

FOCUS

The second life of Bonn Steichen & Partners

Bonn Steichen & Partners was set up on 1 January 2012, but in actual fact, its origins, DNA and structure have existed for more than a century. The team comes from the spin-off of Bonn Schmitt Steichen, founded in 1898, which, before the separation of the two founder names, had around ten partners for more than eighty lawyers in total. The event made its mark in Luxembourg, a market characterized by the stability of historic firms. Internal disagreements probably got the better of unity, but for most of the firm's competitors, the creation of two separate structures is not a sign of any problem on the market. Such events could have taken place in any firm, even more so in one that is a hundred years old.

Key Figures

- Date of birth: **January 2012**
- Number of partners and senior counsel: **10**
- Staff: **70 persons**

It is around Alain Steichen that eight founding partners (Luc Courtois, Pierre-Alexandre Degehet, Laurent Lazard, Evelyn Mayer, Anne Morel, Jean Steffen and Fabio Trevisan) and the most experienced employees in the firm have set up a full service team. Since then, Linda Harroch, specialist in corporate M&A, private equity and banking and finance law, has been appointed partner. The firm offers major corporate activity (M&A, private equity, banking and finance law, capital markets) to a clientele of investment funds and banking and financial institutions. The departments of tax law, social law and IP/IT are also very active, both in corporate cases and autonomously.



Luc Courtois



Pierre-Alexandre Degehet



Linda Harroch



Laurent Lazard



Evelyn Maher



Anne Morel



Jean Steffen



Alain Steichen



Fabio Trevisan

Beernaerts Christine,
senior counsel

Partners and senior counsel of Bonn Steichen & Partners in September 2013.



“A business law firm needs to have a minimum number of practicing lawyers of fifty”

Pierre-Alexandre Degehet

founding partner, [Bonn Steichen & Partners \(BSP\)](#)

Leaders League. What are the main features of business law firms in Luxembourg?

Pierre-Alexandre Degehet. The Luxembourg legal market includes full service firms, specialist corporate lawyers, individual practitioners and members of the Magic Circle. Most of those firms have set up recently; a few, such as Bonn Steichen & Partners (BSP), have partners practicing law in Luxembourg for twenty years or more. Independent law firms such as BSP are rolling out a mutually-beneficial “best friends” strategy with the major international law firms that have not opened a boutique law firm in the Grand Duchy. Hence, developing and strengthening such best friends relationship is of paramount importance for local firm. In any case, experience has shown that a business law firm, in order to be able to cover all relevant business law areas in Luxembourg, needs to have a minimum number of practicing lawyers of fifty.

Leaders League. Why is Luxembourg still attracting new entrants into its legal market?

P.-A. D. This trends reflects Luxembourg’s attractiveness for both tax and regulatory matters but non only. The recent implementation of the Alternative Investment Fund Managers Directive (AIFMD) made the jurisdiction even more poised for growth from fund managers’ perspective, adding to its existing attractions of being an unrivalled combination of a stable economy, a reliable tax regime, and a sophisticated, internationally oriented infrastructure. What’s more, these assets remain very attractive for multinational companies and international banks, be it for locating their European corporate headquarters in Luxembourg for outbound investments or for structuring inbound investments via Luxembourg corporate vehicles. In this regards, Luxembourg law firms do no more act as a sounding board but now tend to also be at the forefront of deals directly involving Luxembourg.

Leaders League. What is the position of Bonn Steichen & Partners in the Luxembourg legal market?

P.-A. D. As an independent and truly full-service law firm, BSP holds this crucial ability to adapt to new laws and regulations, situations and challenges. This enables us to provide our clients a timely and integrated assistance, vital to the success of most transactions. BSP has also built its client base working on the principle that clients want a closer relationship with their advisers

and a partner-led service is our hallmark. Just rendering legal advice is not sufficient anymore so we invest a lot of time in understanding our clients’ concerns and business objectives. We also strive to promote the better communication of useful and meaningful information to our clients, which sets us apart from other law firms.

Leaders League. How is Bonn Steichen & Partners’ international activity organised?

P.-A. D. For the moment, Bonn Steichen & Partners intends to remain a Luxembourg-based law firm only without any boutique abroad. However, this approach does not preclude considering our international attitude as a key value.

The first concrete step to further implement this process of internationalisation is the one taken towards Italy. Being acutely aware of the growing interest and the ever-increasing number of business transactions involving Italy and Luxembourg, we have created an Italian Desk, which aim is to offer cross-disciplinary integrated legal assistance in Italian language. Headed by our partner, Fabio Trevisan, four Italian mother-tongue professionals advise Italian customers who want to conduct business in or via Luxembourg as well as to foreign clients with investment interests in Italy.

With the goal of creating effective partnerships and synergies able to offer the same level of services offered to our usual customer also in other jurisdictions, BSP also recently embarked on an international collaboration with Simon Associés, a French law firm whose partners’ network with Chinese and Brazilian law firms supports our step towards the BRICET markets.

Leaders League. What are Bonn Steichen & Partners’ other forthcoming projects?

P.-A. D. In line with our above-mentioned commitment to foster the BRICET markets, we have been developing a specific expertise on private wealth and family business. (Ultra) High Net Worth Individuals accounting for a growing share of our clients, we will gladly welcome the upcoming Bill introducing the Luxembourg private foundation regime, a new wealth management tool. Furthermore, we are currently investing a lot of time and attention to China in order to build up strong and reliable best friends’ relationship with some of the most preeminent as well as with the most promising Chinese law firms. ●