal procedures.



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