

## Roberta Crivellaro

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Roberta is managing partner of Withers in Italy, European leader of the business division and head of our 'Italian desks' worldwide.

She specializes in cross-border corporate, commercial and real estate transactions in many different business sectors, such as food and wine, luxury, fashion and furniture.

She is a point of reference in the Italian market for transactions involving family offices or family businesses with a particular focus on corporate reorganization issues and generational business transitions.

She worked for many years in London, where she qualified as a solicitor, and became the first Italian woman to become a partner in a City law firm. She is now among the very few managing partners of a business law firm in Italy.

In 2024 Forbes Italy mentions her among the top 100 consulting professionals in Italy.

Since 2019, she has been listed among Italy's Best-50 lawyers in the Italian legal directory. In 2020, the same publication included her among the few women managing partners of a law firm in Italy, recognizing her for having contributed to a momentous change within the Italian legal market, historically led by men.

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## Track record

## Family business reorganizations

Roberta is active in family business reorganizations, regularly assisting prominent Italian families with complex successions and corporate restructuring issues. In addition, she often advises on M&A transactions on behalf of the founders of family businesses.

## Italian real estate advice

Roberta is a leading expert in Italian real estate. By way of example, she provides ongoing assistance to an international luxury club and hospitality complex that has invested in new concept hotels in Italy. She is also very active in trophy asset transactions where one of the parties is often a foreign investor.

## Wine industry advice

Due to her long-standing experience in the food & beverage sector, with a particular focus on wine, Roberta provides ongoing assistance to some of Italy's most prominent wine producers and organisations. She acts for them in various matters such as M&A, joint ventures, acquisitions of wine estates and a variety of commercial agreements especially in relation to their international activities.

## Legal Community

In 2021 Roberta was listed in LegalCommunity's annual rankings of the 50 best business lawyers in Italy, one of only five women.

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## Talks

- Roberta often participates as a leading speaker and moderator in various events and round tables. Amongst her latest featured events and webinars:
- "Wine Calling: Strategies for investing in US wineries," Withers presentation for select Italian clients - January 27, 2022, co-presenter
- 'Covid-19 and hospitality: challenges and future of the sector', Webinar in partnership with Gianni Origoni Grippo Cappelli & Partners, World Capital, Silver Fir Capital, Currie & Brown and Credit Agricole, May 2020
- 'Generational succession in Italian SMEs', Webinar in partnership with Milano Notai and Bocconi University, AIDAF, May 2020
- Ambrosetti - Withers: 'Governance, tutela del patrimonio e continuità generazionale nelle imprese familiari', ('Governance, wealth planning and generation continuity in family business'), Arcugnano (Vicenza, Italy), September 2019
- 'Facciamo 31': 'Thinking out of the box', September 2019
- STEP Annual Italy Congress: 'The new vocabulary in Wealth Planning' - 'Family businesses: governance and succession agreements; evolution and proposals' November 2019 (and previous STEP annual congresses)
- Lecturer - AIFO's Family Offices Master Programme, 2016 - 2020
- 'Investing in wine estates in the US: opportunities and regulatory considerations', Winetowine (Vinitaly), December 2017
- 'Conversations on women talent: Withers champions Italy's female professionals', April - May - July 2017

- Lecturer at the Executive Master on Wine Export Management, organized by Edmund Mach Foundation, May 2017

## External publications

Roberta is often contacted by major Italian newspapers, such as 'Corriere della Sera' and 'Il Sole 24 Ore', to provide her insights on the food and beverage sector (especially with regard to the wine market) and on the real estate market in Italy, in relation to hotels and hospitality.

Amongst her latest feature articles and publications:

'Pink Power', Italia Oggi Sette, 2020

'Flessibilità e condivisione dei ruoli in famiglia', ('Flexibility and sharing of family roles') Il Sole 24 Ore, 2020

'I consigli di Roberta Crivellaro per fare carriera come avvocatessa', ('Roberta Crivellaro advises on legal careers for women'), 2019, Corriere della Sera

'Le 100 donne Italiane vincenti', ('The top100 Italian female winners'), Forbes Italy, 2018

"L'avvocatessa dei billionaires", ('Lawyer to the billionaires'), Forbes Italy, 2018

'I paesi più attraenti per gli studi legali', ('the most attractive countries for law firms'), Market and Business Magazine, March 2017

'Le signore del diritto scalano la governance delle law firm', ('Women Lawyers move up in the governance of law firms ') Italia Oggi, March 2017

## Admissions

Italy, 1994

England and Wales, 2005

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## Education

University of Padua, Italy, LL.B equivalent

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## Languages

English

Italian

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## Memberships

STEP (The Society of Trust and Estate Practitioners)

Roll of Solicitors for England and Wales

International Bar Association

British-Italian Law Association

Fondazione Bellisario

30% Club

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## Key dates

Year joined: 2005

Year became partner: 2008

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