



LAW

ENCOURAGING A START-UP MENTALITY IN LAW

Competition has never been tougher among Luxembourg's law firms. GSK Stockmann stands out for its particularly strong growth, largely thanks to their entrepreneurial approach which empowers their lawyers to develop creative solutions for the benefit of their clients.

PHOTO: Jan Hammon (Maison Modeme)

“We encourage everyone to take an entrepreneurial approach and get involved in business development”

PRESENTED BY GSK STOCKMANN LUXEMBOURG

You have experienced remarkable growth for a new player in the Luxembourg market. Why is this?

MARCUS PETER We opened in March 2016 with just 3 lawyers and 1 member of staff. We now have 5 partners, 20 associates, and 10 staff. Our team originates from more than 10 countries, and speaks more than 10 languages. This rate of growth is remarkable for a new law firm in Luxembourg and is among the fastest growth of a Luxembourg law firm over the last two years. This business-driven growth is based on client demand and delivery of timely and high quality work. We also put particular emphasis on building a loyal team with a transparent, social and motivating culture. Moreover, we are proud that the new function of an international partner as part of the GSK Stockmann management board will be carried out by Andreas Heinzmann to even more propel the development of our international business.

What have been the main drivers for this growth?

MATHILDE OSTERTAG We focus on practice areas that are particularly relevant to Luxembourg: investment funds, private equity, banking & finance, capital markets, insurance law, corporate & M&A, and tax. We are creative in how we combine these areas and offer clients uniquely blended services. We have also benefited from focusing on helping Asian businesses using Luxembourg as a gateway to Europe.

Do you see yourselves as a native Luxembourgish operation?

ANDREAS HEINZMANN Indeed. All five partners have worked in Luxembourg for 10 to 15 years and are well established in the Luxembourg market. We understand very well the global, cross-border business in Luxembourg and serve both local and international clients from across Europe, Asia and North America. China is a particular focus and we have two lawyers of Chinese nationality in our team. On the other hand, we do have particular affinity for the DACH region, as all partners are either native or fluent German speakers. We work closely with the GSK Stockmann offices in Germany and are part of an

independent corporate law firm with more than 200 professionals. As market leader in the German real estate market and being amongst the leading firms for financial services, we provide a one-stop-shop for German-speaking clients.

What else is special about your approach?

ARNE BOLCH We have a start-up mentality. This means we encourage everyone, from junior associates upwards, to take an entrepreneurial approach and get involved in business development. Thanks to this teamwork the insights of every lawyer are taken into consideration, and this increases their motivation and improves service. Quality and incentives are boosted further by our active approach to providing regular training to all team members.

What is your growth strategy?

PHILIPP MÜSSNER We have no specific growth target, but we will continue to expand in an organic fashion. Landmark deals have raised our profile in Luxembourg, and we are taking this message to a wider audience by attending international conferences as sponsors, speakers, and participants. We share our views on current topics in publications, as well as in the national and international press. We also want to be good corporate citizens and support the Philharmonie and the local art scene, for example the art@office concept. The recent Track 02 exhibition on contemporary Luxembourg art was held in our premises and attracted more than 200 guests showing once again the growing reputation of GSK Stockmann in Luxembourg. ♦

For more information
about GSK Stockmann:
www.gsk.de/en

PARTNERS



DR. MARCUS PETER - PARTNER
Specialises in Investment Funds, Private Equity, Corporate, Real Estate



ANDREAS HEINZMANN - PARTNER
Specialises in International Capital Markets law and Securities Regulation, Structured Finance and Derivatives, International Banking Law, Regulatory Law



DR. PHILIPP MÜSSNER - PARTNER
Specialises in Capital Markets (listed companies), Banking & Finance, Corporate, Real Estate Transactions



MATHILDE OSTERTAG - PARTNER
Specialises in Tax, Corporate Tax, International Tax Planning, Private Equity, Foreign Investments, Real Estate, Intellectual Property Transactions



ARNE BOLCH - PARTNER
Specialises in Investment Funds, Private Equity, Corporate, Real Estate