



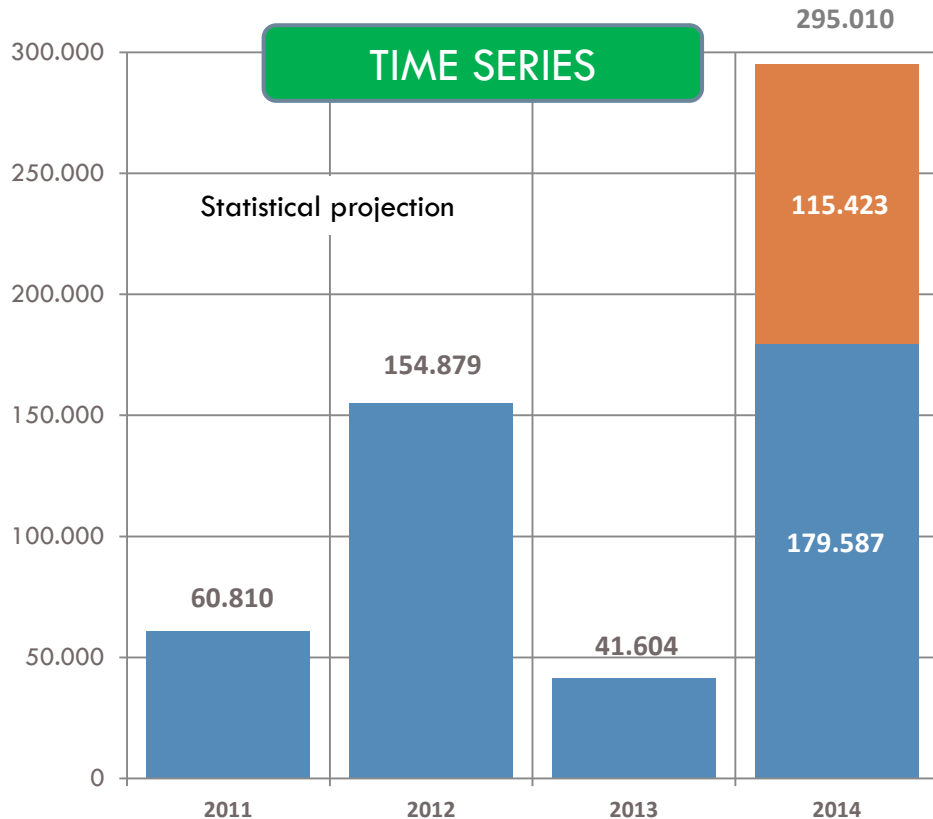
CIVIL MEDIATION LEGISLATIVE DECREE 28/2010

STATISTICS FOR THE PERIOD JANUARY 1ST – MARCH 31ST 2015

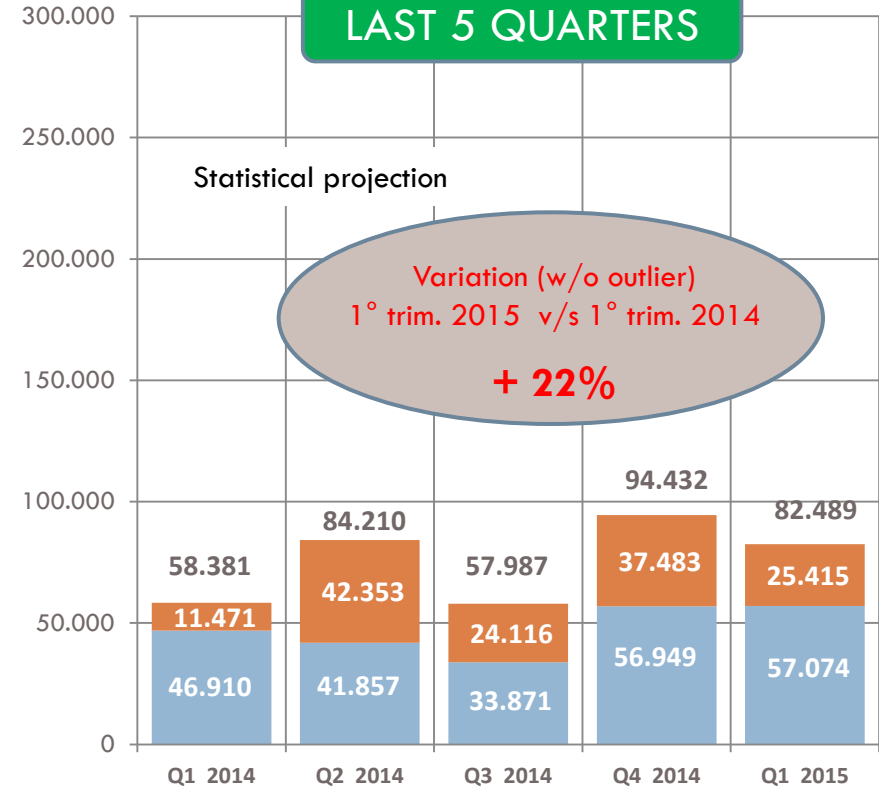
Incoming mediations

March 2011 – March 2015

TIME SERIES





LAST 5 QUARTERS



In the comparison between years, it has to be taken into account that:

- From 13 December 2012 to 30 September 2013 the compulsory attempt at conciliation was suspended;
- In 2012 there were approximately 45,000 mediations (an average of 11,165 per quarter) for damages from circulation of vehicles and boats, this subject matter is no longer mandatory as of September 20, 2013

