Italy

ADVISING FAMILIES ACROSS GENERATIONS

STEP ITALY CONFERENCE

Rome wasn't built in a day: the challenges ahead for wealth management

SPEAKERS' BOOK

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Paola Bergamin TEP, STEP Italy Treasurer – Belluzzo International Partners

Partner of Belluzzo International Partners. Paola has a degree in Economics from the University of Trento (Italy) and a Master's in European Studies and International Relations from the University La Sapienza of Rome (Italy).
She is a Certified Public Accountant in Italy and TEP (Trust Estate Practitioner). She deals mainly with family business, governance, succession&planning, national and international taxation of private clients. She is a member of the board of directors of an Italian trust company and managing director of an Italian fiduciary company.
She regularly attends wealth planning conferences as a speaker.
Paola has been a Board member of STEP Italy since 2020.

Allegra Canepa, Università degli Studi di Milano

Associate Professor of Economic Law at the Department of International, Legal, Historical and Political Science of the University of Milan (Italy) and lawyer. Allegra teaches Innovation and Risk Regulation, Digital Economic Law and Digital Markets Law. She is scientific unit coordinator (University of Milan) of a national research project on Fintech. She is also Coordinator of two Advanced Courses in NFT and Crypto Art and Innovation Technology, Rules and Fintech 5.0. Platforms, blockchain and Artificial Intelligence. She has published numerous articles in Reviews and Essays in Books. She is author of two books on European Networks (2010) and Digital Platforms (2020).

Sarah Catania, J.P. Morgan Private Bank

Sarah is Managing Director and J.P. Morgan Private Bank Market Manager for Italy. In this role, Sarah oversees an advisor team responsible for managing and growing the sophisticated wealth needs of clients across the country and developing and executing the firm's growth strategy in this critical market. Prior to being named Market Manager in 2021, she was Head of Investments & Advice for J.P. Morgan Private Bank in Italy, leading a team of 12 investments professionals in Milan and Luxembourg. In this capacity, she managed client portfolio asset class allocation for ultra high-net worth clients since 2017. Sarah joined the J.P. Morgan Private Bank Milan team 2010 as a senior portfolio advisor for ultra high-net worth private clients. She began her career in 2004 in the J.P. Morgan Corporate & Investment Bank in Milan where she oversaw Italian and Greek institutional clients on the bond markets sales team. Sarah graduated magna cum laude in Financial Markets and Institutions at Bocconi University.

Marco Cerrato TEP, Chair of STEP Italy - Maisto e Associati

Marco, partner of Maisto e Associati, is an Italian tax lawyer assisting corporate and individual clients on contentious and not contentious matters related to domestic and international tax law. He is also retained by banks and family offices for generational planning, lifetime asset transfers and ownership structures, including trusts and foundations, transfer of residence to/from Italy and taxation/structuring of art collections and philanthropic activities, having developed wide-spanning expertise in those areas. He acted as consultant to the Italian Government in 2015-2016 on various tax matters and has been lecturer of Tax at the faculty of laws of the University LIUC of Castellanza between 2000 and 2022.

He is currently the Chairman of Step Italy, Deputy Chair of STEP Europe Regional Committee and the Scientific Director of the Advanced training course on the Protection, Transmission and Management of Family Estates jointly organized by Step Italy and the Università Cattolica del Sacro Cuore.

He is top ranked as a leading tax lawyer in the main international legal directories (Chambers and Legal 500).

Maurizio Cohen TEP, Interlaw Monaco S.A.M.

Certified Public Accountant, Chartered Public Auditor, 1982, Italy. Admitted to the Bar in 1986 in Italy. Legal Advisor in Monaco since 1986. The firm has developed a substantial international practice by the name of INTERLAW MONACO, mainly focusing on private clients' advice, trust and estate planning, international business law and sports law. Counsel to the Italian Embassy in Monaco. STEP Council member. Member of various international professional associations. Member of CAS Court of Arbitration for Sport. Adjunct Professor at Bocconi University (Milan) and International University of Monaco.

