



2026 ITALIAN CERTIFIED ADVISOR

CERTIFIED PROFESSIONALS RECOGNIZED BY THE
ITALIAN INDUSTRY AND COMMERCE OFFICE IN THE UAE

2026–2027 Edition



Under the auspices of the Embassy of
Italy in the UAE



Ambasciata d'Italia
Abu Dhabi



Consiglio dell'Ordine
degli Avvocati di Napoli



ASSOCAMERESTERO
ASSOCIAZIONE DELLE CAMERE DI
COMMERCIO ITALIANE ALL'ESTERO



ORDINE DEI DOTTORI COMMERCIALISTI
E DEGLI ESPERTI CONTABILI DI L'AQUILA E SULMONA



WELCOME

Dear Professionals,

The Italian Industry and Commerce Office in the United Arab Emirates is pleased to welcome you to the new edition of the Italian Certified Advisor IICUAE 2026–2027 project.

In an international landscape that is constantly evolving, marked by new geopolitical balances and a reshaping of global economic routes, the United Arab Emirates continues to stand out as one of the main strategic hubs for business, finance, and innovation across Europe, the Middle East, Asia, and Africa. In this dynamic context, relations between Italy and the UAE are growing even stronger, creating fertile ground for the development of new and concrete opportunities.

Today more than ever, Italian companies looking to this market need highly skilled professionals capable of guiding them with expertise, strategic vision, and reliability. At a time when complexity is increasing but international competition in some key sectors is decreasing, even greater opportunities are emerging for Italian excellence ready to position itself with authority.

This is precisely where the Italian Certified Advisor IICUAE project takes on an even more central role: not only as a qualification path, but as privileged access to a selected network of recognized professionals, capable of becoming a reference point for Italian companies on their journey toward internationalization in the United Arab Emirates and the wider Gulf region.

Becoming an Italian Certified Advisor today means standing out in a unique moment, where the demand for certified expertise is growing significantly and where the value of trust, preparation, and institutional positioning becomes essential. It means joining a strong network, supported by the Chamber, and building long-lasting, concrete, high-value international relationships.

The Gulf International Congress, scheduled in Dubai on October 30 and 31, 2026, will once again represent the first key moment of exchange and dialogue: an exclusive opportunity to engage with institutions, experts, and market leaders, kicking off a structured, forward-looking professional journey. But this is only the beginning. The entire project is designed to ensure continuity, visibility, and growth through specialized training, ongoing updates, and a direct link with opportunities in the Emirati market.

The Italian Industry and Commerce Office in the United Arab Emirates renews its commitment to supporting Italian professionals and helping them establish a strategic presence in one of the most promising and fast-changing global markets.

With this spirit, we welcome you to a new edition of the project, confident that it will represent a concrete opportunity for growth, recognition, and international expansion for each of you.

We wish you a journey filled with success and new prospects.

The Italian Industry and Commerce Office in the United Arab Emirates

GREETINGS



Marianna Saragaglia

President of the IICUAE | Board Member, Managing Director & CCO of Cortem Group

On behalf of the Presidency, I wish to extend a warm welcome to all the Professionals attending the Gulf International Congress 2026. It is a great honor to begin this journey leading the Chamber in such an important year, and to share with you a meaningful moment of dialogue between Italy and the Gulf. I look forward to meeting each of you personally during the Congress days and shaking hands with all the Professionals who, with skill and dedication, help strengthen the economic and professional ties between our regions.

I would like to extend my warmest welcome to all participants of the Gulf International Congress 2026. Although I took on the role of General Director only this year, I am pleased to be attending this event for the third time. Over the years, I have seen the Congress grow into a truly strategic platform for knowledge, dialogue, and professional development for those working across Italy and the Gulf region. I look forward to reconnecting with many of you and to turning this Congress into a meaningful space for insight, collaboration, and new opportunities.



Lina Terrana

General Director IICUAE

★★★★★
A NETWORK OF PARTNERS
SUPPORTING INTERNATIONAL
EXCHANGE
★★★★★



Vinson & Elkins LLP





CERTIFIED PROFESSIONALS ACROSS ITALY

A selected community of professionals accredited by the Italian Chamber of Commerce in the United Arab Emirates.

They stand out for their skill and focus in legal, tax, and strategic consulting, supporting Italian businesses as they grow and expand into the United Arab Emirates. With ongoing learning and a strong network, they offer practical, targeted guidance to help companies enter and operate in a fast-moving market.

The program is designed for Lawyers, Accountants, and Consultants. It includes an application and selection process to ensure a high professional standard and a strong, distinctive presence at an international level.

Joining the Italian Certified Advisor program means becoming part of a highly qualified network made up of **professionals** selected for reliability, expertise, and an international outlook, **able to guide Italian companies through their expansion beyond national borders.**



1 IICUAE CERTIFIED PROFESSIONALS

Recognition and role

Certified Professionals act as trusted representatives in Italy and serve as local contacts for the Italian Chamber of Commerce in the UAE.

Consulting activity

They work to help Italian companies explore and build new opportunities in the United Arab Emirates market.

Integrated support system

They operate with ongoing training and direct support from the Chamber Team to help build connections and support activities in the UAE market.