 Incoming mediations

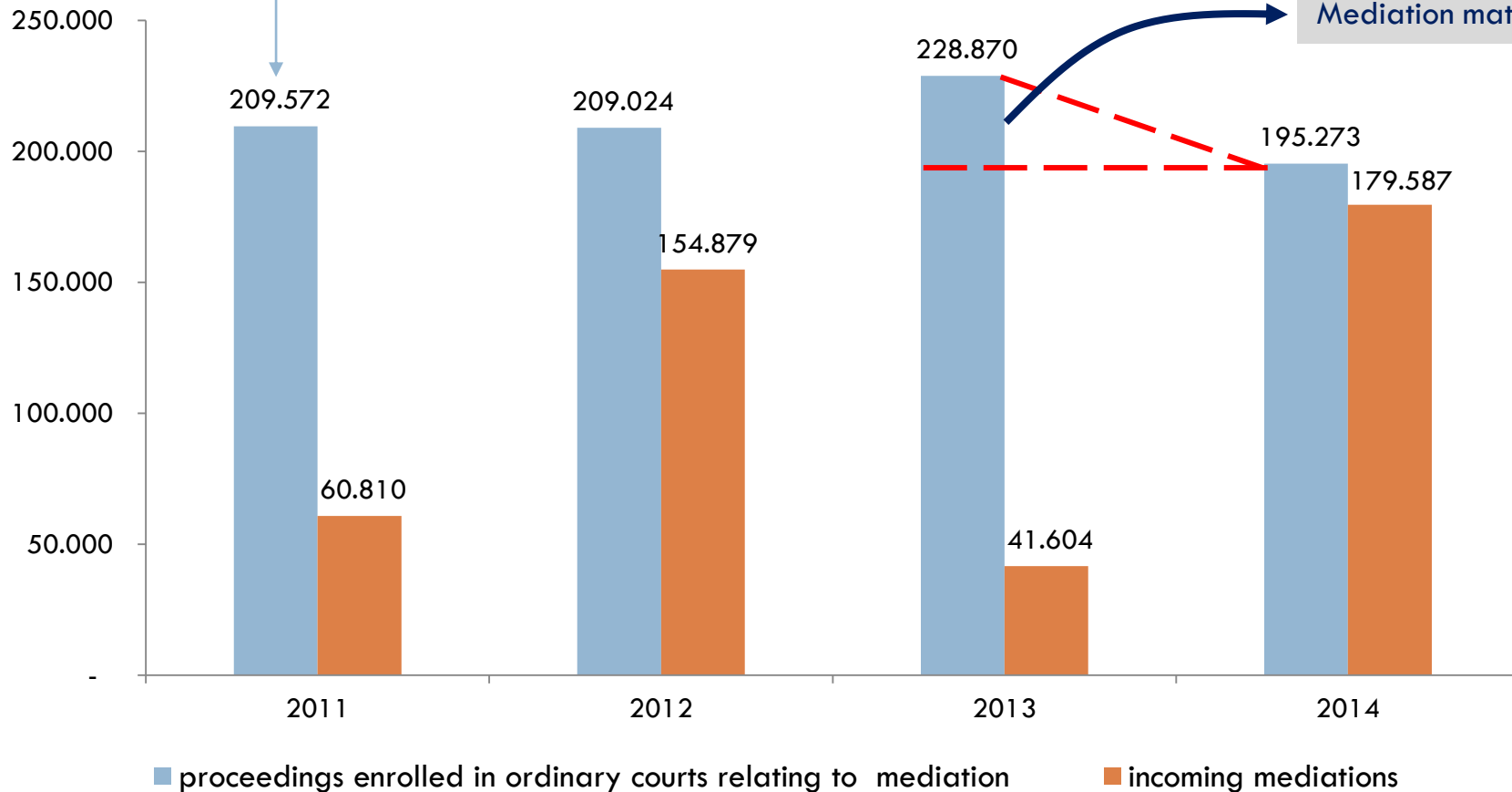
 Incoming mediations for one mediation firm, statistical «outlier»

Comparison between cases handled in mediation and those handled in the Tribunals

2011 – 2014

The proceedings enrolled in the ordinary courts relating to matters for which a mediation attempt is compulsory represent nearly 8% of the total civil cases registered in Italian tribunals each year.

Reduction
2014 vs 2013
Civil Total = -8%
Mediation matters = -15%



Mediation firm statistically an «outlier»

2014 – 1st quarter 2015

- Registered in 2014.
- Has 104 operational sites.
- Manages only insurance contract related litigations:

Incoming cases	
1 st quarter 2014	11.471
2 nd quarter 2014	42.353
3 rd quarter 2014	24.116
4 th quarter 2014	37.483
1 st quarter 2015	25.415

- Almost all cases have ended due to the lack of presence of the counterparty:

Resolved cases	With counterparty Agreement not-reached	With counterparty Agreement reached	No presence of counterparty
1 st quarter 2014	0	0	99
2 nd quarter 2014	0	23	47.198
3 rd quarter 2014	24	20	25.378
4 th quarter 2014	25	25	36.844
1 st quarter 2015	29	29	21.663

*This firm, for the activities reported above, represents a statistical outlier.
For this reason the analysis of subsequent pages are processed without its data.*

Data by subject matter

1st quarter 2015

Condominium
Property
Partition
Wills and inheritance
Family covenants and agreements
Lease
Loans
Business rents
Liability for damages from vehicles and boats
Medical malpractice damages
Libel
Insurance contracts
Bank contracts
Financial contracts
Other proceedings (non mandatory mediations)
Total

