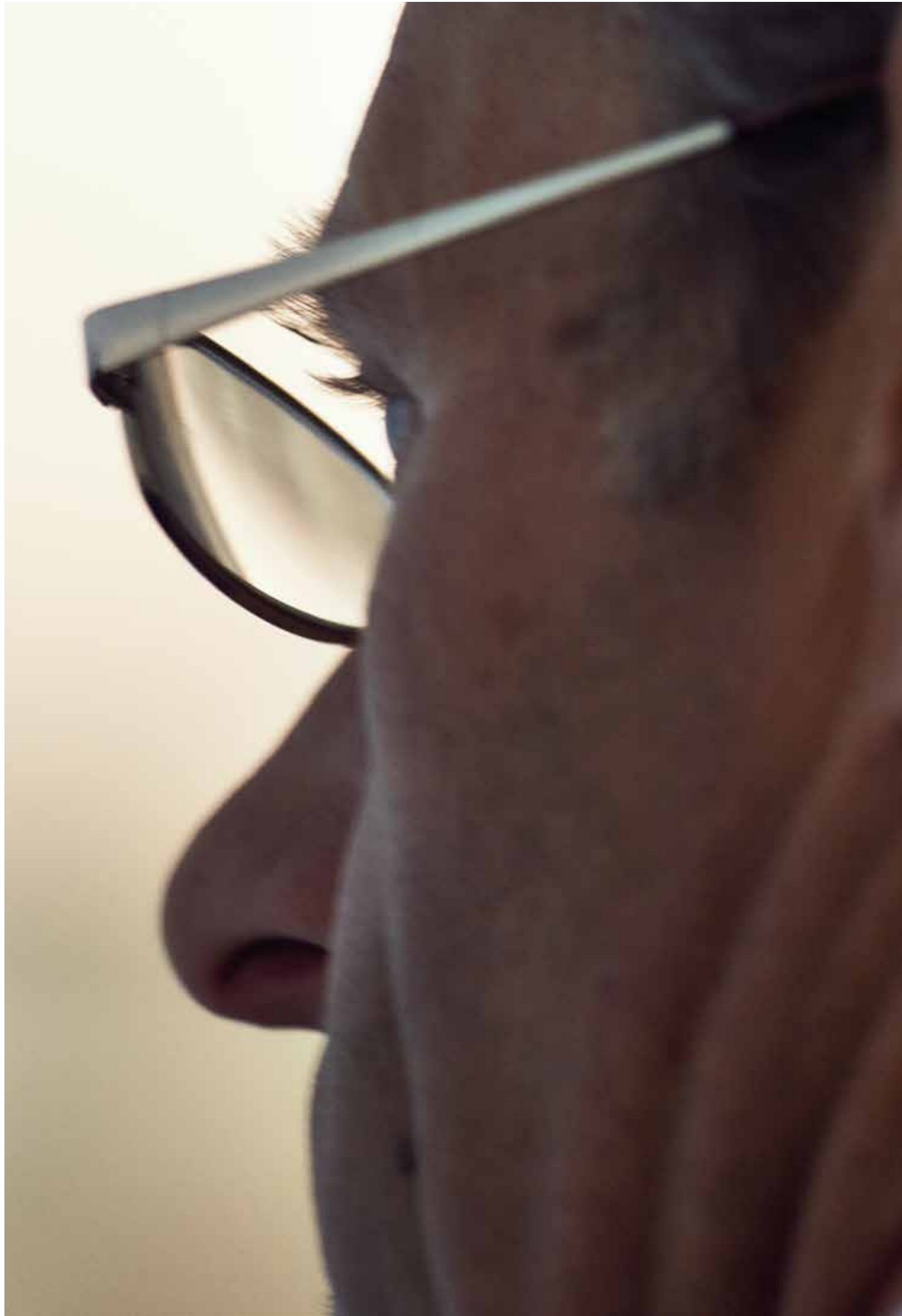




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LENZ & STAEHELIN



**The world's Swiss law firm**

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[www.lenzstaehelin.com](http://www.lenzstaehelin.com)

# Contents

Introduction	6
Understanding our clients	11
Practices & Sectors	18
Our lawyers	25
Our approach & our scope	30
Our support team	36
Offices	38