2 USE OF THE BRAND AND SERVICES

Use of the institutional logo

Authorization is granted to use the official Chamber logo across professional materials such as emails, websites, business cards, digital signatures, and similar items.

Access to Chamber Offices in Dubai

It is possible to use the spaces at the Al Moosa Tower 2 headquarters for missions and operational activities.

Benefit

The IICUAE logo and address can be added to websites and business cards to strengthen credibility and recognition.

3 VISIBILITY AND OPPORTUNITIES

Digital platform

Presence on a national platform offering exclusive visibility for IICUAE Italian Certified Advisors, with full profiles and direct contacts.

Institutional promotion

The Italian Industry and Commerce Office in the UAE will promote the platform on its website.

Connection between businesses and professionals

The system will simplify direct contact and collaboration between companies and qualified consultants.

4 ONGOING TRAINING

Training program

Throughout the year, courses will be offered on economic, legal, tax, operational and AI topics.

On-demand education

The webinars will be recorded and available for free at any time, with no exams or live attendance required.

Dedicated editorial content

Professionals will receive regular updates through digital news and magazines to stay informed about regulatory and economic developments in the Gulf.

5

NETWORKS OF COLLABORATION

Direct support

The Professional benefits from the support of the Italian Chamber of Commerce in the United Arab Emirates and from collaboration with a network of partner professionals based in the UAE.

Initiatives promoted in Italy

The Chamber supports the organization of events and meetings in Italy promoted by Advisors in collaboration with local institutions, providing, when properly coordinated, an official letter of endorsement to support the initiatives.

Institutional participation in events

With prior notice and depending on availability, the Chamber may join events in Italy and the UAE through its representatives, without costs for organizers and on agreed dates.

6 DUBAI MEETING AND INVESTITURE

Congress and official certificate delivery in Dubai

IICUAE will hold a special event, the Gulf International Congress, on 30 and 31 October 2026 for selected Professionals, with the official appointment certificate delivery and training sessions led by the Chamber Team and local Partners.

Educational session

The program will feature contributions from the Chamber's Professional Partners and sessions in Italian (or with simultaneous translation), currently under accreditation by the Professional Orders.

Exclusive networking

The program will end with a gala night at Drift Beach Dubai, created to foster connections in a relaxed, prestigious atmosphere.





REMOTE PARTICIPATION OPTION

Remote Training and Appointment



The **Italian Industry and Commerce Office in the United Arab Emirates** offers selected Professionals the chance to freely choose whether to **attend in person** in Dubai for the training, introduction, and appointment days, **or to obtain the title, certification, and official role remotely, without the need for physical attendance.**

Those who choose the remote option will still receive, by email, the official "Italian Certified Advisor IICUAE" certificate and will have full access to the training program contents.

All sessions and key moments of the event will be fully recorded and **made available in the reserved area of the Chamber digital platform**, ensuring that every Professional can access the same information and updates shared during the in-person event.

A flexible solution designed to guarantee equal training value and professional recognition, even for those who, for personal or work reasons, choose not to travel to Dubai.

GULF INTERNATIONAL CONGRESS 2026

Daily Schedule

THURSDAY OCTOBER 29, 2026

✓ **Arrival in Dubai**

FRIDAY OCTOBER 30, 2026

✓ **Day One of Training**

09.00 "Gulf International Congress"

Windsor Ballroom, The Grosvenor House,
Dubai, UAE

14.00 Light Lunch

15.00 "Gulf International Congress"

18:30 End of Sessions

20.00 Dinner at Siena, Dubai Marina

SATURDAY OCTOBER 31, 2026

✓ **DayTwo of Training**

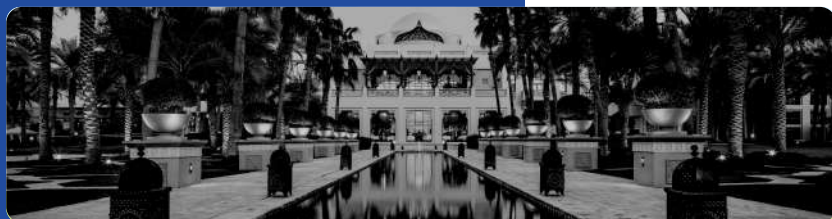
09.00 "Gulf International Congress"

Windsor Ballroom, The Grosvenor
House, Dubai, UAE

13.30 Light Lunch

14:00 Free afternoon

20.00 Gala dinner at One & Only
Royal Mirage



Professionals choosing to attend in person in Dubai will receive a detailed email guide with all key information about the convention and helpful travel tips.



VENUES IN DUBAI

OCTOBER 30 - 31, 2026



مؤتمر الخليج الدولي

GULF INTERNATIONAL CONGRESS

“Global connections: Europe and the Gulf moving toward a new economic balance”

October 30–31, 2026

In a geopolitical context marked by major shifts in global power dynamics, rising international tensions, and changing economic and trade routes, the relationship between Europe and the Gulf is becoming increasingly central to building new paths of cooperation and stability. The evolution of the current geopolitical landscape is already affecting international trade flows, with direct consequences for the Emirati market and for European export dynamics toward the Gulf region.

