

3D Legal - Supporting Airlines In Italy and across Europe

Aviation Practice Overview for Global Airlines

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Sponsor

Innovative Legal Solutions Since 2011

In today's complex aviation landscape, global airlines need more than just legal advice – they need strategic partners who understand their business challenges and can navigate intricate regulatory frameworks while supporting their commercial objectives. **3D Legal - Dandria Studio Legale** has established itself as such a partner, offering a unique combination of deep industry knowledge, regulatory expertise, and innovative legal solutions for international carriers operating in Italy and across the European Union.

Founded in 2011, our firm has grown to become a trusted advisor to numerous international airlines, maintaining offices in Rome and Milan while serving clients across multiple jurisdictions. What distinguishes us is not just our legal expertise, but our understanding of the aviation industry's specific needs and our ability to deliver practical, business-oriented solutions that address both immediate challenges and long-term strategic goals.

Client Service Excellence

Our commitment to client service excellence is consistently recognized by clients across the globe:

From an Asian Carrier's General Counsel: "Working with 3D Legal has given us confidence in navigating the complex European regulatory landscape. Their team's ability to handle everything from routine passenger claims to complex regulatory matters across different EU jurisdictions has proven invaluable. Their responsiveness, despite time zone differences, have made them our trusted partner for legal requirements."

From a Major European Carrier's General Counsel: "3D Legal has transformed how we manage Italian legal matters. What stands out is their ability to handle complex regulatory matters while keeping sight of our commercial objectives. They are truly part of our extended legal team. Their innovative approach to matter management and cost control has delivered real value to our organization."

From a Leading American Airline's General Counsel: "Having a single point of contact for all our European legal needs has significantly streamlined our operations. Their team's ability to coordinate matters across multiple jurisdictions while maintaining consistent quality is remarkable. They understand the unique challenges faced by non-EU carriers and provide business-oriented solutions."

From the Legal500:

- "Great understanding of the industry"
- "Clear solutions through concise communication"
- "Extremely reactive responses, tailored approach"

Our Structure and Approach

At the heart of our practice is a core team of professionals, including three partners, each bringing specialized expertise in aviation law, competition, and regulatory matters. This lean and efficient structure is complemented by our extensive network of contract lawyers and local correspondents across the EU, allowing us to scale our resources rapidly while maintaining consistent quality and cost control.

This unique organizational model enables us to function as a **one-stop shop for non-EU airlines seeking representation in European markets**. Whether dealing with regulatory compliance in Italy, passenger claims in Germany, or competition matters

before EU institutions, we provide seamless service delivery through a single point of contact while leveraging local expertise where needed.

Our commitment to excellence across three key dimensions:

Responsive Communication — We maintain a 24-hour response time commitment and provide direct access to senior partners. Our multi-lingual team (Italian, English, German) ensures effective communication across borders, with particular attention to time zone considerations for our global client base.

Strategic Partnership Approach — Beyond handling specific legal matters, we aim to serve as trusted advisors who understand our clients' business objectives and can provide strategic guidance on emerging challenges and opportunities. Our one-stop shop model for Europe simplifies legal management for non-EU carriers while ensuring consistent quality across jurisdictions.

Knowledge Sharing — We regularly provide updates on regulatory developments, host training sessions for client teams, and share best practices from across the industry. Our proactive approach helps clients stay ahead of regulatory changes and emerging challenges in the European market.

Aviation Industry Expertise

Our aviation practice has been shaped by years of hands-on experience with industry-specific challenges. We understand that aviation law is not just about legal compliance – it's about enabling our clients to operate efficiently in a highly regulated environment while maintaining their competitive edge.

In the regulatory sphere, we maintain strong working relationships with key authorities including national civil aviation authorities, transport regulators, and competition authorities. This enables us to provide effective representation in matters ranging from route authorities and slot allocations to complex regulatory investigations and compliance programs.

Our work spans the full spectrum of aviation law, including:

Regulatory and Administrative Matters — We guide airlines through the complex regulatory landscape of European aviation, handling matters such as traffic rights applications, slot allocations, and compliance with safety and security requirements. Our team regularly engages with national aviation authorities and the European Commission, ensuring our clients' interests are effectively represented at both national and EU levels.

Competition Law and Consumer Protection — Our expertise extends to all aspects of competition law affecting the aviation sector, from merger control and state aid matters to consumer protection investigations and pricing transparency requirements. We have successfully guided airlines through investigations by national competition authorities and the European Commission, often achieving favorable outcomes through strategic defense strategies and commitment procedures.

Litigation and Claims Management — With experience handling over 10,000 consumer claims across multiple jurisdictions as of December 2024, we have developed sophisticated systems for managing high-volume litigation while maintaining quality and cost-effectiveness. Our approach combines legal expertise with innovative technology solutions, enabling efficient handling of matters ranging from routine passenger claims to complex commercial disputes.

Track Record of Success

Our firm's experience in the aviation sector encompasses a broad range of significant matters that have helped shape industry practices. We have successfully:

- Guided airlines through complex regulatory procedures, consumer protection and price transparency investigations
- Secured valuable slot allocations through competitive procedures
- Managed 10k+ passenger claims in multiple European jurisdictions
- Represented carriers in high-stakes commercial disputes with airports and commercial partners
- Advised on establishment of European operations and branch offices

- Developed comprehensive compliance programs covering competition law, consumer protection, and data privacy
 - Negotiated agreements with airports, ground handlers, and other industry stakeholders
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Innovation in Legal Service Delivery

Understanding that traditional legal service models often fall short of meeting modern airlines' needs, we have developed innovative approaches to legal service delivery that emphasize efficiency, transparency, and value creation.