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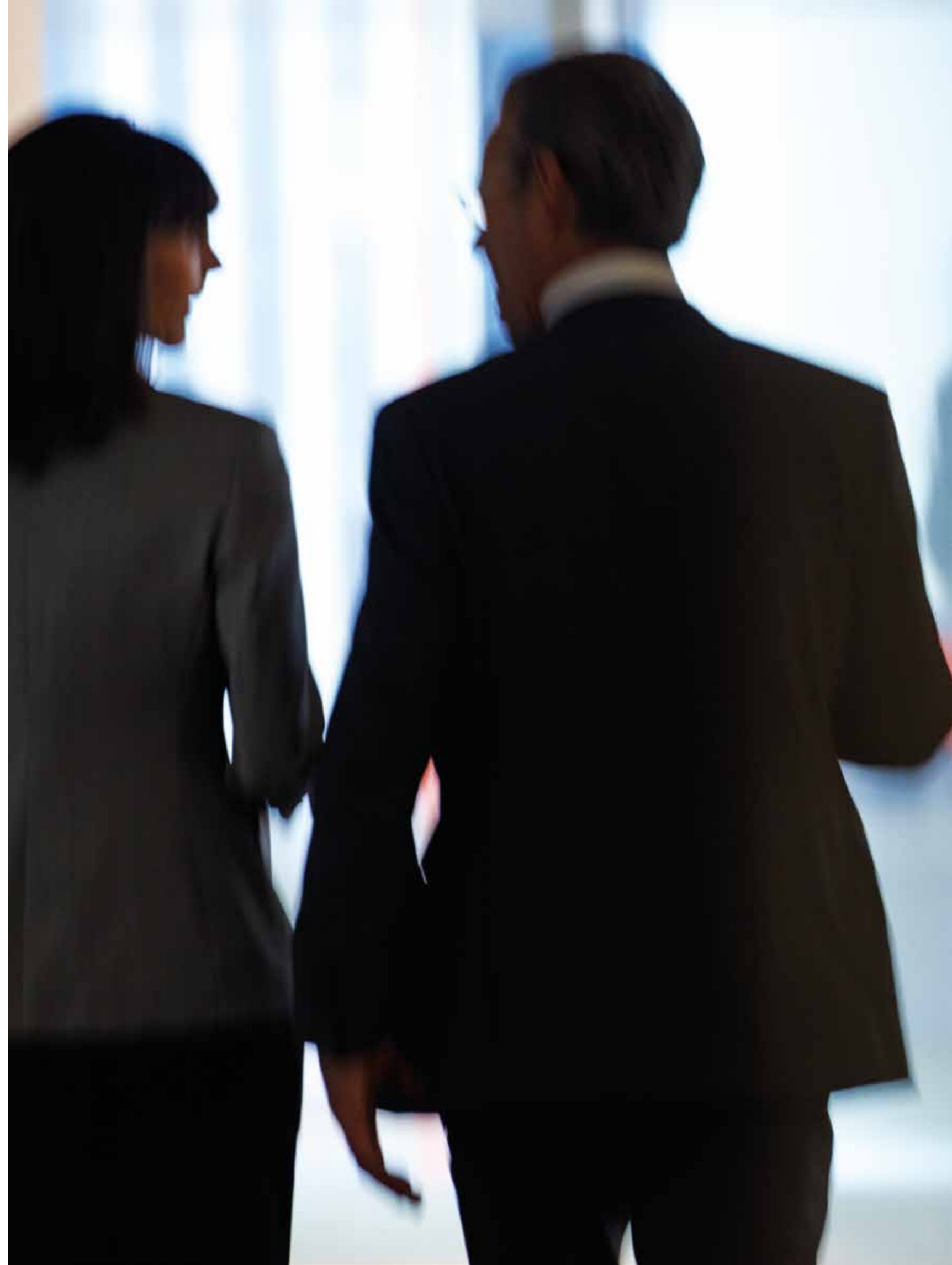
## **Lenz & Staehelin: a story of trust, respect and connections throughout Switzerland. And the world beyond.**

Lenz & Staehelin traces its roots back to two law firms founded by Conrad Staehelin in Zurich in 1917 and by Raoul Lenz in Geneva in 1951.

After World War II, Conrad's son Willy Staehelin realized that Switzerland would make an ideal hub for foreign investment and gained the interest of prominent American investors in Zurich. Joining with other partners in the 1960s, Staehelin, Hafter, Jagmetti, Lutz & Partner continued to serve predominantly American, British, German and Italian clients in addition to its Swiss clientele.

Meanwhile, in Geneva, Raoul Lenz similarly saw the benefits of an international clientele and a larger partnership. Lenz, Schluep, Briner & de Coulon developed representing foreign clients, global and private banks – and with them Swiss and foreign private clients.