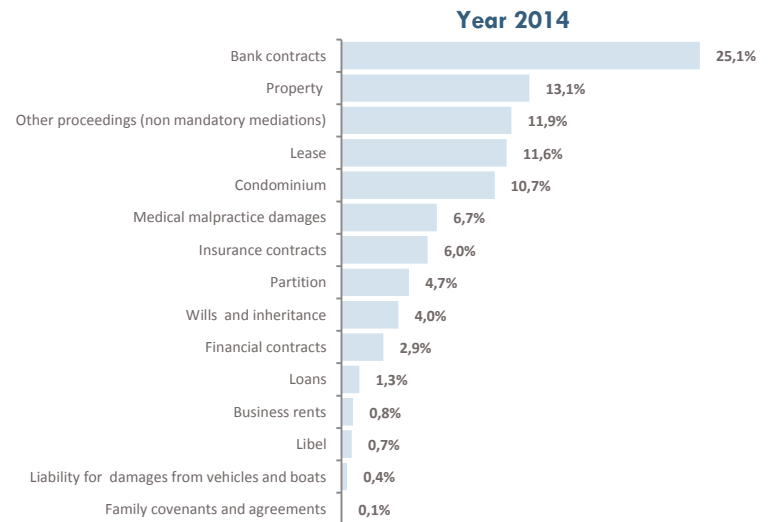
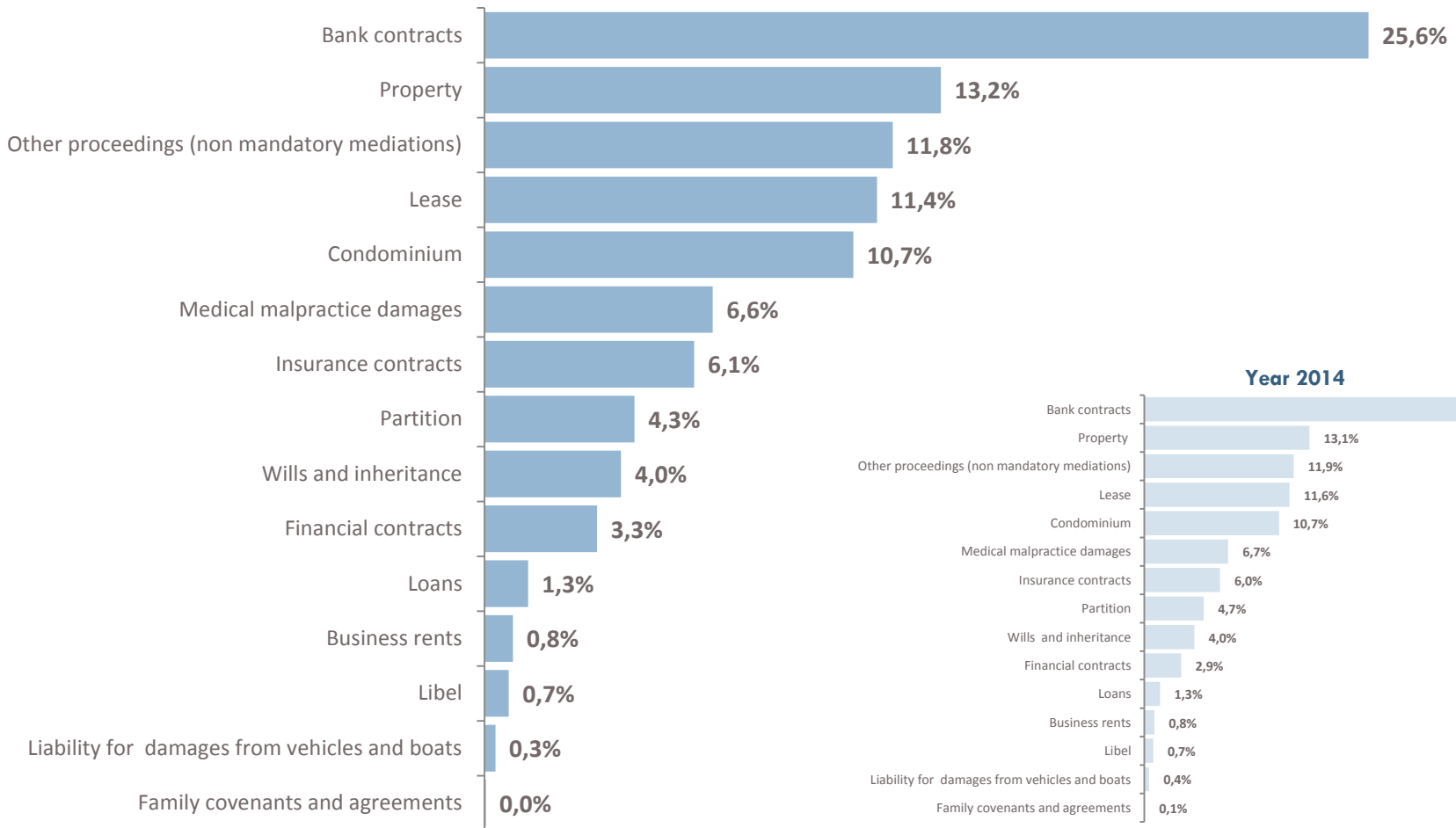
January 1 st – March 31 st , 2015			
INITIAL PENDING	INCOMING	RESOLVED	FINAL PENDING
6.212	6.089	5.473	6.827
9.342	7.547	6.335	10.554
3.469	2.477	2.178	3.769
2.791	2.255	1.903	3.143
104	23	30	98
6.486	6.477	6.005	6.958
775	722	596	902
724	472	454	741
1.103	181	183	1.101
3.799	3.767	3.329	4.238
477	401	330	548
3.450	3.462	2.908	4.005
12.696	14.603	12.749	14.550
2.064	1.858	1.816	2.106
11.001	6.738	5.972	11.768
64.493	57.074	50.261	71.306

Insurance contracts «outlier»

5.886	25.415	21.721	9.580
--------------	---------------	---------------	--------------

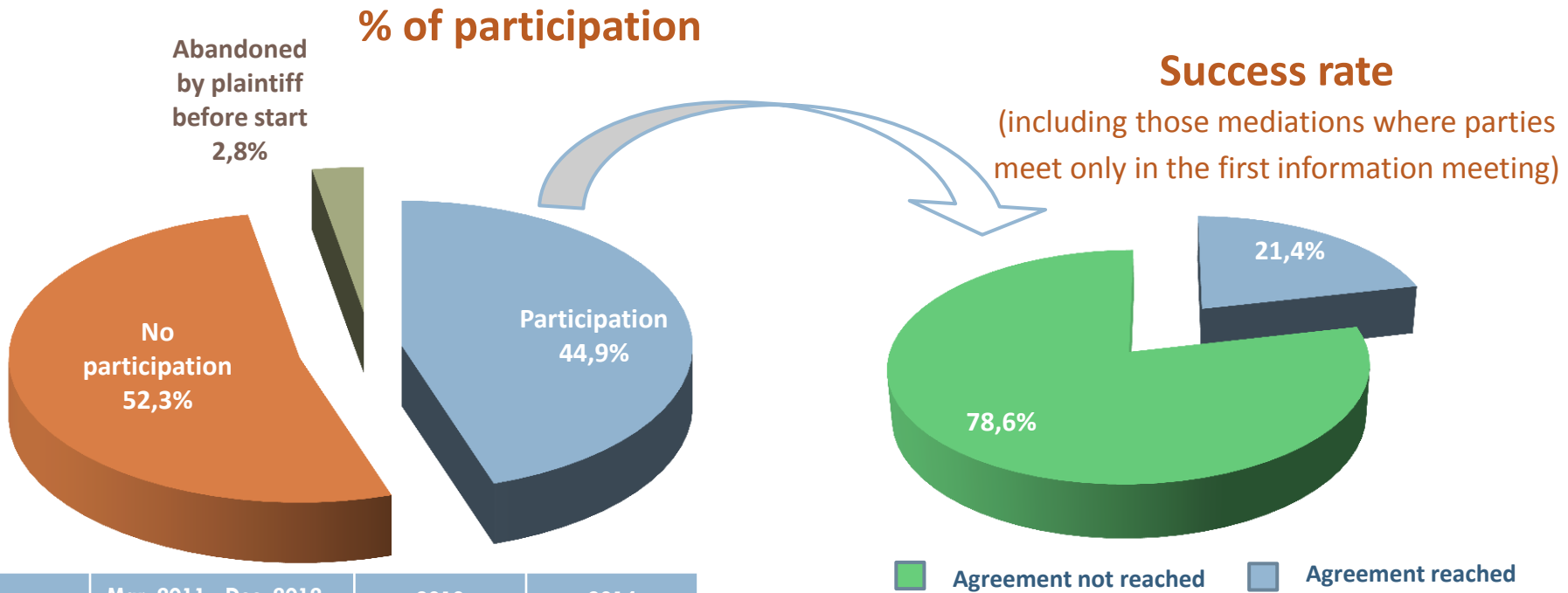
Incoming mediations by subject

1st quarter 2015



Success rate

1st quarter 2015



	Mar. 2011 - Dec. 2012	2013	2014
Participation	27,0%	32,4%	40,5%
Success rate	43,9%	42,4%	47,0% (*)