Giovanni Cristofaro TEP, STEP Italy Council - Chiomenti

Giovanni is a Partner and Head of Private Wealth at Chiomenti in Italy. He has completed his studies in Rome and has been admitted to the Italian Bar Association. He advises Italian and international clients on matters concerning planning, management and use of family assets (including company shareholdings and artworks) with a focus on family wealth planning, including succession, intra-family wealth transfers and trusts. He is author of many publications on private wealth matters and is a frequent speaker at domestic and international congresses. Giovanni is a member of IBA (International Bar Association), of the Board of Directors of STEP (Society of Trust and Estate Practitioners) Italy and of the Italian Association of Trust. He is ranked as a leading expert in private wealth law in the foremost international legal guides such as Chambers, Legal 500 and Who's Who Legal.

Roberta Crivellaro TEP, Withersworldwide

Roberta is a partner in the corporate team in Milan and Padua, leading the European Business Division, acting as managing partner of the Italian practice, and responsible for the "Italian Desk" globally. She specializes in crossborder corporate, commercial, and real estate transactions, with a particular focus on deals involving family offices or family businesses.

As a go-to lawyer for many Italian companies expanding abroad and foreign investors entering the Italian market, she combines her legal training and experience in various jurisdictions with a profound knowledge of different legal systems. In 2021, Roberta was recognized among the top 50 Italian business lawyers in the "Lawyer of the Year" ranking by Legal Community, with only five women making the list. In 2019, Forbes Italia named her among the "Top Tier 100 Legal and Strategic Consultants in Italy, and in 2018, she was included among the "100 Most Successful Women in Italy" by the same magazine. Legal500 EMEA recognized her as a "Recommended Lawyer" for four consecutive years.

Nuno Cunha Barnabé TEP, Abreu Advogados

Nuno is a senior partner at ABREU, where he co-heads the firm's tax practice being responsible for Private Clients, and a founding judge of the Portuguese tax arbitration court. Nuno has over 20 years' experience in tax law and specializes on wealth taxation advising HNWI's individuals, family offices, private banking and asset manager businesses in Portugal and Portuguese speaking countries. He is as (TEP) of the STEP - Society of Trust and Estate Practitioners (Central London branch), serving at the International Client SIG, an academician of the TIAETL - The International Academy of Estate and Trust Law, serving at the Global Council, and also an international fellow of the ACTEC – American College of Trust and Estate Counsel. Nuno is recognised by Chambers Europe, Legal 500, Who's Who and Best Lawyers Directories as a Tier1/ leading lawyer in Tax and/or Private Clients.

Davide Davico, Simon Fiduciaria

Graduated in Law in 2006, Davide qualified as a lawyer in 2009 and completed the LLM in banking and finance offered by Queen Mary University in London in 2011. After his graduation he worked with RP Tax&Legal until 2010, then with Freshfield in 2011 and 2012 and subsequently, as Of Counsel of Studio Giani (now merged in FieldFisher).
In 2015 he joined Ersel Group as General Counsel and, later, as Director of Fiduciary Services and Wealth Planning.
Since January 2023 he is member of the Board of Directors of Simon Fiduciaria (the fiduciary company of Ersel Group) and hold the position of Managing Partner of the law firm Simon WealthLex.

Diana Frescobaldi, Frescobaldi Group

In 1994 Diana joined the Frescobaldi company as Purchasing Director. Three years later she moved to the Marketing Department where she was responsible for overseeing Special Projects, primarily the introduction of Frescobaldi wine bars. In 2002 the Frescobaldi launched their restaurant division. Their aim was to offer guests a contemporary and relaxed place in which to enjoy the warmth of traditional Tuscany, where wine would reign, but always in the company of outstanding food.
Since late 2005 Diana has served as President of the Consorzio del Laudemio, the association of producers of Italy's finest quality olive oil. Diana is CEO Retail & Restaurant in the Frescobaldi Group, Managing Director of Lilium Limited and Sole Director of RFF.