Technology Integration — We employ advanced legal technology solutions that enable efficient matter management and real-time reporting. Our custom-developed platforms allow clients to track the status of matters, access documents, and monitor costs through secure online portals. This digital-first approach not only improves efficiency but also aligns with our commitment to environmental sustainability.

Cost Management and Transparency — Our fee structures are designed to provide predictability and value, with clear communication about costs from the outset. We offer various fee arrangements tailored to different types of matters, ensuring alignment with our clients' budgetary requirements while maintaining service quality.

EU/UK 261 Quick Assessment Tool

To support airlines in managing their obligations under EU Regulation ²⁶¹/₂₀₀₄ and its UK equivalent, we have developed a dedicated online tool that enables both legal departments and customer service centers to make quick preliminary assessments of potential obligations in case of flight disruptions.

The tool allows for a rapid evaluation of care, re-routing, and compensation obligations based on the specifics of each case, including flight route, type of disruption, cause, and delay length. Its user-friendly interface is designed for ease of use by front-line customer service staff, ensuring consistency and accuracy in responses to passenger claims from the very first point of contact. A built-in collaboration feature enables users to share assessment results and supporting

documentation directly with our team for expert review, typically within two working days.

This practical resource helps identify cases that may require more in-depth legal analysis or are likely to result in compensation payments, facilitating a more efficient initial handling of passenger claims while reducing the risk of incorrect assessments at the customer center level.

Access to the tool is provided exclusively to our clients upon request.

Environmental, Social, and Governance (ESG)

As the first Italian law firm to obtain ESG certification from 4C Legal, we demonstrate our commitment to sustainability through concrete actions. Our digital-first approach, sustainable mobility policies, and focus on diversity and inclusion reflect our belief that legal service providers must contribute to the industry's broader sustainability goals.

Aviation Sector Focus

Our deep understanding of the aviation industry allows us to provide context-aware advice that takes into account not just legal requirements but also operational realities. We regularly participate in industry forums and maintain active membership in key organizations including:

- European Air Law Association (EALA)
 - International Bar Association's Aviation Law Committee
 - International Air Transport Association (IATA) events and working groups
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Looking Forward

Building on our established position as a trusted advisor to international carriers, we are focused on serving an expanding roster of global airlines operating in the European market. Our proven model of providing comprehensive legal services across

the EU through a single point of contact has resonated strongly with carriers from Asia, the Americas, and the Middle East.

We continue to deepen our relationships with existing airline clients while welcoming new carriers entering or expanding their presence in European markets. Our thorough understanding of the challenges faced by non-EU airlines operating in Europe, combined with our established network across EU jurisdictions, positions us ideally to support the growing number of global carriers choosing Europe as a key market for their operations.

As more airlines seek efficient solutions for managing their European legal matters, our one-stop shop model offers the perfect balance of local expertise and centralized coordination that global carriers require.

Our Partners

Gennaro d'Andria — Managing Partner

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Languages: Italian, English, German

Gennaro specializes in managing complex cross-border matters for international airlines, coordinating legal teams across multiple EU jurisdictions. He has been granted authority to represent numerous carriers' interests before courts and regulatory agencies throughout the European Union, establishing himself as a trusted coordinator for airlines' pan-European legal needs. His practice encompasses a wide range of commercial contracts, litigation, regulatory matters, antitrust, consumer protection, and privacy. Since 2010, he has been consistently recommended as a leading lawyer by the major legal directories, with international clients praising his "strategic approach to multi-faceted requirements," "excellent understanding of the industry," and ability to "get straight to the problem and provide clear solutions through concise communication."

He regularly liaises with national competition authorities, civil aviation authorities, transport regulators, and EU institutions across multiple jurisdictions. Prior to founding 3D Legal in 2011, he was the head of EU & Competition Law for Italy at a UK

top-10 international law firm. He obtained an LL.M. from King's College, London, and has worked at the Competition Directorate of the European Commission in Brussels. He currently chairs the Italian section of the ICC Marketing & Advertising Commission and is a member of the International Bar Association's Aviation Committee.

Angela Addressi — Partner

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Languages: Italian, English

Angela specializes in aviation law, litigation, regulatory matters, and antitrust. She has extensive experience representing national and foreign airlines before the Italian civil aviation authority, national and EU courts, particularly in passenger claims matters. Her background includes positions at DLA Piper and McDermott Will & Emery, as well as a secondment at a major European airline's legal department in London. She holds an LL.M. in Competition Law from King's College London (2012) and a PhD in Law and Business from LUISS University, Rome.

Federica Cinquetti — Partner

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Languages: Italian, English

Federica focuses on civil and commercial disputes, product liability, and commercial contracts. She provides legal advice across a wide spectrum of matters, with particular expertise in contracts and commercial/corporate litigation before national and international courts. She is regularly appointed to arbitration panels by leading Italian institutions. Before joining 3D Legal as partner in 2020, she worked for over 15 years in the litigation departments of Gianni Origoni and Orsingher Ortu. She has been enrolled with the Italian bar since 2003 and is admitted to the High Courts.

Office Locations

Rome Office

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Milan Office

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About 3D Legal - Dandria Studio Legale

3D Legal - Dandria Studio Legale offers airlines a unique combination of industry expertise, innovative service delivery, and pan-European reach. Our scalable model, supported by advanced technology and an extensive network of legal professionals, enables us to provide consistent, high-quality legal services across multiple jurisdictions while maintaining cost-effectiveness and transparency.

As your legal partner in Italy and Europe, we are committed to supporting your success through practical, business-oriented solutions that address both current challenges and future opportunities in the aviation sector. We invite you to learn more about how we can support your operations in both the Italian and broader European markets.

Visit us at IATA World Legal Symposium 2026

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