By the late 1980s, the Geneva partners recognized the opportunities and synergies of a nationwide presence. They initiated talks with Staehelin, Hafter, Jagmetti, Lutz & Partner and the two firms soon understood that they were a natural match, permitting a swift merger. On 1<sup>st</sup> January 1991, Lenz & Staehelin was born. Since then it has continued to grow and remains Switzerland's largest independent law firm.



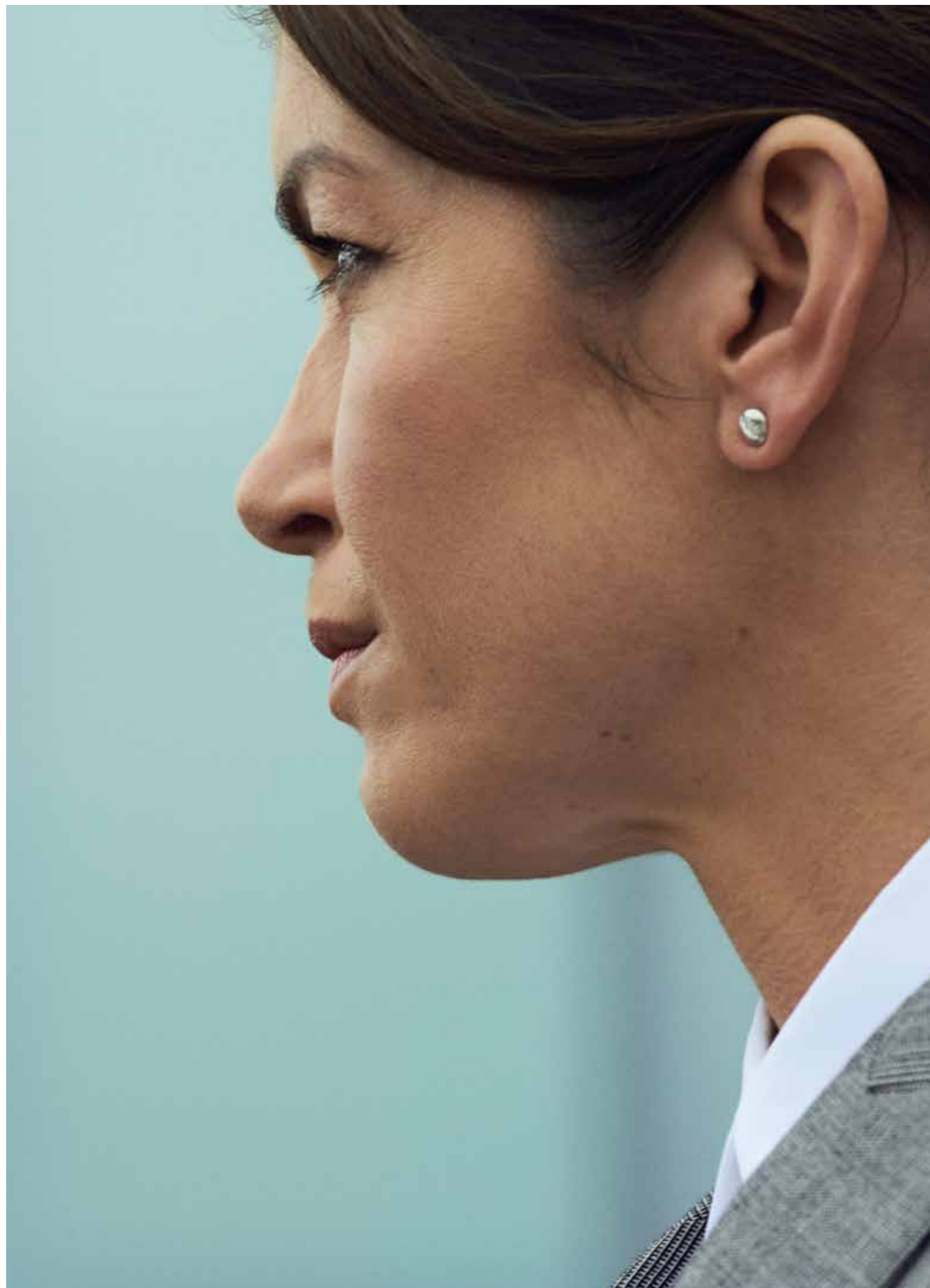
## **We have something unique in Switzerland. A distinct lack of Swissness.**

As a leading law firm in Switzerland, Lenz & Staehelin is very often the first point of contact for companies, organizations and individuals who are seeking high-level legal advice across all regions of our own jurisdiction or navigating the complex nuances of countless different legal systems around the world.

