

CURRICULUM VITAE

NICLA PICCHI

CURRENT SITUATION

Reference partner in legal firm Studio Legale Picchi & Associati. As part of the activities of the office (which numbers eight professionals), she mainly follows the areas of commercial, EU, international commercial and industrial law. She also co-ordinates and heads the working group that deals with the implementation of organisational models pursuant to Legislative Decree 231/2001.

POSITIONS HELD

- since 2011 Chairman of the East Lombardy Regional Council of UNICREDIT
- since 2010 Chairman of the Supervisory Committee pursuant to Legislative Decree 231/2001 of ALFA ACCIAI SpA (Brescia)
- 2009-2010 Chairman of the Supervisory Committee pursuant to Legislative Decree 231/2001 of UNICREDIT BANCA (Bologna)
- since 2008 Chairman of the Supervisory Committee pursuant to Legislative Decree 231/2001 of GEFran SpA (Brescia)
- 2008-2012 Chairman of the Supervisory Committee pursuant to Legislative Decree 231/2001 of FARINGOSI SpA (Milan)
- 2007-2010 Director of UNICREDIT BANCA
- 2006-2012 Chairman of the Supervisory Committee pursuant to Legislative Decree 231/2001 of SABAF SpA (Brescia)

CAREER HISTORY

- 1999 Founds legal firm Nicla Picchi, now Studio Legale Picchi & Associati
- 1991-1999 Provides consultancy services for companies in internationalisation operations; builds up solid experience in legal and organisational problems relating in particular to the internationalisation of SMEs; begins a fruitful relationship (still ongoing) with Confindustria association Assolombarda, as part of which she also holds numerous seminars in her subjects of expertise.
- 1988-1991 Conducts her legal practice at law firm Lorenzo Biglia, Milan (industrial, commercial and corporate law); also works with law firm Bortolotti & Mathis, Turin (international commercial, industrial, commercial, corporate and anti-trust law); in the same period, begins a consultancy relationship with some industrial groups in Brescia, providing assistance in internationalisation operations.

- 1987 Obtains a temporary assignment (four months) within the law department of multinational group Saint Gobain Vitrage (Paris); is part of the working group that organises the establishment of a mixed capital company in Yugoslavia.
- 1980-1985 Following her university education (and consistent with this), works in the family company (metalworking sector: production of utensil machinery).

EDUCATION AND TRAINING

- 2006 *Course in Internal Audit tools and techniques* organised by the Italian Association of Internal Auditors. Milano (Duration: 36 hours)
- 2001 *Specialisation course in IT law* organised by the University of Lecce (divided into six-month modules. Course director: Prof. Limone).
- 1991 *Training course on international arbitration* organised by the Training School for national and international arbitrators – University of Bologna. (Duration: 40 hours. Course director: Prof. Bernini).
- 1986 -1987 Masters' in International Commercial Law ("D.E.S.S. en Droit du Commerce International") organised by the University of Paris X – Nanterre (Duration: one academic year. Course director: Prof. Lesguillons).
- 1986 Degree in Law from the University of Milan (106/110); dissertation on industrial law (Supervisor : Prof. Sena).
- 1983 Research assignment on comparative industrial law at the Corporate Law Centre of the University of Montpellier (Director: J.M. Mousseron). During this time, also attended a course on contract management organised within the *Diplôme Jurist Conseiller d'Entreprise*.

PUBLICATIONS

- 2005 “*Marchio d'origine, ipotesi di tutela dal Made in Italy e quadro normativo internazionale*” [*Designation of Origin: Protecting Italian products and the international regulatory framework*]. Published in online reviews Diritto.net, Filodiritto.it (and subsequently taken up by numerous other websites).
- 2005 “*Paesi emergenti e concorrenza sleale. Gli strumenti giuridici di difesa per le imprese italiane*” [*Emerging countries and unfair competition. Legal tools to defend Italian companies*] (Ed. Grafo, Brescia). The paper analyses the regulations of the World Trade Organisation and the European Union on issues such as designation of origin, dumping, protection tools, technical standardisation, and non-tariff barriers, subsidies - in relation to the trade policies implemented by some emerging countries.
- 1993 “*Le opportunità nei paesi dell'Est Europa*” [*Opportunities in Eastern Europe*]

in: *Osservatorio periodico sull'economia bresciana*, no. 1, March 1993, Brescia.

1990 “*La responsabilità del fabbricante*” [*The manufacturer’s responsibility*] in: *Tecniche Nuove*, no. 8/9/10/11, 1990; Milan.

REPORTS TO CONVENTIONS AND SEMINARS (selection showing main topics covered)

2010 “*The responsibility of components suppliers*” ASSIOT – National Congress, Piacenza, 22 June

2009 “*Setting up a joint venture abroad*” – ASSOLOMBARDA – Milan, 8 April

2007 “*Internationalisation operations. Legal aspects and operational procedures*” – ASSOLOMBARDA – Milan, 21 November

2004 “*Internationalisation and delocalisation*” – ASSOLOMBARDA – Milan, May

2003 “*Emerging countries and unfair competition. The case of China*” – UNIVERSITY OF BRESCIA – Brescia, 21 December

2000 “*International contracts*” – ASSOLOMBARDA – Milan, 3 October

1999 “*Contract management seminars*” – CENTRO UNIVERSITARIO DI ORGANIZZAZIONE AZIENDALE – Altavilla Vicentina, 1/15 July

“*Joint ventures*” – ASSOLOMBARDA – Milan, 5 July

1998 “*Risk analysis in international contracts*” – ASSOLOMBARDA – Milan, 16 April

1996 “*International contracts in industrial subcontracting*” – ASSOLOMBARDA – Milan, 7 March.

“*Technology transfer: risk analysis in related contracts*” – ASSOLOMBARDA – Milan, 5 June.

1995 “*Judicial aspects of internationalisation*” – CREMONA CHAMBER OF COMMERCE – 1 December.

1994 “*Guarantees in national and international sales, and producer responsibilities*” – A.I.B. – Brescia, 20 January.

“*Impact of machinery directive on systems’ and components’ manufacturers*” – ASSIOT – National Conference, Milan, 25 October.

- 1993 *"Comparison of regulations governing mixed-capital companies in Eastern European countries"* – A.I.B. – Brescia, 16 September.
- 1992 *"Exclusivity clauses in national and EU trade"* – A.I.B. – Brescia, 27 February
- "International technology transfer contracts"* – A.I.B. – Brescia, 24 September.
- 1991 *"Certification. EU Strategy and Italian legislation"* – CONFCOMMERCIO – Workshop on Quality and Certification, Milan 3 September/Rome, 13 September.
- 1990 *"The manufacturer's responsibility"* - ASSIOT – National Congress, Milan, 24 May.

OTHER ACTIVITIES

- 2004-2009 Councillor for productive activities on the town council of her home town.
- 2000-2005 Member of the Management Committee of cultural association *All'unisono* (Brescia)

FOREIGN LANGUAGES

French	Reading	Excellent
	Speaking	Excellent
English	Reading	Good
	Speaking	Sufficient
Spain	Reading	Good
	Speaking	Sufficient

Updated in March 2012-05-23

Nicla Picchi
[signed]