

CROCE & Associés

Avocats • Avvocati • Attorneys-at-law

International business law firm



Your business bridge
between Europe and Asia



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INTRODUCTION

The world we live in grows more complex every day. At CROCE & Associés, we are here to make your life simpler.

With offices in Geneva, London, Shanghai, Singapore and Auckland, we offer entirely bespoke wealth management and trust services as well as legal advice.

We have particular expertise in supporting clients with their international development projects and helping them navigate their way through the plethora of complex regulations such a venture inevitably encounters today.

We are known as an innovative group with a talent for foreseeing upcoming legislative changes in a highly unsettled environment.

*"Local, regional or global:
whatever your ambitions,
we put our innovative skills and
experience
to achieve your objectives."*



CROCE & Associés SA

7 rue des Alpes
1201 Geneva
Switzerland

THE PRACTICE

CROCE & Associés law firm has earned an international reputation for business law. We are based in Geneva and have offices in the UK, China and Singapore.

Since the firm was created 30 years ago, we have focused on legal excellence and developing lasting relationships with our clients based on mutual trust. We have built up significant experience of international cases, in particular in litigation, inheritance and tax planning as well as commercial contract drafting.

Because of our structure and size, we can offer our clients professional, independent and tailored services.

Besides individuals, the firm also works with banks, financial institutions, trust companies and international businesses from all sectors.

We support our private clients in all aspects of their personal and professional lives, including relocation (establishing domicile, obtaining residence permits, arranging lump-sum taxation, buying or selling property, signing employment contracts, etc.) and disputes with third parties.

Our young yet experienced team of lawyers offers foreign companies setting up in Switzerland and abroad innovative advice at all stages of their development, both day-to-day (incorporation, tax ruling, contract drafting, corporate governance, financing, etc.) and in specific situations (mergers, reorganisation measures, bankruptcy, civil and administrative procedures, etc.).

CROCE & Associés ASIA Pte Ltd

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239519 Singapore
Singapore



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Local expertise. Global reach.

We have received numerous awards acknowledging the excellence of our services.

We belong to several networks of lawyers and our staff are regularly invited to present the latest legal developments at seminars and conferences.

Ultimately, CROCE & Associés offers specialised financial engineering and wealth management advice through its affiliated companies.

In addition, we have the facility to form and administer commercial companies, trusts and foundations in several countries through our New Zealand-based trust company.

CROCE & Associés UK Ltd

1st Floor, Victory House
99-101 Regent Street
W1B 4EZ London
United Kingdom



PARTNERS

FRANCO N. CROCE

Training and career history

Lawyer, called to the Bar of the Canton of Geneva (1978) and authorised to practise throughout Switzerland. European lawyer registered with the Bar of England and Wales (2012). Foreign lawyer registered with the Bar of Singapore (2013).

Law degree, University of Geneva (1975).

Employed by Paribas bank as an international trade financing specialist and later a partner in a Geneva law firm. Chairman of a Swiss bank and a member of the board of a major oil company. Founded CROCE & Associés group in 1981.

Specialisations

- Banking and finance.
- Securities law and financial market regulations.
- Commercial contracts and company law.
- International tax law.
- Arbitration.
- Intellectual property.



Professional memberships

Geneva Bar Association; Swiss Bar Association; Self-regulatory Organisation of the Swiss Bar Association and the Swiss Notaries Association; International Fiscal Association; Swiss Arbitration Association.

CROCE & Associés CHINA

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222 Huaihai Middle Road
Huangpu Central District
200021 Shanghai
China



MANUELA ROBUTTI-CROCE

Training and career history

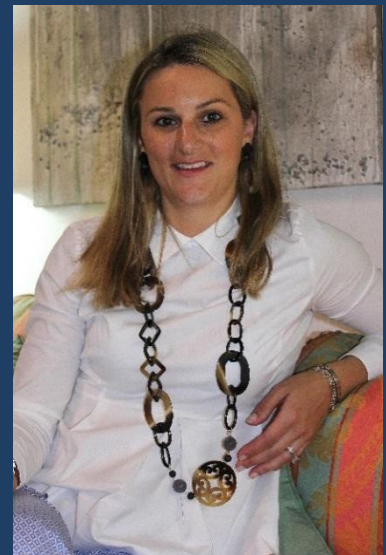
Lawyer, called to the Bar of the Canton of Geneva (2006) and authorised to practise throughout Switzerland.