The Gulf International Congress remains a key event for dialogue among professionals, businesses, and institutions working between Europe and the Middle East. The theme of the 2026 edition — **“Global connections: Europe and the Gulf moving toward a new economic balance”** — encourages interpreting these transformations as an opportunity to redefine stronger, more transparent models of collaboration focused on shared growth, where law, business, and innovation serve as strategic tools to navigate complex and constantly evolving scenarios.

Compared to previous editions, this year places greater emphasis on compliance, anti-money laundering, and risk management in cross-border operations, along with the main aspects related to corporate structures and international investment models.



مؤتمر الخليج الدولي

GULF INTERNATIONAL CONGRESS

“Global connections: Europe and the Gulf moving toward a new economic balance”

October 30–31, 2026

The first day is dedicated to professional development and technical insights, with talks offering a concrete look at key developments in law and business practices between Europe and the United Arab Emirates. It will also explore how the current geopolitical landscape is affecting the Emirati market and export opportunities, highlighting how new global dynamics are shaping the international growth strategies of European companies.

The second day will focus on strategic discussion and dialogue among experts, businesses, and institutions, through round tables exploring the real dynamics of internationalization processes. Italian lawyers working in the United Arab Emirates will take part, sharing direct insights, hands-on experience, and practical success stories supporting the entry and growth of Italian companies in the Emirati market.



The Congress is not only a bridge between different legal and economic systems, but also a shared space for shaping a common vision, interpreting change, and turning it into real opportunities. It is a place for dialogue where skills, experience, and international perspectives come together to build new paths of cooperation between Europe and the Gulf, with an eye on the future and a strong link to the practical realities of global markets.

DAY ONE

FRIDAY OCTOBER 30, 2026 – MORNING SESSION



ITALIAN CERTIFIED ADVISOR
THE PROJECT

09.00	Registration	
09.30	Start of Sessions	
09.45	Institutional Greetings	Marianna Saragaglia IICUAE President
10.00	Geopolitics in the Middle East Amid Global Crises An in-depth look at the current dynamics of the area, with a focus on the implications for businesses and trade relations.	Mario Gay Vice President IICUAE
10.30	Italian Investments in the Middle East An overview of the increasing presence of Italian companies in the Middle East, focusing on key industries, investment trends, and risk factors.	Ciro Aquino SACE
11.00	Dubai Beyond Company Setup Risks and challenges for Italian companies expanding into the United Arab Emirates.	Alessandro Tricoli Lumaris Navigation
11.30	Federal Tax Authority and Businesses in the UAE Tax Compliance, Refunds, Tax Residency Certificates and Disputes: The Role of the Tax Agent in Supporting Taxpayers	Carlo Stefano Rota G&G Advisory
12.00	Managing international risks and disputes through arbitration Practical lessons for Italian companies and professionals	Giuliano Parlascino Vinson & Elkins
12.30	The Role of Independent Professionals in the Italian System's Export Plan From consultants to strategic partners: the keystone for the Country's global growth."	Alessandro Cianfrone Apri international
13.00	Shareholders' Agreements in the UAE Practical Aspects and Operational Strategies	Francesco Bulleri ADG Legal
13.30	Light Lunch	

DAY ONE

FRIDAY OCTOBER 30, 2026 – AFTERNOON SESSION

ITALIAN CERTIFIED ADVISOR
THE PROJECT

14.30	Remote Partecipation	Onorevole Luigi Di Maio
15.00	The protection of trademarks in the international context Instruments and strategies for trademark protection in foreign markets	Carmine Coviello Studio Legale Coviello
15.30	International contracts in the Gulf markets Notes on due diligence and dual-use matters	Giovanna De Pasquale Studio Legale De Pasquale & Partner
16.00	Cross-border transactions and anti-money laundering prevention. The role of lawyers, accountants, and advisors in Italy-UAE relations.	Giuliano Bellachioma Omnia Consilia STP – Società Benefit
16.30	Expanding into the UAE: Corporate Structures, Italy-UAE Double Tax Treaty, and International Tax Risks Technical insights on corporate structures, Italy-UAE DTT, permanent establishment, and intercompany transfer pricing for successful and compliant UAE operations.	Michele Ammirati WellTax
17.00	From product to market Made in Italy and Food & Beverage in the UAE: Market Entry, Trends, and Development Channels	Valeria Kuhar La Prima Classe
17.30	Customs and international logistics in the Gulf Procedures, documentation, and operational issues in shipments between Italy, the Emirates, and the GCC area.	Angelo Bulgarelli General Noli
18.00	Accessing the GCC Market: Requirements and Certifications for Electrical Products, FCM, and Professional Textiles From migration testing to G-Mark and RoHS: how to register and avoid common errors in the home appliances, kitchen equipment, and Ho.Re.Ca. uniforms sectors.	Andrea Santoleri IMQ Gulf
18.30	Advisor Calamassi's Experience The Value of Experience: Training, Career Advancement, and Continuous Exchange as Drivers of an Advisor's Professional Growth	Fabrizio Calamassi Studio Legale Calamassi