Stephanie Jarrett TEP, Chair of STEP Geneva

Stephanie advises families with cross-border connections on structuring their family and business governance, legal and tax issues, succession planning, asset protection and charitable planning, typically involving trusts or other suitable tools. Stephanie also provides training/coaching to families, private investment offices, and related institutions from all geographical regions and cultures, primarily in English and French but also in German, Spanish and Italian. Stephanie was previously a principal with Baker McKenzie (Managing Partner of the Geneva office in 2018/19). She was variously chair or a member of the Firm's EMEA Wealth Management Steering Committee, Global WM Steering Committee, and the EMEA Tax Steering Committee. Stephanie is Chair of STEP Geneva, a STEP Council member, and a member of the Advisory Board of the Swiss Association of Trust Companies. Stephanie lectures on tax and estate planning for post-graduates at the University of Fribourg.

Stefano Loconte TEP, STEP Italy Deputy Chair - Loconte&Partners

Founder and Managing Partner of Loconte&Partners, Stefano is a lawyer qualified to practice before the Italian High Supreme Court. His practice areas include Trust Law, Tax Law and Corporate Law. He is the author of several articles on Trust and Tax Law and on estate planning published in specialized newspapers and sectorial journals, both Italian and international ones. Besides coordinating the activity of the various Law Firm's offices, he is Professor of Tax Law, Trust Law and Islamic Finance at the University LUM – Giuseppe Degennaro University in Bari (Italy) and the Scientific Director of MADEM (Master in Arts & Design Management) and MIFL (Master in Made in Italy, Fashion and Luxury Management) at LUM Business School. Furthermore, he is also the Scientific Director of the Wealth Management and Estate Planning Master course, organized and provided by the Postgraduate Training School Wolters Kluwer. He gave key note speeches on Family Business as Visiting Professor at the University of Wien and he is used to give lectures during many training courses on Estate Planning for Italian private bankers and during many public events. Professional Memberships Vice-chair, STEP Italy; Vice-chair of the Wealth Advisory Commission, AIPB – Associazione Italiana Private Banking; Advisory Board Member, Assoholding; President of the Board of Auditors, Confindustria Assafrica & Mediterraneo.

Antonio Longo TEP, STEP Italy Council-Secretary - DLA Piper

Antonio is a partner at DLA Piper and specialises in international corporate taxation, individual and employment taxation, insurance taxation, as well as on estate and wealth tax planning. He is a member and secretary of the executive committee of STEP Italy. Antonio assists Italian and international high-net-worth individuals and families, including well-known personalities, entrepreneurs, top managers as well as family offices, trust companies and charities. In this area, he advises clients on complex cross-border wealth tax planning, tax residency and global mobility strategies, family governance structures to facilitate intergenerational succession. Antonio also focuses on trust taxation/advice, inheritance and gift taxation, and taxation/structuring of art collections and philanthropic activities. With reference to his corporate practice, he provides tax assistance to national and international companies in a range of sectors such as technology, wealth management, insurance and life sciences, also in the context of corporate and private equity transactions. Antonio's responsibilities include assistance in national and international tax rulings and tax settlement procedures. He also represents clients during pre-litigation and litigation tax matters before tax authorities and courts, and he has gained experience in the field of criminal-tax law. He is the author of more than 250 articles on the main Italian economic newspaper "IlSole24Ore" and on legal and tax reviews, he participates as a speaker at conferences and seminars, and is a lecturer in post-graduate specialisation courses. Antonio is qualified in Italy and is ranked as a leading tax lawyer in the main international legal directories (Chambers and Legal 500).

Francesco Modafferi, Italian Data Protection Authority

Francesco, director of the Department of economic and productive realities of the Italian data protection authority (Garante per la protezione dei dati personali), former director of the Department of public realities, the Department of health and research and the Department of inspections and sanctions of the Authority; has a long experience as a teacher and trainer and is the author of studies on privacy and speaker at numerous conferences and seminars on topics related to data protection.