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Its 100 years' experience has created a firm which is rightly regarded as a trusted partner by many of the world's best-known and most successful clients. With over 200 lawyers, Lenz & Staehelin offers the services of the largest legal team in Switzerland, all of whom have international experience.



## **We do not start at the beginning. We start at the end.**

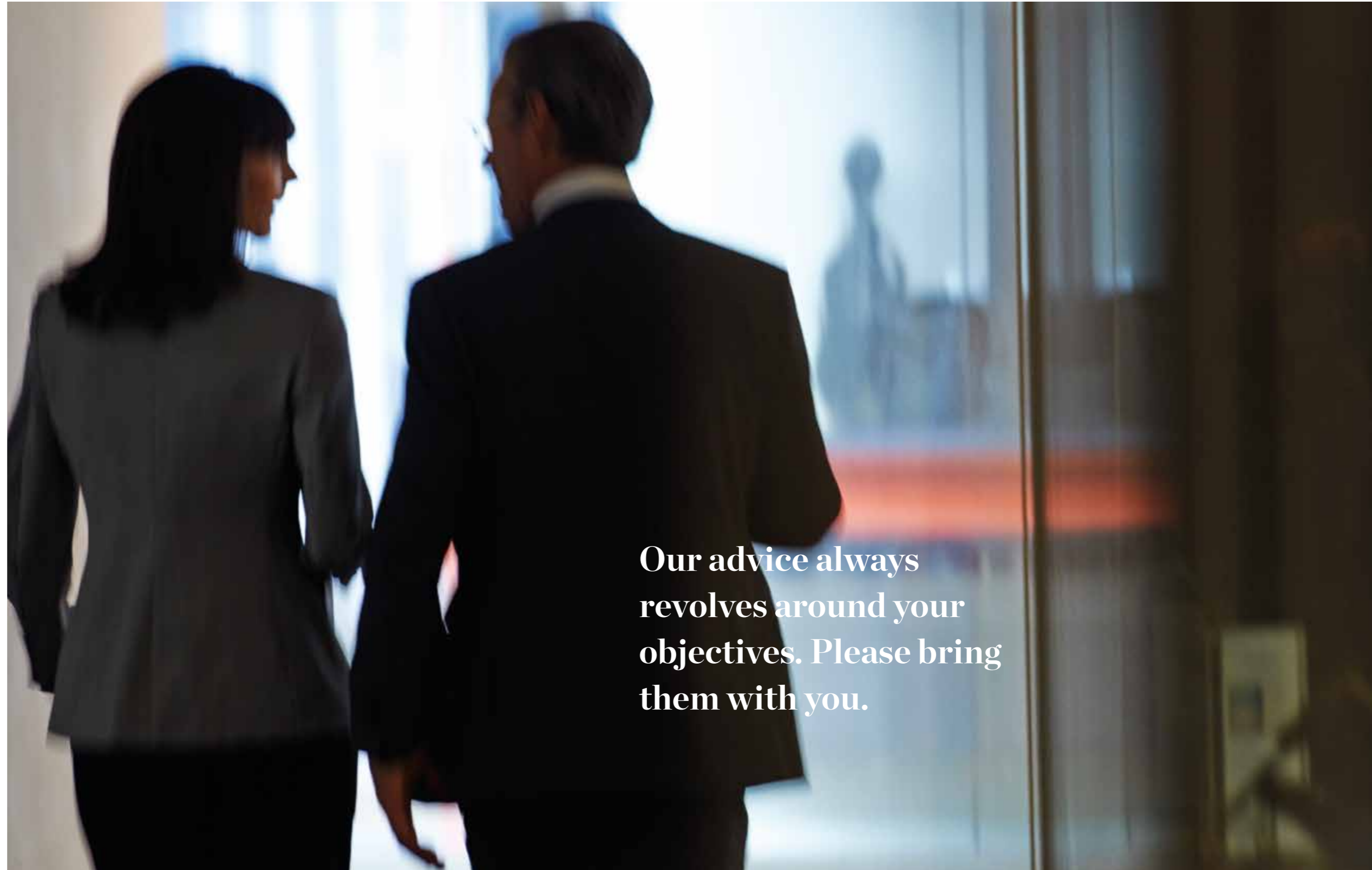
Our clients are looking for security, certainty and a good end result. To that end, we provide comprehensive advice to listed and unlisted multinational companies, local SMEs, organizations, institutions, foundations and individuals, both in Switzerland and around the world.

