



The professional expertise you need to bridge the gap between Malta and Italy

Discover how you can thrive in a new market with ease and peace of mind - thanks to our understanding of both the Italian and Maltese commercial and legal systems.



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•If you're a **lawyer, accountant** or **business consultant** representing an individual or a company that wants to do business between Malta and Italy, it helps to have someone on the ground who knows the local system. Even though you obviously know your area of practice inside out, we It could save you the trouble of having to grapple with a different legal system and in a foreign language.

•If your **company** is seeking a local partner, in Italy or Malta, or wishing to set up a subsidiary, you will need the professional guidance of a local legal advisor you can trust and who speaks your language



No matter the geographical proximity between the two countries, the similarities between their people, and some shared aspects of Mediterranean culture and lifestyle – Malta and Italy have different ways of operating both from a commercial as well as a legal standpoint.

Following 150+ years under British rule, Malta has its own rulebook for doing business and runs on an entirely different social and legal system. For instance, a Maltese national working in Italy may be surprised to learn that certain company law procedures in Italy are far more formal. As an example in Italy notarial deeds are often required for procedures which in Malta are largely handled by a company secretary. .

Crossing the border between Malta and Italy for a new business venture or a personal life change is therefore more challenging than it may seem at first.

·So, what is required for a business based in Malta to widen its horizons and open a branch and or a company in Italy, or uproot, start fresh and set up a new business in Italy?

·Or if, perhaps, a Maltese investor has their eye on an Italian brand they would like to take into Malta?

·What about an Italian company proposing a distribution, licensing, sale, partnership, joint venture agreement to a Maltese company or individual? How do you properly analyse the legal consequences taking into consideration both country's laws?

·And what about a Maltese national who gets involved with an Italian and matters of pre-nuptial agreements, civil partnerships, divorce and child custody come into play?

·And let's not forget anyone for whom the reverse is true in any of the above scenarios, i.e. Italian individuals or companies seeking to branch out in Malta.

Whether you are in Malta or Italy and want to build a connection with either of these countries in any of these or other ways, or form part of law firm that represents clients having such needs, we can help you bridge the gap between these two worlds. .



Breaking into a new market is a true challenge when dealing with different local regulations and legal know-how.

Why?

Because you will have to contend with a culture gap, a literal language barrier and a figurative language barrier.

Yes – operating within the nuances of a different space may pose some new challenges, despite the level of competence and experience you have acquired in your own field. In this new terrain, you will be required to:

- Translate your existing knowledge into a professional language that works in the new legal context,**
- Ensure that you understand the legal and commercial “language” of that country.**

We make your journey charting the new waters of a foreign legal environment as smooth as possible to enable you to fully satisfy your requirements which are most certainly your top priority.

As such, more effort than usual may go into taking on a working professional language to build a successful relationship with other professionals on the ground. This will guarantee that they are able to take care of your clients’ business – exactly as you would like.



If these challenges resonate with you, we understand !

Over the years, we have spoken to several professionals working with clients who wanted to expand their business globally or take the leap and build a life or a business overseas. It naturally fell to them to fit their clients' forward thinking vision into a new environment by unravelling the ins-and-outs of the legal system that their clients' dream depended on.

Although this is hard, we also know that it's possible.

We know because we've been there to assist many of these businesses, individuals and legal and finance professionals bridge the gap for themselves or their clients.. We are proud to have helped them navigate new territory to plant a seed of hope, for a business or a family.



Expertise

Business

- **Credibility rating**
- **Debt collection**
- **Incorporation of companies, representative offices, branch offices, subsidiaries, and joint venture companies**
- **Registration and protection of Intellectual Property rights.**
- **E-commerce compliance of Italian portals**

Family and Succession

- **Estate planning**
- **Dissolution of cross-border marriages and registered partnerships, parental responsibility**
- **EU and Extra-EU matrimonial property regimes**
- **Planning and management of cross-border inheritance**

Cross-Border Transactions

- **Negotiation and drafting of commercial agreements, including: sale, agency, distribution, franchising contracts, tenders, production and commercial collaboration agreements, procurement contracts, OEMs, contracts for the subcontracting of goods and services, confidentiality agreements**
- **Compliance with Italian regulations**
 - **Privacy, Consumer Protection, Antitrust etc.**

Employment Law and Fiscal Law

- **Cross-border employment agreements and worker mobility**
- **Tax treatment of cross-border workers**
- **Labour disputes**
- **Italian flat tax for high-net-worth Individuals**



Founding partner of LgLegal, Loredana Gatt, is a Maltese lawyer enrolled in the Pesaro Bar and accredited Civil and Commercial Mediator and Negotiator, who has been living in Italy for over 20 years, acquiring an unrivalled and solid understanding of both Italian and Maltese law.

With this unique expertise at our fingertips, we specialise in Malta-Italy relations and serve clients within this specific paradigm across all areas of business company and civil law. Based in the municipality of Pesaro, in central Italy, LgLegal works with a network of local and foreign lawyers that enables us to operate across the entire country and in all fields of expertise – no matter where you are. So don't waste time looking for a firm in a specific city because location is not an obstacle for us.



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