DAY TWO

SATURDAY OCTOBER 31, 2026



09.30 **Start of Sessions**

09.45 **Institutional panel discussion**

Assocamere Estero, Simest,
Union Camere, IICUAE

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10.45 **Family Offices in the UAE & Trust**

Moderator: Lorenzo Tosonotti –
Well Tax

Sophia Moulin – Epicon Capital Club,
Marta Paiar – Kuwekeza Investment Holdings LTD,
Gilberto Grana – BP Associates

11.45 **Case Study Italian Company**

Moderator: Patrizia Marin –
Marco Polo Experience

Pietro Stallone – Pastificio Gallo
Gaia Rancan – Rancangelo
Michele Budinich – Cortem
Giuseppe Cianciolo – Cianciolo Group
Luca Pettinaroli – Fratelli Pettinaroli

12.45 **End of Sessions**

13.00 **Light Lunch**

SPEAKERS

BIOGRAPHY

MARIO GAY



Vice President - IICUAE

Mario Gay is an Italian manager and entrepreneur with over 27 years of international experience in technology, strategic finance, and business development, gained across Europe, the Middle East, and Africa.

After studying at SDA Bocconi School of Management, he began his career at Intel in 1997, holding roles of increasing responsibility up to EMEA Credit Director and Senior Investment Manager, where he focused on venture capital, M&A, and strategic development across EMEA markets.

Since 2007, he has been based in Dubai, where he has contributed to the development of the technology and IT distribution sectors in the Persian Gulf, working on internationalization projects, corporate finance, due diligence, and business development for European companies interested in the United Arab Emirates and the GCC.

He is the founder and managing partner of Extrema Ratio Consulting, a Dubai-based advisory firm specializing in internationalization, strategy, corporate structuring, M&A, compliance, and consulting between Europe and the Middle East. He is also active in the IT and cybersecurity sectors through entrepreneurial initiatives in the UAE.

Throughout his career, he has developed expertise in technology, digital transformation, venture capital, governance, risk management, cross-border operations, business development, and channel management in the Middle East.

For the past ten years, he has also been active in academia as a visiting professor at SAA School of Management, teaching courses on internationalization, corporate finance, and business valuation.

Mario Gay is a member of CIMA and CMT, as well as an MBA graduate from SDA Bocconi. His work today focuses on the intersection of strategy, technology, international markets, and new development models in the Gulf region.

SPEAKERS

BIOGRAPHY

CIRO AQUINO



Regional Director Africa, Middle East & Turkey - SACE SpA

He graduated from the Faculty of Law at Tor Vergata University of Rome and earned a Second-Level Master's degree in Economic Intelligence from the same university.

He also holds an MBA in Business Administration and International Management from the Swiss Business School in Zurich.

After twenty years of experience as an officer in the Carabinieri Corps, he joined ENI in 2013, working mainly on international markets across Asia, Africa, and the Middle East.

In 2018, he joined CDP and, from 2019, SACE, as a member of the Dubai Office with responsibility for the GCC. In this role, he carried out activities focused on market analysis and scouting to identify new business development opportunities, as well as managing institutional relations with local authorities to support the growth of Italian industry abroad.

Since 2023, he has served as Regional Manager and Head of the SACE Dubai Office. Since 2026, he has been Regional Director for the Middle East, Africa, and Türkiye, as well as SACE Representative at the Prime Minister's Steering Committee for the Mattei Plan for Africa.

He is frequently invited as a speaker at conferences and postgraduate courses, and is a board member of the Joint Italian Arab Chamber of Commerce and the Italian Business Council.

SPEAKERS

BIOGRAPHY



ALESSANDRO TRICOLI



General Counsel & Co-Founder - Lumaris Navigation

Alessandro Tricoli is an Italian lawyer based in Dubai since 2006, with over twenty years of experience assisting companies, investors, and international groups operating in the United Arab Emirates and the wider Gulf region.

Formerly a Partner and Head of the International Transaction Group at Fichte & Co—the law firm where he spent a significant portion of his career—he has developed extensive expertise in international commercial and financial transactions, joint ventures, investments, international trade, and the management of complex contractual and regulatory matters, with a particular specialization in the logistics and maritime sectors.

After two decades in international legal consulting, Alessandro chose to step over to the other side of the table, taking on the role of General Counsel and Co-Founder of Lumaris Navigation. This professional evolution allows him to combine his background as an external consultant with the hands-on perspective of a direct contributor to an enterprise's operational, commercial, and strategic decisions, backed by a practical understanding of the opportunities and challenges within the UAE market.

He is a co-founder and the President of the Emirates Maritime Law Association (EMLA) and has been recognized by Chambers & Partners, The Legal 500 EMEA, and Who's Who Legal as a leading practitioner in his field.

He holds a Law degree from the University of Bologna, a Master's degree from the University of Southampton, and a Postgraduate Diploma from the University of Law in Guildford.

SPEAKERS

BIOGRAPHY



CARLO ROTA



Founding Partner, G&G Advisory FZCO (Dubai) · G&G Legal Advisory Limited (ADGM)

Carlo Stefano Rota is an Italian Chartered Accountant (Dottore Commercialista, ODCEC Milan), a registered Statutory Auditor (Revisore Legale) in Italy and a Member of The Association of International Accountants (AIA), the UK professional accountancy body. In the UAE, he practices as a tax advisor and is a Tax Agent registered with the Federal Tax Authority for both Corporate Tax and VAT.