Regardless whether that advice is concerned with regulatory compliance or involves complex legal issues requiring cross-border expertise, our clients are often under time pressure and need quick, straightforward support. They want - and receive - advice which is relevant, considered and understandable.

What clients are looking for is personal, individual and targeted support: advice and legal representation geared to practical solutions. And they expect us to know and understand not only our own business, but theirs as well.

For this reason our advice always revolves around the personal and business objectives of our clients. As an independent firm covering all areas of law, our aim is to help them reach their goals.

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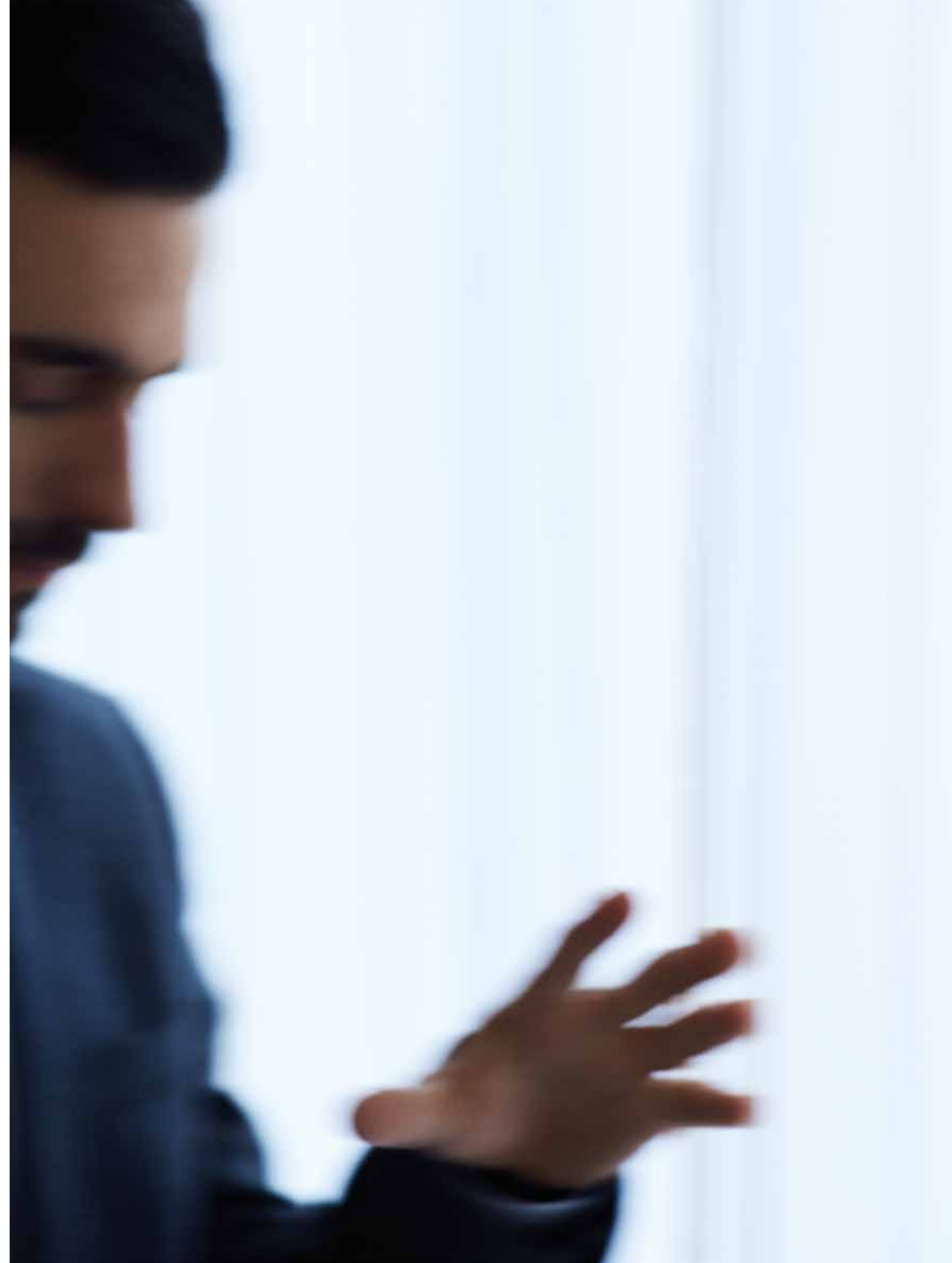
**Our advice always  
revolves around your  
objectives. Please bring  
them with you.**

**Clarity.  
For a lawyer,  
it can be more lethal  
than encyclopedic  
knowledge.**

While clients need the best possible advice and expect us to have the power to make things happen, successful and timely legal advice is not just a matter of expertise and dedication; it also requires discretion.