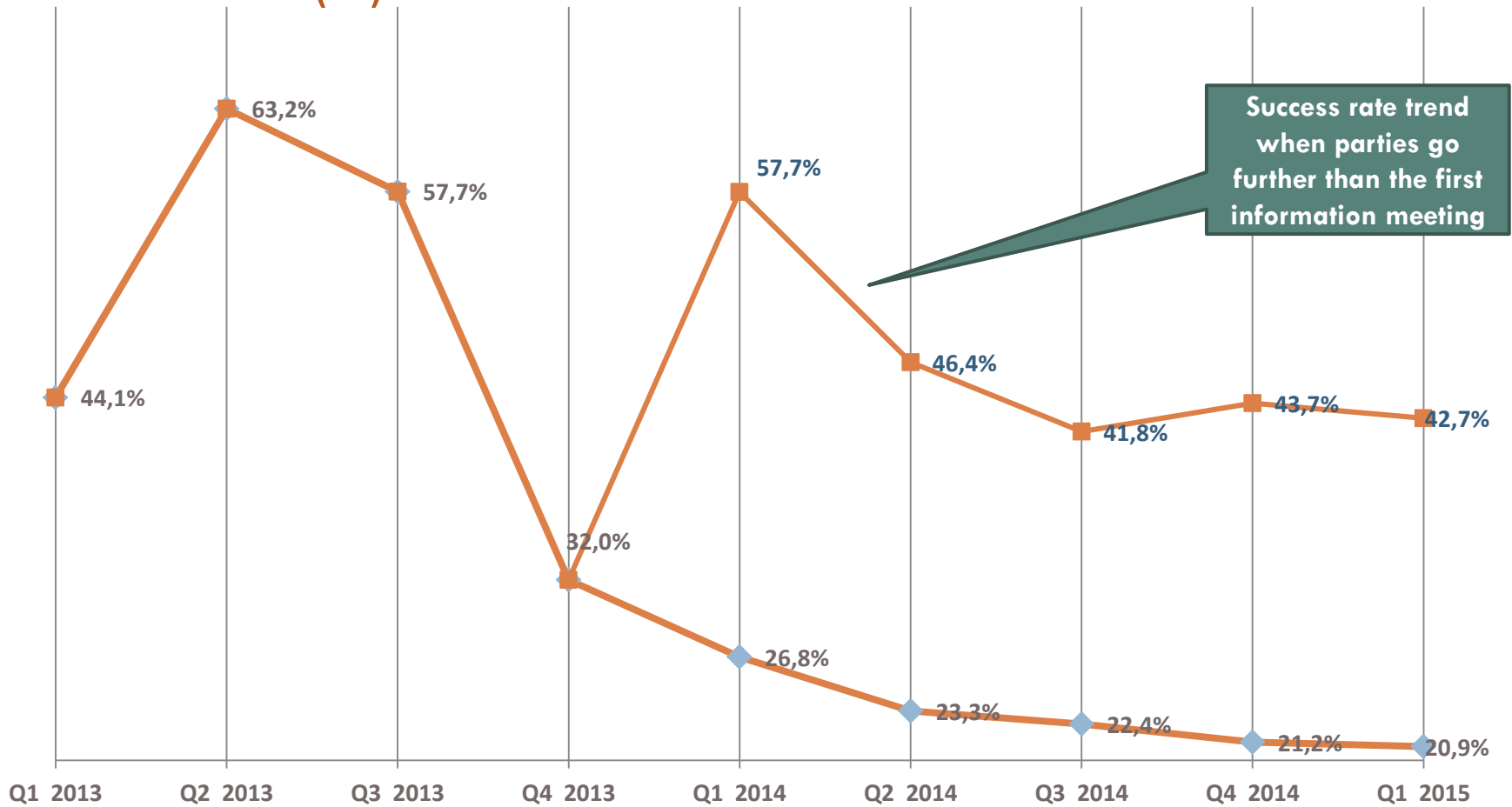
A sample analysis shows that the success rate goes up to 43% when parties go further in the mediation attempt after the first information meeting

(*) Excluding mediations in which parties participated only in the first information meeting

Trend of success rates

2013 – 1st quarter 2015

Success rate (%)