Active in the Emirates since 2009, he founded G&G Advisory in Dubai in 2013 and, in 2021, G&G Legal Advisory in the Abu Dhabi Global Market. The two entities operate as a single, integrated and multidisciplinary tax and legal practice, serving multinational groups, family offices, entrepreneurs and private clients. The practice covers tax advisory and compliance, corporate law and services, legal advice on contracts, corporate matters, succession and personal law status, and real estate transactions, handled in both legal and tax aspects.

He advises on domestic and international tax and legal matters along the Italy-UAE axis, with a particular focus on:

- UAE Corporate Tax, Free Zones and Pillar Two
- VAT and Indirect Tax
- International Tax and Structuring
- Italian Cross-Border Tax
- Tax Migration of Individuals and Companies
- International Corporate Reorganizations
- Tax Audits and Disputes in the UAE, and in Italy in cooperation with Italian law firms
- Corporate Law, Contracts and Shareholders' Agreements
- Succession and Inheritance

SPEAKERS

BIOGRAPHY

GIULIANO PARLASCINO



Lawyer, Vinson & Elkins LLP, Dubai

Giuliano Parlascino is an attorney in the International Arbitration Department at Vinson & Elkins LLP, an internationally renowned law firm consistently ranked among the best in the world by major industry publications.

Giuliano represents clients in high-value, complex disputes before leading arbitral institutions, including the London Court of International Arbitration (LCIA), the International Chamber of Commerce (ICC), and the Dubai International Arbitration Centre (DIAC). Alongside his contentious practice, Giuliano assists clients with non-contentious matters, including drafting and reviewing construction contracts for major developments in the Middle East.

Giuliano is qualified as a solicitor in England and Wales. He holds a degree from the University of Cambridge and earned his Graduate Diploma in Law (GDL) and Master's degree in Law, Business, and Management from the University of Law in London.

SPEAKERS

BIOGRAPHY



ALESSANDRO CIANFRONE



CEO – Apri International

Born in Genoa in 1973 and a certified Chartered Accountant, he has gained extensive experience in the Gulf region and emerging markets, collaborating with major players in industry and finance.

He serves as the CEO of APRI International, an internationalization hub for liberal professions launched by Confprofessioni (Italian Confederation of Liberal Professions)—the leading representative organization for self-employed professionals in Italy. Founded in 1966, it brings together 20 trade associations across various sectors, representing over 1.5 million professionals. For over twenty years, he has been active in international initiatives, coordinating projects aimed at facilitating foreign market entry for professionals and businesses, with a particular focus on emerging countries, renewable energy, and water infrastructure.

He is actively involved in the development of Edge Data Centers as well as international scale-up initiatives and industrial partnerships for Intelligence Service Robots. He has developed significant expertise in institutional relations and international partnership building, collaborating with numerous governments, international organizations, and public and private stakeholders. Previously, he served as a member of the Internationalization Committee of the National Council of Chartered Accountants and Accounting Experts (CNDCEC), Board Member of ADC Nazionale with a mandate for internationalization, and President of the Italy-Kenya Industrial Association. He is a frequent speaker at conferences and postgraduate programs, as well as the author of articles and books on foreign investment attraction and sustainable finance.

Additionally, he lectures on international business and expansion strategies for foreign markets. He is a member of the Foreign Investment Attraction Task Force at the Ministry for European Affairs, the NRRP (PNRR), and Cohesion Policies.

Today, leading APRI International, he focuses on developing its global network through a team of senior advisors, established following a Memorandum of Understanding signed with the Ministry of Foreign Affairs and International Cooperation.

SPEAKERS

BIOGRAPHY

FRANCESCO BULLERI



Partner – ADG Legal

Francesco is a Partner at ADG Legal and has extensive experience in corporate, commercial and contract law, as well as real estate law. Prior to joining ADG Legal, Francesco worked on projects across a number of regions, including the EU, UK, Middle East, Africa, LATAM and APAC, drafting and negotiating a wide range of contract types for domestic and cross-border transactions across various industries.

Francesco started his career in the corporate department of BonelliErede. He later moved in-house, first at Gucci and then at Axitea, before relocating to Dubai.

Francesco is also an Adjunct Faculty member at LUISS Business School, where he teaches executive students and professionals at the Dubai Hub. In this role, he combines rigorous academic principles with real-world expertise, bridging theory with the practical challenges of the dynamic Gulf market.

His international experience and market knowledge have been recognised by Chambers and Partners, the world's leading legal rankings and insights intelligence company, which has ranked him in its Global Guide 2025 and Global Guide 2026. Francesco is a regular speaker, moderator and lecturer at conferences, industry forums and executive education programmes, and has been engaged by London Business School to mentor startups across the Middle East and North Africa. He also serves as the MENA Regional Coordinator of AIJA (International Association of Young Lawyers).