For us, clarity and mutual understanding are just as important as an encyclopedic knowledge of the rules and regulations.

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In our experience, modesty and restraint lead to the fastest results. This basic attitude helps us build long-term relationships with our clients.

The ability to nurture relationships with clients as varied as banks, corporations and families over decades or even generations is one of the key strengths and distinguishing features of our firm.

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**Swiss business style is reserved and consensual. It is one of our most important exports.**

## We rarely use external experts. We prefer internal experts.

Lenz & Staehelin has played an active part in the biggest deals and cases in recent Swiss business history. We cover the entire spectrum of business law services without needing to rely on external experts. Lenz & Staehelin's

practice groups are dedicated teams of attorneys, solicitors and qualified tax experts who can provide the necessary specialist focus while always keeping the whole picture in mind. We have expertise in the following practices and sectors:

### Practices

- › Banking and Finance
- › Commercial and Contracts
- › Competition
- › Corporate and M&A
- › Employment, Pensions and Immigration
- › Insolvency and Restructuring
- › Intellectual Property
- › Investigations
- › Litigation and Arbitration
- › Private Clients
- › Real Estate
- › Tax
- › TMT and Outsourcing



### Sectors

- › Art
- › Construction, Infrastructure Projects
- › Consumer Goods
- › Data Protection and Privacy
- › Energy
- › Financial Services
- › Foundations and Philanthropy
- › Healthcare and Life Sciences
- › Industrial
- › Insurance
- › Media
- › Public Sector
- › Sports
- › Telecoms



**How to say “We won”  
in French, German,  
Italian, English,  
Spanish and Russian.**

In addition to our national languages (French, German and Italian), we work in English as well as other languages such as Spanish and Russian.

Furthermore, as one of the leading law firms in Switzerland, we have unique access to contacts nationwide and a highly efficient international network.



## **We bring together like-minded people with very different views.**

The quality of our advice rests on the know-how of our partners and attorneys. To enable them to gain experience in different disciplines, all our legal experts are members of two or more practice groups which permits an exchange of know-how while allowing the necessary specialist focus.

For every project, we bring together the best specialists to create a powerful, efficient team committed to delivering the best legal service and support.

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**Our lawyers do not just span the globe, they span generations.**

There are very few law firms in Switzerland that have managed to sustain and build on the strengths of the founding partners by adding fresh talent.