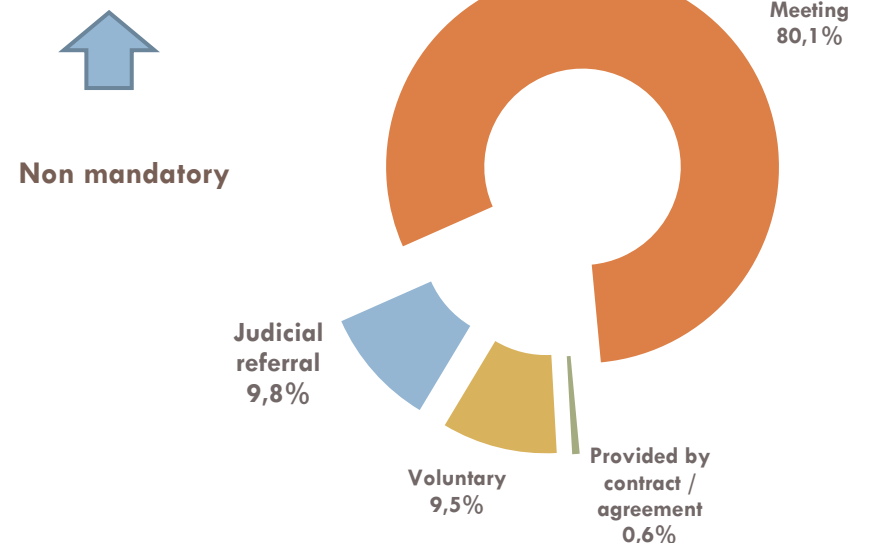


Categories of mediation – resolved cases

1st quarter 2015

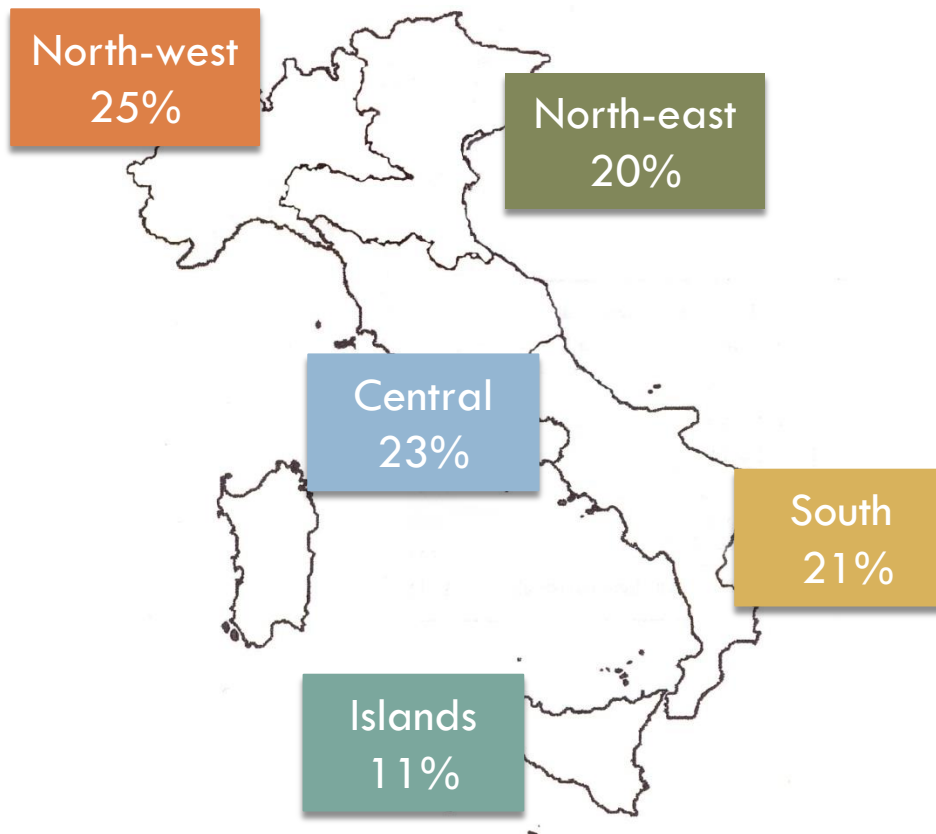
	2011		2012		2013		2014	
Judicial referral	700	<i>1,7%</i>	4.965	<i>3,3%</i>	489	<i>2,0%</i>	7.699	<i>5,6%</i>
Mandatory mediation (2011-2012)								
Mandatory Mediation with easy opt-out at the initial meeting (from end 2013)	31.288	<i>77,9%</i>	129.531	<i>84,9%</i>	13.802	<i>57,5%</i>	131.360	<i>83,8%</i>
Provided by contract / agreement	200	<i>0,5%</i>	458	<i>0,3%</i>	359	<i>1,5%</i>	1.332	<i>0,6%</i>
Voluntary	7.973	<i>19,9%</i>	17.677	<i>11,6%</i>	9.369	<i>39,0%</i>	15.926	<i>10,0%</i>

1st quarter 2015



Geography of mediations

1st quarter 2015

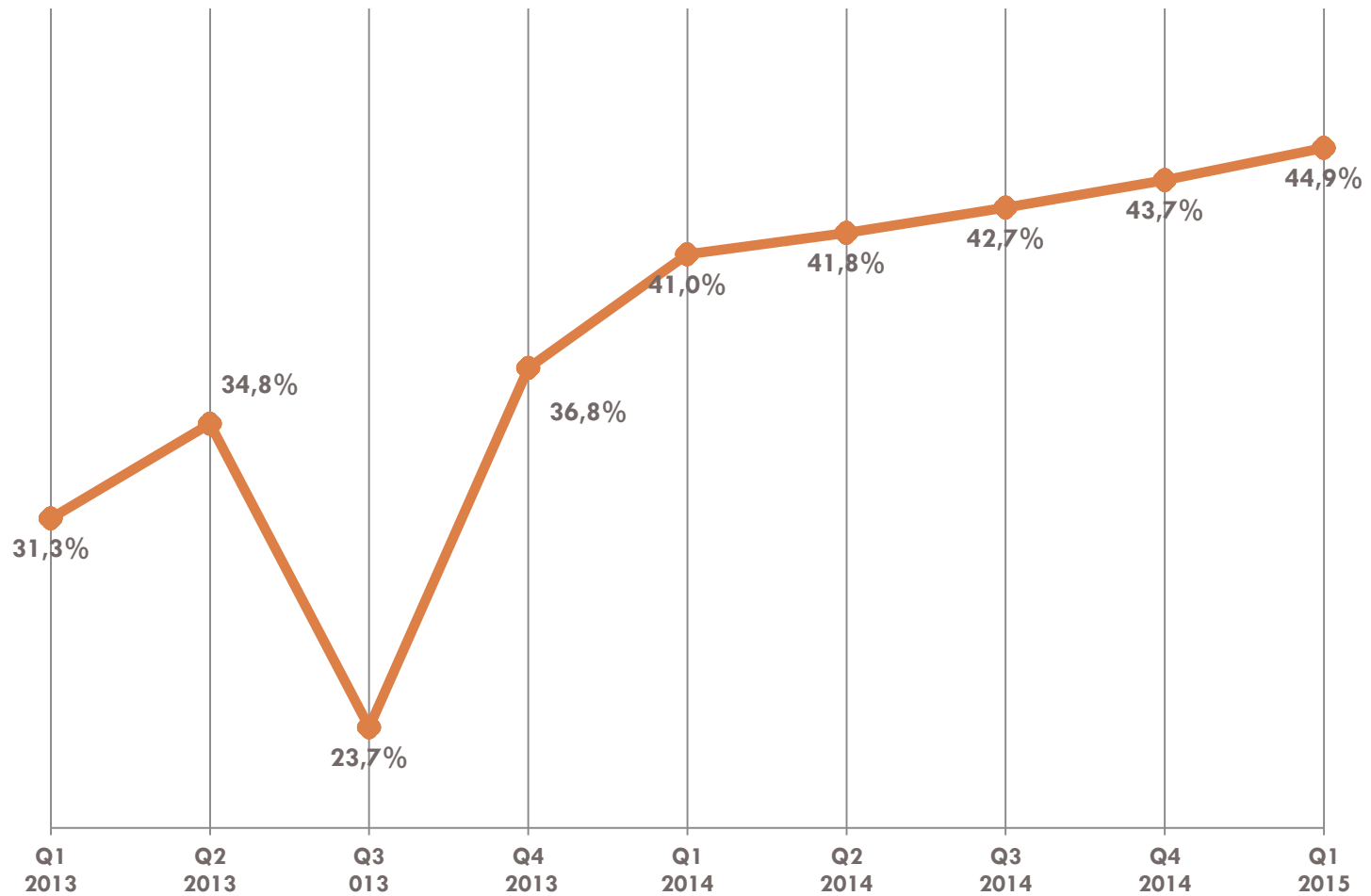


REGIONS	%
LOMBARDY	17,2%
LAZIO	11,7%
EMILIA-ROMAGNA	8,6%
CAMPANIA	8,4%
SICILY	7,8%
VENETO	7,8%
TUSCANY	7,7%
PUGLIA	5,5%
PIEDMONT	5,3%
CALABRIA	4,1%
SARDINIA	3,0%
LIGURIA	2,3%
FRIULI-VENEZIA GIULIA	2,2%
ABRUZZO	2,2%
MARCHE	1,8%
TRENTINO-ALTO ADIGE	1,6%
UMBRIA	1,4%
MOLISE	0,7%
BASILICATA	0,5%
VALLE D'AOSTA	0,2%