SPEAKERS

BIOGRAPHY

CARMINE COVIELLO



Lawyer – Coviello Law Firm

Carmine Coviello is a professional with proven experience in the field of intellectual and industrial property, with a high level of specialization in trademarks, patents, designs, and copyright, as well as in food law and the protection of know-how.

Throughout his career, he has developed solid expertise in the protection of distinctive signs and in the defense of rights related to innovation, working regularly with internationally recognized organizations such as the EUIPO (European Union Intellectual Property Office) and WIPO (World Intellectual Property Organization). He is an authorized representative before the UIBM (Italian Patent and Trademark Office), the EUIPO, and WIPO, providing highly qualified advice on the registration and protection of trademarks at both national and international level.

Lawyer Coviello has also developed significant experience in food safety and protection, particularly in relation to contracts, trademark registration, and the protection of quality certifications such as PDO, PGI, and TSG, as well as the protection of creative works related to food innovation.

He actively contributes to specialist education and knowledge-sharing through the organization of advanced training courses and the publication of articles in industry journals. He is the author of the book *FOODLAW*, as well as essays and contributions dedicated to intellectual property, food safety, and food law.

Thanks to his established network of contacts with leading Italian and international law firms, Avv. Coviello provides his clients with practical, expert, and global support for the protection and enhancement of their intellectual property assets.

SPEAKERS

BIOGRAPHY

GIOVANNA DE PASQUALE



Lawyer – De Pasquale Law Firm & Partners

Lawyer with extensive experience in strategic legal advisory services for companies and investors, with over 28 years of practice in civil, corporate and contract law, as well as in cross-border transactions.

She assists European companies in their internationalisation processes towards the GCC countries, providing qualified support in international contracts, regulatory compliance, due diligence, negotiation, and institutional and commercial relations.

She combines her professional experience with advanced training in Economic Security, Geopolitics and Intelligence, Legal AI, and Peacekeeping and Peacebuilding Operations, the latter completed at the Sant'Anna School of Advanced Studies in Pisa.

Her approach is focused on risk management, compliance and complex international scenarios.

Giovanna De Pasquale, supports companies and investors in defining contractual structures, protection strategies and international development pathways, with an approach aimed at preventing legal risks and safeguarding their interests.

SPEAKERS

BIOGRAPHY



GIULIANO BELLACHIOMA



Certified Public Accountant and Statutory Auditor

Founder & Equity Partner at Omnia Consilia STP – Benefit Corporation

Giuliano Bellachioma is a Certified Public Accountant (CPA) and Statutory Auditor, as well as the Founder and Equity Partner of Omnia Consilia STP – Società Benefit. This professional network, with offices in Viterbo, Rome, and Dubai, specializes in tax, corporate, and managerial advisory, M&A, sustainability, and corporate internationalization.

He assists businesses, corporate groups, investors, and professionals with both national and cross-border transactions, focusing on international taxation, corporate structuring, extraordinary corporate transactions, governance, and expansion strategies into foreign markets. He has successfully guided numerous Italian companies through internationalization processes, seamlessly integrating strategic, fiscal, and corporate evaluations with Anti-Money Laundering (AML) compliance and the management of relations with relevant regulatory authorities.

On the international stage, he serves as a Member and Senior Advisor of the Italian Chamber of Commerce in the UAE (IICUAE), is a Partner in the international Ascheri Group network, and collaborates as Of Counsel with legal and tax firms operating in the United Arab Emirates and other global markets. In academics, he lectures for the Chair of Financial Intermediaries Law at the University of Tuscia (UNITUS), focusing on anti-money laundering regulations, supervision, and organizational controls. This academic expertise complements his active roles as an AML Officer and anti-money laundering consultant for regulated entities, international transactions, and complex corporate structures.

He sits on various Boards of Directors and Boards of Auditors, is a member of the Joint Anti-Money Laundering Commission of the Association of Certified Public Accountants (ODCEC) of Lazio, and serves as President of the Judicial Area Study Commission. Furthermore, he is a frequent speaker at conferences and a lecturer in advanced executive and management training programs, covering topics such as governance, regulatory compliance, Decree 231 models, sustainability, AI, and internationalization strategies.

SPEAKERS

BIOGRAPHY

MICHELE AMMIRATI



*Managing Partner – Well Tax Limited Londra and WellTax Consultants LLC
Dubai*

Michele Ammirati, is a Chartered Accountant (AICPA & CIMA), an International Tax Affiliate of the Chartered Institute of Taxation (CIOT) and holder of the Advanced Diploma in International Taxation (ADIT).

As Managing Partner of WellTax Limited in London and WellTax Consultants L.L.C. in Dubai, Michele advises businesses, entrepreneurs and internationally mobile individuals on cross-border taxation, corporate structuring and international expansion. His expertise includes UK and UAE taxation, double tax treaties, corporate tax residence, permanent establishment risks, transfer pricing, financial planning and international business strategy.

Throughout his career, Michele has worked closely with CEOs, CFOs and company directors, providing strategic advice on complex tax, accounting, and regulatory matters.

He also plays a central role in developing WellTax's international operations, professional network and multidisciplinary team.