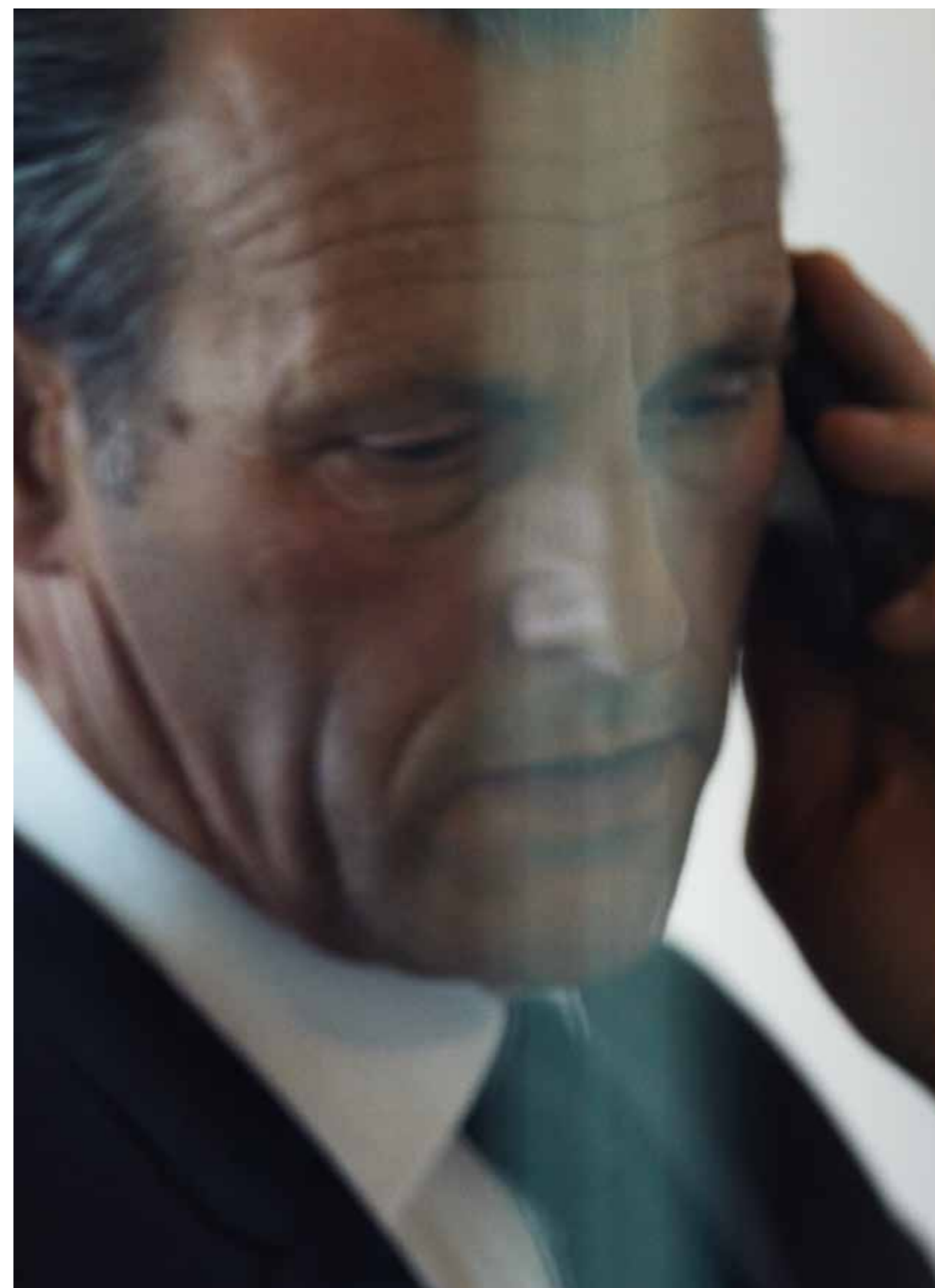
The result is that our clients can now draw on the know-how and experience of three generations of specialists.

## **Young attorneys work side by side with senior partners. To educate each other.**

Anyone who joins our firm already has sound practical market and industry knowledge and most have experience of working abroad - primarily in the US or UK. Our processes are designed to allow young attorneys to work side by side with partners.

All partners, attorneys and trainees are expected to train on an ongoing basis. And our attorneys appreciate the opportunity of working in our other offices – either Zurich or Geneva – or abroad in our network of law firms.

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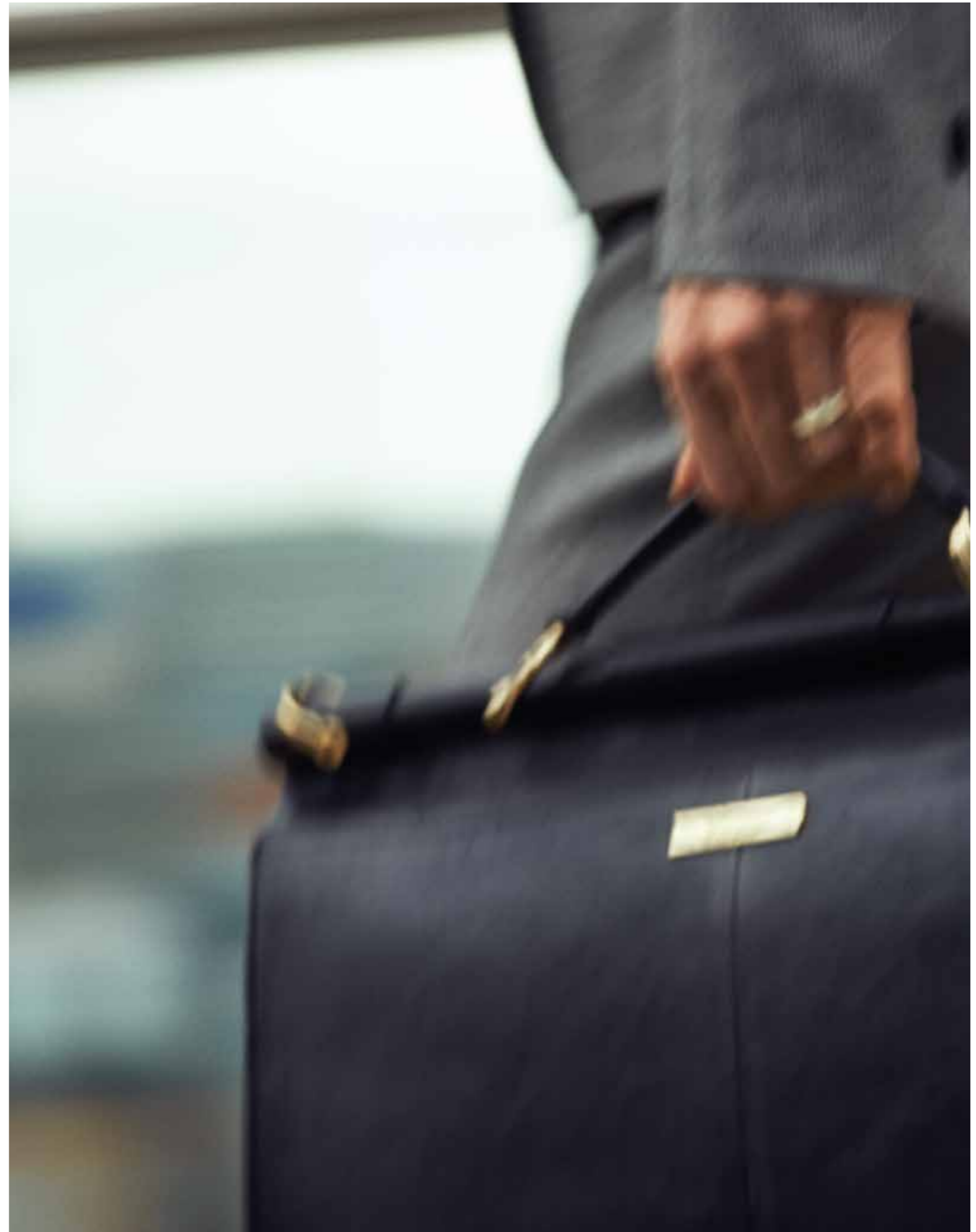


