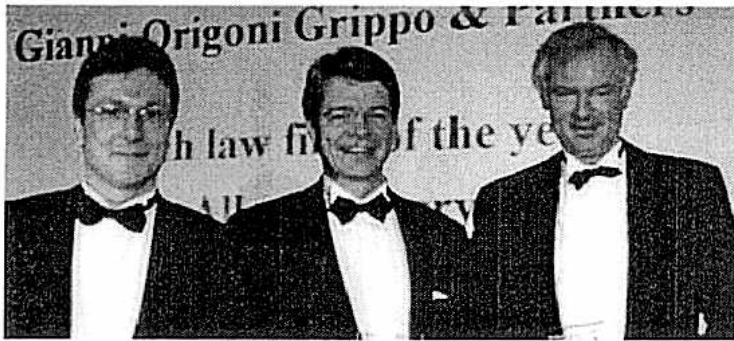


## Cover Story

April 2004

## European awards



*Italy Filippo Troisi, Gianni Origoni Grippo & Partners (left) Norway Jorgen Lund, Thommessen (centre) Netherlands – Sietze Hepkema, Allen & Overy (right)*

## Italian Law Firm of the Year

### Gianni Origoni Grippo & Partners

Gianni Origoni Grippo & Partners' mergers and acquisitions department excelled last year, working on several landmark deals.

The firm advised Telecom Italia on the demerger of Seat Pagine Gialle - the largest demerger ever completed in Italy, worth €3 billion. The deal, in which Seat was split between its media and Yellow Pages businesses, is also one of the largest private equity transactions ever to take place in Europe. After the demerger, the firm advised Telecom Italia on the sale of its majority stake in New Seat to a group of private equity investors.

Elsewhere, Gianni advised Olivetti on its €54.5 million merger with Telecom Italia, the biggest merger of the year in Italy. It also advised banks Unicredito Italiano, Capitalia, Sanpaolo IMI and banca Intesa on their €370 million acquisition of Fidis from Fiat. The firm's biggest banking and capital markets deals derived from these two mergers. Gianni acted for the same four banks on the refinancing of Fidis Retail's €2.5 billion in debt and advised Olivetti on a \$4 billion tender offer for Telecom Italia's shares in Italy and the US.