Michele also serves as Treasurer of Club di Londra, contributing to the charity's strategic direction and overseeing its financial governance, reporting and compliance responsibilities.

He holds a master's degree in business administration and management from the University of Westminster.

SPEAKERS

BIOGRAPHY



LORENZO TOSONOTTI



Founding Partner - Well Tax Limited Londra and WellTax Consultants LLC Dubai

Lorenzo Tosonotti is a founding partner of WellTax, combining a background in management engineering with extensive experience in taxation, international wealth management and cross-border advisory. He holds a Master's Degree in Management Engineering from Politecnico di Milano, a CIMA Diploma in Management Accounting, and is a Registered Tax Agent with the UAE Federal Tax Authority (FTA).

With more than a decade of experience, Lorenzo advises entrepreneurs, family offices, high-net-worth individuals and corporate clients across multiple jurisdictions, supporting them with international structuring, tax planning, asset management and regulatory compliance.

His practice has a particular focus on UAE and international tax matters, including UAE Corporate Tax, cross-border tax coordination and the establishment and structuring of businesses across Mainland, Free Zone and Offshore jurisdictions. He works closely with clients to develop structures that reflect their commercial objectives while maintaining appropriate local substance and compliance with domestic and international tax frameworks.

Lorenzo also has significant experience in real estate investment and management, as well as in the yachting, aviation and luxury automotive sectors. His work in these areas includes advising on the acquisition, disposal, ownership and structuring of high-value assets, combining tax, corporate and commercial considerations within a coordinated international approach.

SPEAKERS

BIOGRAPHY

ANGELO BULGARELLI



Managing Director – General Noli

He is an executive with over 45 years of experience in international freight forwarding and the logistics of finished goods and project cargo, specializing in the markets of the Middle East, India, Africa, and the Indian Ocean. In these markets, he has developed solid expertise in multimodal transport and in the management of complex industrial logistics operations.

Since 2022, he has been Managing Director and Board Member of General Noli, where he focuses in particular on Middle Eastern markets and on relationships with the main shipping lines operating in the region. Since 2023, he has supported the development of General Noli's presence in Dubai, where the company operates through dedicated offices, offering integrated transport, customs clearance, warehousing, and consolidation services for sea and air shipments worldwide.

As early as 1979, he was among the pioneers in Italy in the introduction of intermodal transport, contributing to the transfer of containers by rail from inland locations to ports of shipment at a time when this solution was still in its early stages. His commitment to Middle Eastern markets began in the early 1980s and, since 1993, has translated into direct and continuous operations in the area, supported by frequent business activities and well-established commercial relationships.

In 1988, he founded Maxicargo International, which became a key logistics partner for the international trade of Italian companies, as well as the preferred freight forwarder of the Government of Seychelles from 1989 to 2005. Over the years, he has led highly complex projects, ranging from the handling of complete plants for the ceramic industry to the shipment of large power generators, arranging vessel charter contracts and project cargo operations with door-to-door deliveries.

His extensive international experience and long-standing expertise in the Middle Eastern region confirm his role as a manager and operational reference point in the management of complex international logistics projects.

SPEAKERS

BIOGRAPHY



VALERIA KUHAR



CEO – La Prima Classe

She is an Italian entrepreneur and consultant based in Dubai, and the founder of Prima Classe FZE. She has built a professional career spanning luxury, design, internationalization, and business development in the Gulf region. Her work helps Italian companies enter and grow in the Gulf markets through trust, continuity, authenticity, and storytelling.

Prima Classe has evolved into a multi-sector ecosystem operating across Food & Beverage, Beauty, Fashion, and Real Estate, providing support with regulatory registrations, logistics, brand positioning, business development, and institutional networking.

The company acts as the official office in the United Arab Emirates for CAAB – Centro Agroalimentare di Bologna and for Rete di Imprese Emilia Romagna Mercati, supporting Italian producers, consortia, and chambers of commerce in achieving structured access to the GCC market.

In 2025, Prima Classe strengthened its collaboration with the Italian Industry & Commerce Office in the UAE, becoming an extended operational partner of the Chamber to promote Italian businesses, market entry, and cultural exchange.

Before founding Prima Classe, Valeria worked in luxury jewelry and design with Damas, Gitanjali Group, and Rivoli. She launched the Laurentia brand and designed collections for Galeries Lafayette Dubai and luxury hotel boutiques. She later brought this sensitivity to the Italian F&B sector, combining product value, culture, and commercial positioning.

During the pandemic, she created a consolidated export model that enables Italian producers to share logistics, reduce costs, and maintain continuity. Today, she is also F&B Sector Lead at IICUAE and Official Technical Partner of the World Italian Cuisine Summit.

SPEAKERS

BIOGRAPHY



ANDREA SANTOLERI



Managing Director – IMQ Gulf

Andrea Santoleri is Managing Director of IMQ Gulf, IMQ Group's Dubai hub for certification and conformity assessment across the GCC, India and Middle East markets. Since taking the role, he has led the company's growth building a structured commercial function to serve manufacturers seeking access to Gulf and European markets.

