

Law Firm of the Year - Corporate

Winner:



A winning strategy

Wildgen has been awarded ACQ's Law Firm of the Year - Corporate Award for Luxembourg. Charlotte Abbott speaks to Wildgen's equity partners, Me Pierre Metzler, Me François Brouxel, Me Samia Rabia and Me Georges Gudenburg, to find out more about the firm's winning strategy.

The story so far

Wildgen, Partners in Law, is one of Luxembourg's leading law firms, covering all aspects of local and global business law, including incorporation and domiciliation of holding and financial companies. The firm has a strong expertise in corporate law but also dedicated specialized departments.

"Our tax team has a prominent position in furnishing tax advice in Luxembourg. Counting the key players in its staff and cooperating with the tax administrations allow them to offer cutting-edge and reliable tax consultancy to their corporate clients, making them saving time and money."

"Wildgen's Investment funds team acts for leading institutions in setting up funds. Its expertise includes fiscal advice, registration of Luxembourg investment funds and prospectus drafting. Recently, our capital market team, commanding extensive capital markets transaction experience, was awarded Best capital markets team of the year for Luxembourg."

"Real Estate team members have a thorough knowledge of Luxembourg real estate investment vehicles and structures. They took part in numerous high-level deals involving the acquisition of real estate property in various European jurisdictions. This has allowed them to be involved in the creation of one of Europe's largest real estate funds."

"We also have an experienced litigation department, a strong tradition in advising on employment law and pension rights and a considerable experience in banking, administrative and aviation law, representing and advising major players in these areas."

The market

Luxembourg has many attractions for the savvy investor. It is by far the most popular alternative to offshore jurisdictions, providing the best combination of qualities and respectability required by international investors. Its outstanding social and political stability, the openness and flexibility of its administrations, as well as a highly qualified and multilingual workforce makes Luxembourg competitive on both a European and global level.

"On a global scale, the potential for basing an investment vehicle in Luxembourg is not as appreciated as it should be, and many investors still look to offshore jurisdictions for their investment funds."

The country is an ideal environment for setting up investment funds and routing international M&A and

corporate reorganisations through local holding companies."

"As such the financial and corporate clients of Luxembourg-based law firms are often world leaders in their field, and the transactions they seek legal advice on are often sophisticated and of high value."

Emerging trends

Wildgen has been in Luxembourg for a long time and has a strong local presence.

"As we wish to enlarge the firm's expertise, we have elected to explore new horizons and other markets promoting the potential of Luxembourg. Emerging markets have also made several steps towards globalization and are looking for attractive and flexible solutions in terms of investment.

"This combined with our international outlook and development allows the firm effectively to compete in the marketplace.

Some emerging markets have enormous economic potential and Wildgen is well equipped to recognise and well-paced to advise companies specialising in different industry sectors. In these geographical areas, Wildgen has a steadily growing expertise in areas such as real estate, and oil and gas. Furthermore the firm has in-house lawyers from several international locations, including China, Turkey, Lebanon and Jordan.

Islamic Finance is a growing area for Wildgen, and this is apparent in Luxembourg where a large number of structures have recently been set up specifically for Islamic Finance Investors.

"There are also a number of Sukuk quoted on the Luxembourg Stock Exchange, reflecting the ever-increasing role that Luxembourg will play in this area in future years. Our Islamic Finance practice is growing rapidly and we are well-prepared to advise clients who wish to invest in accordance with Shariah principles."

Wildgen already has a number of esteemed clients from Middle-Eastern countries which have relied on its services in the past and are aware of the knowledge and added value that Wildgen can bring.

"We are very much aware that investing in accordance with Shariah principles is crucial for many Islamic businesses and our team aspires to respond to this need and to ensure that the most appropriate Shariah compliant vehicle offered to the individual client."

On a final note ...

While current markets appear to be in a state of relative downturn and for Wildgen's part, having opened up new markets in China, and with the firm's specialist offering in terms of Islamic Finance, the firm's business activity has grown throughout the year.

To meet these needs, Wildgen has increased the size of its teams and the firm is optimistic about the future of its business and the future of global markets. **ACQ**

DETAILS

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