Martina Moscardi TEP, STEP Italy Events Committee - Caldara & Associati

Martina is a Lawyer and she's a member of the local Bar Association. She deeply developed her practice in the field of protection and transmission of wealth by legal tools like trusts, family agreements and other civil law instruments. Her practice is also focused to cross border issues regarding inheritance and beneficiaries' rights. With the team of Caldara & Associati (Florence and Milan) she currently handles clients' issues from the problem-solving phase through a more constructive approach and then to the drafting stage of legal instruments (like Trust or family agreements). Since 2005 she is an active member of STEP (Society of Trust and Estate Practitioners) and deeply involved in the running of the STEP Italian Branch (STEP Italy) as former Deputy Chairman and actual Chair of the Mental Capacity Special Interest Group (SIGs). She's a frequent speaker at conferences and professional workshop and her articles appear in national and international reviews.

Emanuela Musci, S&O Independent Multi Family Office

Emanuela is the founder of S&O Multi Family Office, based in Bologna supporting several entrepreneurial families. Values on which S&O is founded: integrity, independence, transparency, empathy, constancy.
Emanuela has a 20 yearlong experience in the investment and Multi Family Office field, having worked in US for Salomon Smith Barney, in the Washington DC MFO desk, and for an Italian single Family Office. For both oversaw portfolios analysis and investments selections.
Prior to working in the F.O. space, Emanuela had several years of experience as financial analyst for IFC – World Bank Group and for Intelsat, both in Wahington DC.
Emanuela holds an honor degree in Business Administration from University of Bologna and a MSF (master of Science in Finance) from American University, Washington DC; attended post graduate courses at UCLA.
Fervent supporter of lifelong learning, like an Aristotelian transition between potentiality and act.

Filippo Noseda TEP, Mishcon de Reya

Filippo is a partner at Mishcon de Reya and a visiting Professor at King's College in London, where he teaches international and comparative trust law.
Filippo is best known for his work in the area of transparency and data protection for which he won the Geoffrey Schindler Award for Outstanding Contribution to the Profession in 2020.
He is currently working on a number of court cases in the UK and Europe against the excessive nature of FATCA, the CRS and public registers of beneficial ownership, some of which are already at an advanced stage.
Filippo is qualified in the UK and Switzerland and is also admitted in the BVI.

Tony Pitcher TEP, Chair of STEP Worldwide - Altum Group

Tony is worldwide Chair of STEP. A former branch chair of STEP Jersey and Deputy Chair of STEP, he joined STEP 29 years ago. He currently serves on STEP's worldwide Board of Directors and Council and is a member of STEP's Public Policy and Oversight of Conferences committees.
Tony qualified as a chartered accountant in 1986 and over the course of his career has worked for PwC, EY, RBC and Barclays Wealth before joining Altum Group in 2014. In addition to his role as Chair of the Jersey Board of Altum Group, Tony is a non-executive director of Jersey Finance.

Fiona Poole, Maurice Turnor Gardner

Fiona is Head of Private Wealth at Maurice Turnor Gardner.
Fiona specialises in complex estate and succession planning for her clients' personal and business assets in multiple jurisdictions and international trust issues for HNW individuals. She has extensive experience in working with families with complex asset-holding structures and diverse tax profiles.
In addition to being a private client lawyer, Fiona is dual qualified as a Chartered Tax Adviser. She also sits on the Chartered Institute of Taxation's Education Committee.
Fiona regularly speaks on a variety of topics including taxation of non-UK trusts, UK residential property taxes, inheritance tax and the UK's transparency initiatives. She is identified as a leading private wealth lawyer by the Chambers & Partners (HNW) and Legal 500 guides. She is a longstanding member of Legal Week's Private Client Global Elite and was named as one of private client's 50 most influential individuals in private wealth in 2023.

Francesco Rampone, Associazione Blockchain Italia

Francesco is a recognized lawyer specialized in Technology and Intellectual Property Law with over 20 years' experience in the legal profession. His clients range from start-ups to large high ranked companies providing assistance to comply with regulatory framework, to protect and exploit their immaterial assets and to support business growth leveraging on digital infrastructures and resources.
Keen observer of technology trends with a profound knowledge of legal framework in many innovative and cutting-edge sectors with particular focus on crypto-assets and blockchain solution. He is author of more than 300 publications and research papers on information technology law and regularly writes articles on legal news and significant Italian and European case laws.
He is member of academic and teaching staff for post graduated courses and speaker in conventions on TMT topics.
He is President of the Italian Blockchain Association and head of the TMT department at La Scala Law Firm.