**We hold regular training sessions about all areas of law. Because law never stands still.**

Practice groups meet regularly to exchange information and insights, and discuss ongoing engagements and transactions.

In addition, our attorneys often give presentations at public events and client seminars as well as contributing articles to academic publications to share their expertise.

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## Your lawyer should be a personal confidante.

We take care to ensure that the right people are deployed on your case at the right time, coordinated by an experienced partner who serves as a trusted advisor. This is someone who will perhaps become a close personal confidante and who will, therefore, understand the stakes and the priorities on any given project.

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**The biggest deals in  
Switzerland have one  
thing in common.**



Each of our practice groups has a wealth of experience. A prime example of this is Corporate and M&A where we work on both Swiss and cross-border transactions as a partner to investment banks, private equity houses, general counsel and CFOs.

We also work with international law firms, the mergers and acquisitions departments of banks and CEOs of large companies with ambitions to grow.

Our teams keep abreast of the complex regulations and cross-border legal issues in an increasingly global world.

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**To keep track of  
cross-border issues,  
you need lawyers who  
actually cross borders.**

National borders apply to legal systems, but not to business. And especially not to us. As an experienced specialist in Swiss business law, we have, over the years, built successful relationships with leading law firms abroad. This way our clients can be effectively advised and represented outside Switzerland.

At the same time, we are the first point of contact for foreign clients doing business in Switzerland and we keep a very close eye on the implications of EU and other legislations which may impact our foreign and Swiss clients.



Behind every successful lawyer is a team of support staff who stays in the background but makes a decisive contribution to the satisfaction of our clients.

Our lawyers could not excel without the hard work and dedication of our highly qualified and motivated administrative personnel: secretaries, accountants, librarians, legal assistants, IT technicians, receptionists and other specialist staff.

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**Our support staff makes  
a decisive contribution  
to our performance.  
And our sanity.**



## Offices.

### **GENEVA**

Route de Chêne 30  
CH-1211 Geneva 17  
Tel: +41 58 450 70 00  
Fax: +41 58 450 70 01  
geneva@lenzstaehelin.com

### **ZURICH**

Bleicherweg 58  
CH-8027 Zurich  
Tel: +41 58 450 80 00  
Fax: +41 58 450 80 01  
zurich@lenzstaehelin.com

### **LAUSANNE**

Avenue du Tribunal-Fédéral 34  
CH-1005 Lausanne  
Tel: +41 58 450 70 00  
Fax: +41 58 450 70 01  
lausanne@lenzstaehelin.com

[www.lenzstaehelin.com](http://www.lenzstaehelin.com)



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