Biomedical engineer from Politecnico di Milano, he began his career in research, developing a device that earned a US provisional patent together with University of Arizona. He joined IMQ in 2017 and rose from Internship to Global Sales Manager of the Medical Device Division, leading an international team across Italy, China, India and Europe and opening new markets for the Group's foreign offices.

He combines regulatory expertise in EU Regulations (MDR, IVDR) and Gulf conformity schemes (UAE ECAS/EQM, Saudi SABER, GCC G-Mark) with strong skills in key account management, business development and cross-border operations.

SPEAKERS

BIOGRAPHY



FABRIZIO CALAMASSI



Attorney – Studio Legale Calamassi

Graduating in Law with full marks (110/110) from the University of Pisa, Fabrizio Calamassi was admitted to the bar in 2016 and established his own law firm based in Livorno.

He specializes in civil law, with a primary focus on over-indebtedness, corporate law, and domestic and international commercial contracts, as well as artificial intelligence applied to the legal and business sectors.

In 2019, he became a certified Advisor to the Italian Industry & Commerce Office in the UAE, providing legal advice and support to businesses expanding into the Gulf region.

Throughout his professional career, Mr. Calamassi has guided Italian companies through their internationalization processes, not only across the GCC area but also in other markets, including the EU, North America, South America, India, and Australia. In recognition of his work, he was awarded Best Advisor by the Italian Industry & Commerce Office in the UAE for the year 2022.

He is a frequent keynote speaker at conferences on business development in Arab countries organized by Italian Chambers of Commerce, Confindustria, and various trade associations. He also featured as a speaker at the 2022 edition of the Gulf International Congress.

Additionally, he authors articles and contributes expert legal insights in collaboration with the newspaper L'Osservatore di Livorno.

SPEAKERS

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GILBERTO GRANA



*Chartered Accountant, Accounting Expert and Statutory Auditor
Partner at BP Avvocati e Commercialisti Associati*

Gilberto Grana is a Chartered Accountant, Accounting Expert and Statutory Auditor, registered with the Association of Chartered Accountants of Rimini. Born in Rimini in 1985, he has developed solid expertise in tax and legal matters. His professional activity is based on the integration of tax and legal skills in support of companies, entrepreneurial families and complex assets.

A Partner at BP Avvocati e Commercialisti Associati – a multidisciplinary firm with offices in Rimini, Bologna and Ferrara – he focuses primarily on internationalisation and wealth planning. As an Italian Certified Advisor of the Italian Chamber of Commerce in the United Arab Emirates, he supports companies and professionals in their development paths towards the Gulf region, with particular attention to international taxation and the structuring of cross-border assets.

In the field of wealth management, he deals with asset protection and generational succession through trusts and foundations, both nationally and internationally. His professional activity also includes extraordinary transactions, such as mergers, demergers, contributions and M&A, as well as corporate crisis and insolvency procedures – including acting as Judicial Liquidation Trustee and Over-indebtedness Crisis Manager – and tax litigation before the Tax Courts of Justice.

Alongside his professional activity, he carries out extensive teaching and publishing work. He is the author of articles and contributions on domestic and international taxation, wealth planning and corporate crisis for specialised publications such as *FiscoeTasse*, *We Wealth* and *Trusts e Attività Fiduciarie*, and he regularly speaks at professional training conferences.

SPEAKERS

BIOGRAPHY

MARTA PAIAR



Chairwoman - Kuwekeza Holding

An international executive with over 20 years of experience, she has led commercial growth, business transformation, and strategic partnerships across the Energy, Digital Infrastructure, and Telecommunications sectors. Throughout her career, she has worked extensively across the GCC, Europe, the Americas, and other emerging markets, helping organizations accelerate growth, expand internationally, and deliver long-term value.

Today, she serves as Chairwoman of Kuwekeza Investment Holdings, focusing on identifying investment opportunities, fostering international partnerships, and supporting sustainable growth across strategic sectors, including energy transition, digital infrastructure, and innovation. She is also actively involved in the GCC investment ecosystem as an Investment Committee Member for Saudi Angel Investors and collaborates with global organizations to promote cross-border business development. Over the years, she has led large-scale transformation initiatives, delivered significant EBITDA improvements, and supported companies through periods of expansion and change. She is passionate about building strong partnerships, connecting investors and industry leaders, and creating opportunities that generate lasting economic and social impact. Based in Dubai and holding a UAE Golden Visa, she regularly participates as a keynote speaker at international conferences and business forums, sharing insights on leadership, investment, innovation, and sustainable development. She strongly believes that collaboration, strategic thinking, and continuous innovation are essential to building resilient businesses and shaping the future of global industries.

SPEAKERS

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SOPHIA MOULIN



CEO – Epicon Capital Club

Sophia Moulin is the founder of Epicon Capital, a Dubai-based firm working at the intersection of family capital and private markets across the Gulf.

She is the host of the Saudi Family Office Summit in Riyadh and the Dubai Family Office Summit, bringing principals, single- and multi-family offices and institutional allocators into the same room with the region's most credible founders.

Through Epicon Capital Club, she maintains a private network of investors and operators and advises companies on the discipline required before capital is raised. Her work is built on a simple conviction: in this market, access is earned through trust, not transaction.

CONTACT DETAILS AND INFO

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