Katrina Robinson, Teton Trust Company

Katrina is the CEO of Teton Trust Company (TTC), headquartered in Jackson Hole, Wyoming. With over $20 billion in assets under administration, TTC helps individuals and families plan, protect, and preserve their legacies. Robinson also serves as CEO of the Cone Marshall Group, an international legal, accounting, and fiduciary services firm. She manages over 100 executives in over a dozen countries, specializing in trust management services, asset protection, succession planning, and governance.
Robinson serves on the Board of Directors of the Metropolitan Commercial Bank (NYSE: MCB). An attorney admitted to practice in New York, Robinson is a member of the Society of Trust and Estate Practitioners ("STEP") and the International Tax Planning Association ("ITPA"). Originally from Kingston, Jamaica, she earned her J.D. from Cardozo School of Law, an MPhil degree from the University of Cambridge, a B.A. from Princeton University, and graduated from Phillips Academy, Andover.

Francesco Rubino TEP, Cordusio Fiduciaria

CEO, Cordusio Fiduciaria – UniCredit Group Head of Family Governance – UniCredit Wealth Management & Private Banking Lawyer, after a few years of experience in law firms, he joined UniCredit in 2003 where he covered several positions as Banker, Wealth Planner and General Counsel of Cordusio Fiduciaria.
In 2018 he was appointed CEO of Cordusio Fiduciaria and Chairman of UniCredit UK Trust.
He is author of articles, publications and books on commercial law, trust, asset protection, family business and fiduciary services.
Law Degree and Legal Master at Messina University, Italy – Master in Family Business and Diploma on International Taxation at Bocconi University, Milan.

Ernesto Maria Ruffini, Central Director of the Italian Tax Agency

Born in Palermo in 1969, in 1994 Ernesto graduated in Law from the University of Rome "La Sapienza".
He is the author of several books, essays and articles on tax matters. He began his professional career as a tax lawyer in 1994, obtaining the qualification to practice before the Italian Supreme Court.
In 2015 he was appointed CEO of Equitalia, overseeing -as extraordinary commissioner- its transformation into Agenzia delle entrate-Riscossione in 2017. In July 2017 he has been appointed as Director of the Revenue Agency from July 2017 to September 2018. After a brief interlude during which he resumed his work as a lawyer, from January 2020 he returned to serve as Director of the Revenue Agency and Agenzia delle entrate-Riscossione.

Raffaella Sarro TEP, LA Trust Company

Raffaella, founding partner and CEO of La Trust Company S.p.A. The company was founded in 2018 with Angelo Busani and Domenico Antonio Mazzone, aiming to create an independent company specialised in the creation and management of trust and, more generally, in estate planning for families and companies.
She is a lawyer with a master degree in banking law and an in-depth experience in trust and wealth planning. She is also a professional trustee, as a result of twenty years working in the top management of important banks and for high-profile clients.
She is a lecturer in masters and management courses as well as a speaker for several conferences and seminars on trusts.
She is a member of "Step" and of the "Il Trust in Italia" Association, in which she has been a board member in the past years. She is also a member of the "Official Chart of Accredited Professionals" of the "Il Trust in Italia" Association, since its foundation. She collaborates as author for many specialised publications and wrote a monograph on trust that was published by Giuffrè.

Niklas Schmidt TEP, Wolf Theiss Attorneys-at-Law

Niklas is a partner at the Vienna office of Wolf Theiss Attorneys-at- Law, one of the leading law firms in the CEE/SEE region. He has been admitted both as a lawyer (Rechtsanwalt) and as a tax adviser (Steuerberater) in Austria. His areas of specialization include tax law, private clients and crypto assets. His publications include various books, as well as numerous articles in Austrian and international journals. He is frequently engaged as a speaker at international tax conferences and has held nearly 400 presentations in the last 20 years. He is ranked in band #1 by Chambers, Legal500 and other renowned directories. He has been involved in the crypto space since 2013 and has been advising family offices, foundations, trustees, wealthy individuals and banks on various topics related to crypto assets. He is the founder of the WT Crypto Academy, an educational initiative for non-crypto natives over 20 hours ("from zero to hero"), where he has trained more than a thousand lawyers in the last few years.