Analysis made with a sample of resolved cases

Rate of Counterparty Participation in a Mediation Process

2013 – 1st quarter 2015



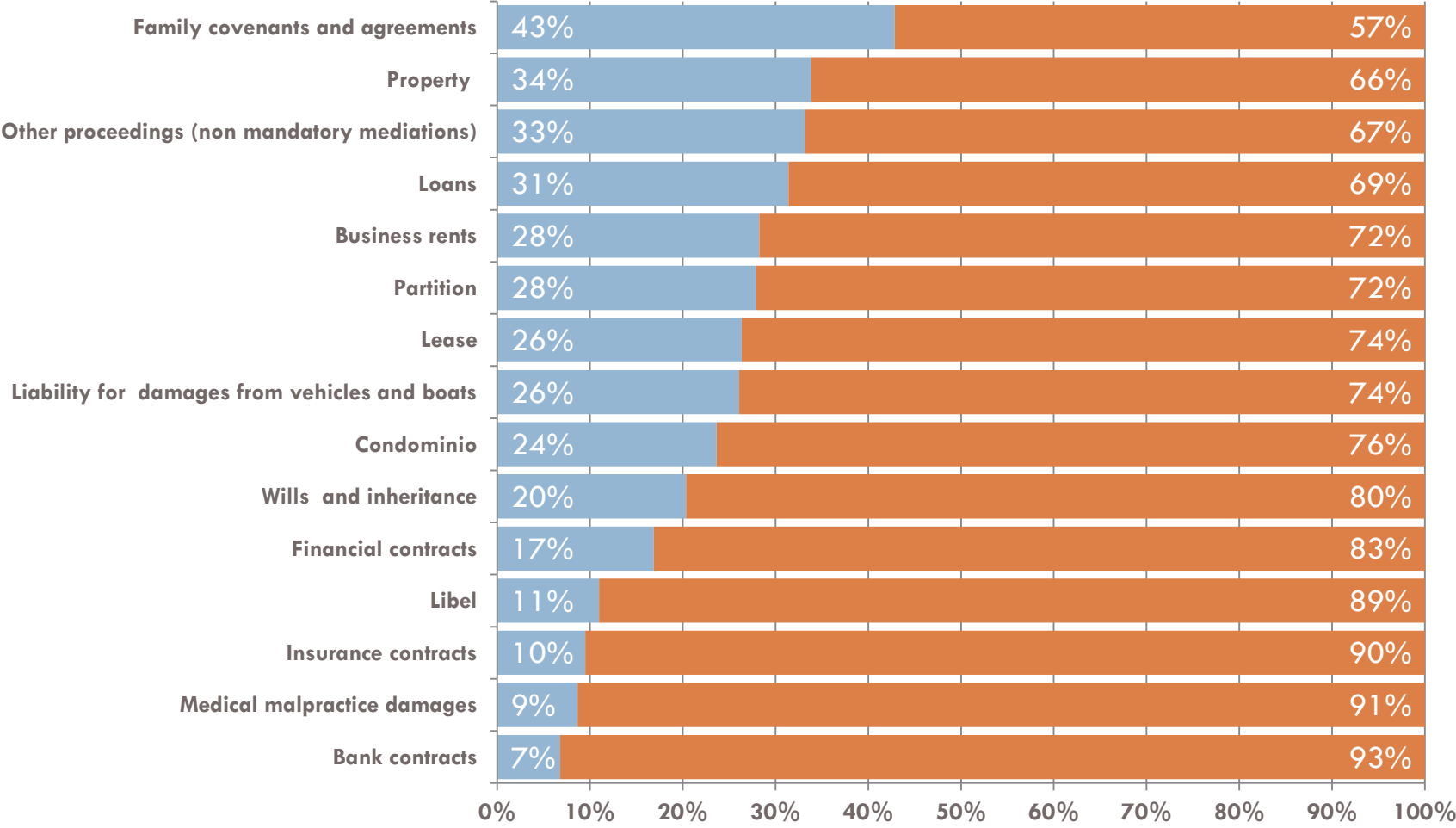
Participation by subject

1st quarter 2015

Subject	% of participation	Ranking of participation
Wills and inheritance	66,3%	66,3%
Partition	60,9%	60,9%
Property	56,0%	56,0%
Business Rentals	55,1%	55,1%
Condominium	54,8%	54,8%
Lease	52,5%	52,5%
Family Covenants and Agreements	45,5%	45,5%
Loans	45,4%	45,4%
Libel	45,3%	45,3%
Bank contracts	44,3%	44,3%
Other proceedings (non-mandatory)	40,4%	40,4%
Medical malpractice damages	39,5%	39,5%
Financial Contracts	38,2%	38,2%
Liability Damages from vehicles and boats	19,3%	19,3%
Insurance contracts	15,9%	15,9%