Elspeth Talbot Rice KC, XXIV Old Buildings

Described in the directories as "the smiling assassin", and having been crowned silk of the year and barrister of the year by various directories, Elspeth is a highly sought after court advocate who commands a wealth of international trusts expertise. She acts in international trust matters for private clients and commercial enterprises across the globe, combining her knowledge and depth of experience with incisive legal analysis, clarity of expression, practicality, supreme approachability, energy and zest, a strong court presence and superb advocacy. Chambers & Partners, Chambers Global and Legal 500 as well as Citywealth Leaders all recommend her as a leading silk. Citywealth Leaders quotes a market source as saying " Elspeth embodies all of the qualities we look for in our leading counsel: intellectual rigour, fierce determination, engagement with the client and the detail of the case, composure under pressure, commerciality and articulate leadership. She manages also to be highly responsive, accessible, energetic and incredibly positive. This combination of skills and personality is incredibly hard to find in one person and consequently she is much in demand in the big cases, where her sense of purpose and direction are of immense value.

Andrea Tavecchio TEP, Tavecchio & Associati

Andrea founded Tavecchio & Associati in 2008. The Firm is top ranked by Chambers and Partners HNWI (Tax Advisors). Andrea is an expert in the field of wealth planning and assists private clients, Family Offices and Trustees in estate, tax and succession planning, advising also on cross-border issues. He regularly assists families or individuals who want to invest or move their tax residence to Italy. Andrea has assisted, over the years, several families and entrepreneurs during discontinuity moments of their business, in both cases of liquidity event or a liquidity crisis, and took part to several estate reorganization. He has been appointed to expert committees reporting to the Ministry for Economic Development (from 2011 up to 2013) and the Prime Minister's office on economic and fiscal matters (2015 - 2016) and Ministry for Technological Innovation (2021-22). Andrea is Presiding Judge 2023-24 of the STEP Private Client Awards.

Fabrizio Vedana TEP, STEP Italy Council - Across Family Advisors

Fabrizio is a lawyer, TEP, and is currently a director of Across Family Advisors. He is a founding member of Asso AML, a member of the steering committee of the Associazione Blockchain Italia and of STEP Italy, a member of the advisory board of Cryptovalues, of the scientific committee of ANCP and of the foundation of chartered accountants of Milan. Founding partner of an innovative start-up active in the token sector, journalist and editor-in-chief of the AML&Fintech magazine.

David Wallace Wilson TEP, Schellenberg Wittmer

David heads Schellenberg Wittmer's private wealth team in Geneva and is regarded as a leading practitioner in this field. He received STEP Founder's Award for Outstanding Achievement (2021), is listed Tier 1 by Chambers and Partners HNW since 2015 and appears in the Private Client Global Elite since 2012.

David assists private clients and their families with wealth structuring and succession planning. He also acts in family, guardianship and inheritance disputes, including domestic and international litigation. His particular expertise includes the (future) Swiss trust, relocating to Switzerland, art transactions and defending clients against automatic exchange of information (CRS). David is the founder of www.trusts.ch, the leading website on trusts in Switzerland, served as the chairman of STEP Geneva as well as an editor of the Trust Quarterly Review.

Mark Walley, CEO of STEP Worldwide

As Chief Executive at STEP Mark is responsible for the organisation's, strategy, culture, performance and governance, working closely with the board. Mark's deep seated belief in the value of professional education, the standards and ethics that sit with them, plus acting in the public interest has guided his career choices. He is dedicated to building working environments where everyone can be their best and is an advocate for social mobility and inclusion in the workplace.

Motivated by later in life academic success Mark was a volunteer director of 'Professions for Good'. Representing 1.2 million practitioners, P4G worked to uphold fair access, professional ethics & fact based policy amongst the UK professions. He now maintains a role as mentor to a diverse group of young professionals, is a champion of diversity and inclusion and volunteers with 'Inspiring the Future'.

He holds a BSc (Hons) in Financial Services, is a Fellow of the Institute of Directors and is a Chartered Director.