Success rate analysis by subject

1st quarter 2015



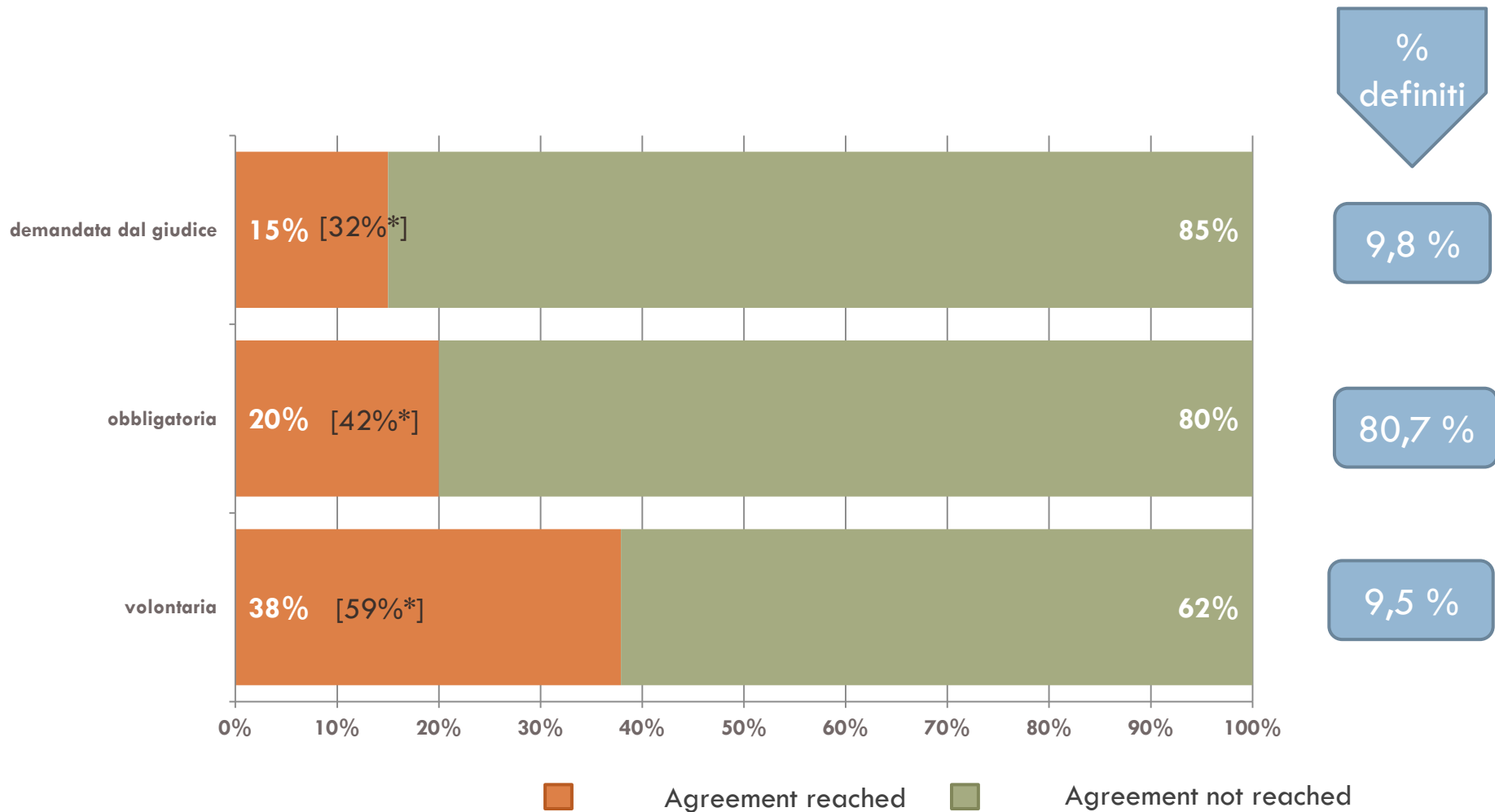
Success rate by type of mediation body

1st quarter 2015

Type of mediation organization	Number of organizations as of 31.03.2015	Resolved	Sample Survey	
			Success rate including cases where the other party did not participate in the process	Success rate including only cases in which both parties participated in meetings following the first information one
Chambers of Commerce	86	5.028	21,2%	48,7%
Private organizations	616	27.635	24,1%	46,1%
Bar associations	112	17.170	17,9%	35,1%
Other professional associations	86	428	36,0%	50,7%
Total	900	50.261	21,4%	42,7%

Success rate of Mediation by Type of Referral

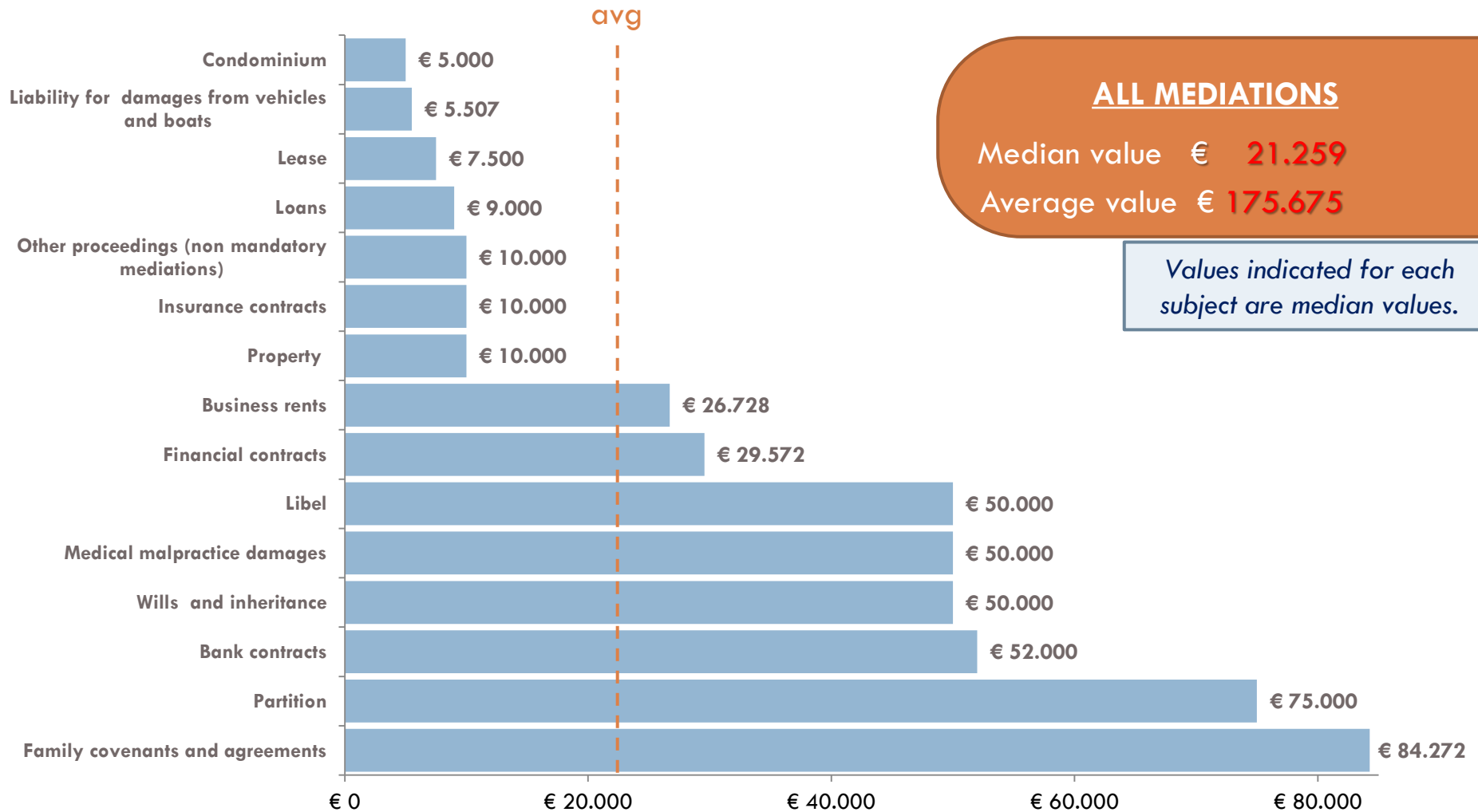
1° quarter 2015



* % distribution of the sample of mediations resolved with participation of the parties to the procedure following the first meeting 15

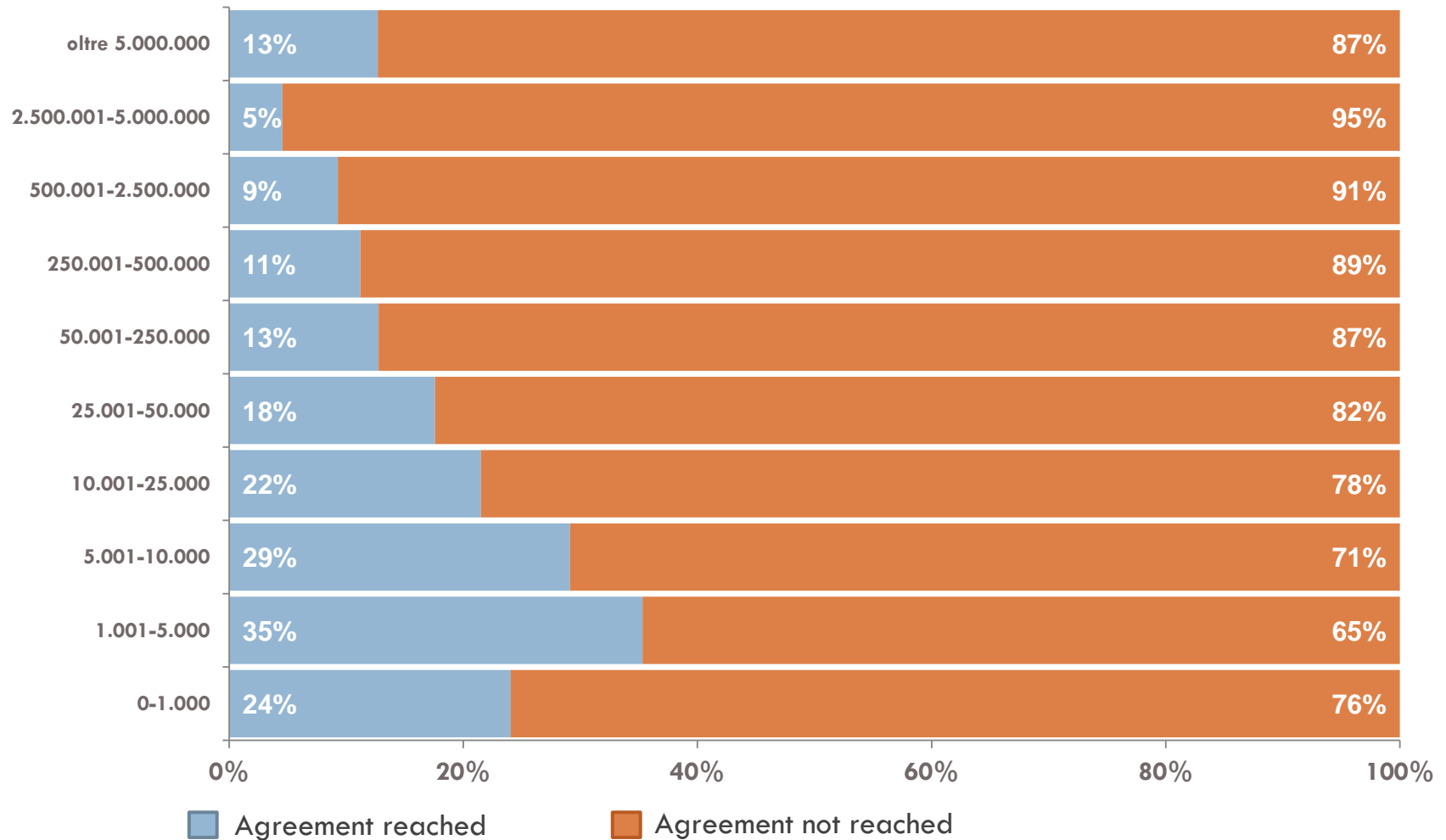
Economic value of mediation disputes

1st quarter 2015



Success rate by value range

1st quarter 2015



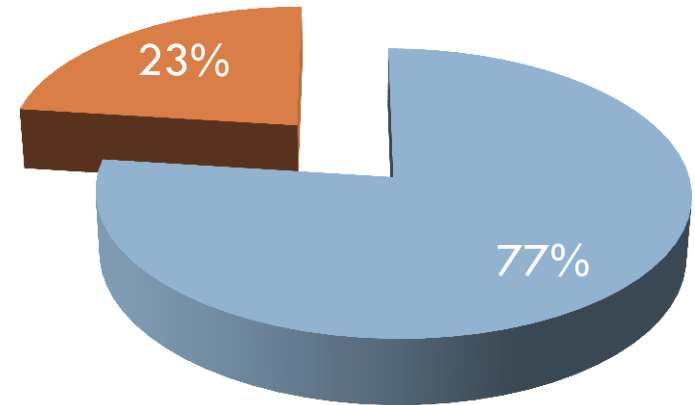
Lawyer's assistance in voluntary mediation

1st quarter 2015

Total claimants



Total defendants



- Assisted by lawyer
- NOT assisted by lawyer

From September 21st 2013 the assistance of parties by lawyers is mandatory for all mandatory mediations

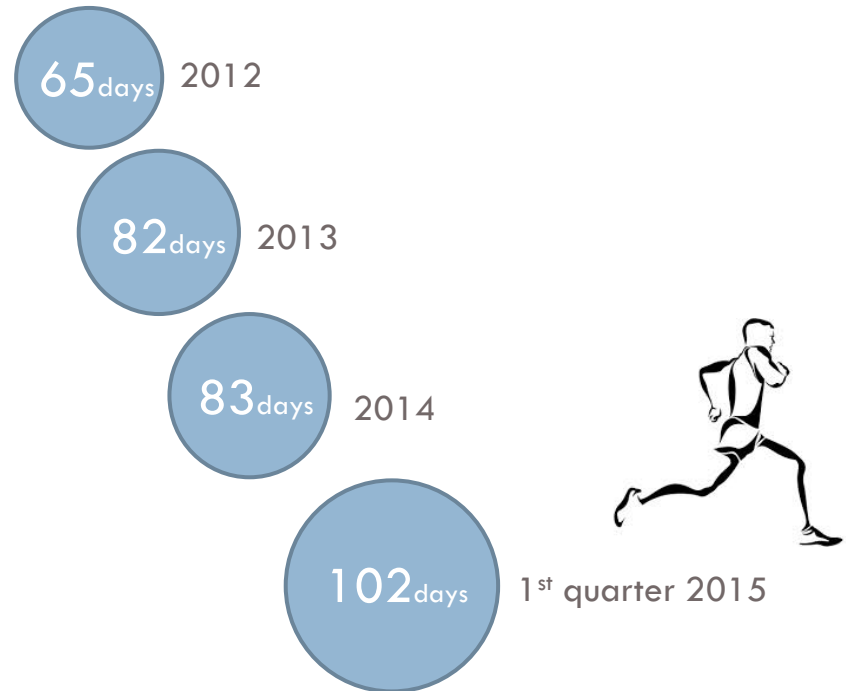
Days in mediation compared to days in Court

CIVIL CASES IN COURTS



MEDIATION

Cases when an agreement is reached



Ministero della Giustizia



Direzione Generale di Statistica

Document available at <https://webstat.giustizia.it>