Law degree, University of Geneva (2003).

Lawyer's internship with a Geneva law firm and the Court of First Instance of the Canton of Geneva. Joined CROCE & Associés as a partner in 2007.

Specialisations

- Commercial contracts and company law.
- Inheritance law.
- Trusts and foundations.
- Aircraft and yachts.
- Family law.
- Litigation.
- Intellectual property.



Professional memberships

Geneva Bar Association; Swiss Bar Association; International Bar Association.



LORENZO F. CROCE

Training and career history

Lawyer, called to the Bar of the Canton of Geneva (2010) and authorised to practise throughout Switzerland. Foreign lawyer registered with the Bar of Singapore (2013).

Bachelor's degree in law, University of Geneva (2006); Master's degree in economic law, University of Geneva (2007); LL.M. in maritime law, University of Singapore (2012); LL.M. in business law, New York University (2012); STEP Diploma in International Trust Management (2014); STEP Certificate in Foundations (2014); STEP Advanced Certificate in Family Business Advising (2016); STEP Advanced Certificate in UK Tax for International Clients (2017); STEP Advanced Certificate in Trust Disputes (2017).

Lawyer's internship with a Geneva law firm and the Court of First Instance of the Canton of Geneva. Joined CROCE & Associés as a partner in 2011.

Specialisations

- Tax planning and international estates.
- Trusts and foundations.
- Commercial contracts and company law.
- Rights in rem and property law.
- Immigration and nationality.
- Maritime law.
- Litigation, debt collection and bankruptcy.



Professional memberships

Bar associations of Geneva and Singapore; Swiss Bar Association; International Association of Young Lawyers; Geneva Business Law Association; Swiss Maritime Law Association; Swiss International Law Society; Society of Trust and Estate Practitioners; Swiss Society for Jurists.



ROBERTO GILARDINO

Training and career history

Lawyer, called to the bar in China and Italy.

Language and literature degree, University of Turin (1989-1994); Business Law degree, China University of Political Science and Law (1991-1995); LL.M., BPP Law School (1992-1996) and Harvard University (1994-1996).

Employed in the legal department of China Aerospace Science & Industry Corporation (CASIC) for 11 years (1994-2005) and then Executive Director of Ruiheng (Shanghai) Consulting Co Ltd until 2014. Regional Partner with Horizons Group (www.horizons-advisory.com).

Specialisations

- International business relocation.
- Commercial contracts and company law.
- Corporate taxation.
- Corporate governance.
- Mergers and acquisitions.
- Employment law.
- Intellectual property law.



Affiliations

Roberto sits on the boards of several industrial and financial companies, based both in China and elsewhere, including a major American conglomerate.

AREAS OF PRACTICE

- **Banking and finance**

We have earned a reputation for excellence in banking and finance law.

Our services in this area include obtaining licences (for banking, insurance, investment funds, wealth management companies and securities traders), litigation (responsibility for mismanagement, action of account, violation of bank secrecy, etc.), financing operations (obtaining loans, mortgages and other sureties) and payment instruments (letters of credit, etc.).

We also assist clients with matters relating to stock market law (ad hoc publicity, take-over bids, IPOs, etc.) and financial market surveillance (money laundering, white-collar crimes, etc.).

Moreover CROCE & Associés also has expertise in all areas of banking and finance contract regulations (custody agreements, guarantee contracts, loan contracts, terms and conditions, portfolio management mandates, share pledge agreements, etc.), including for complex transactions covering multiple jurisdictions.



Fluent in banking and
finance

- **Commercial and company law**

We work in all areas of company law.

Staff at each of our offices in Europe and Asia use their local market knowledge and region-specific expertise to assist our clients.

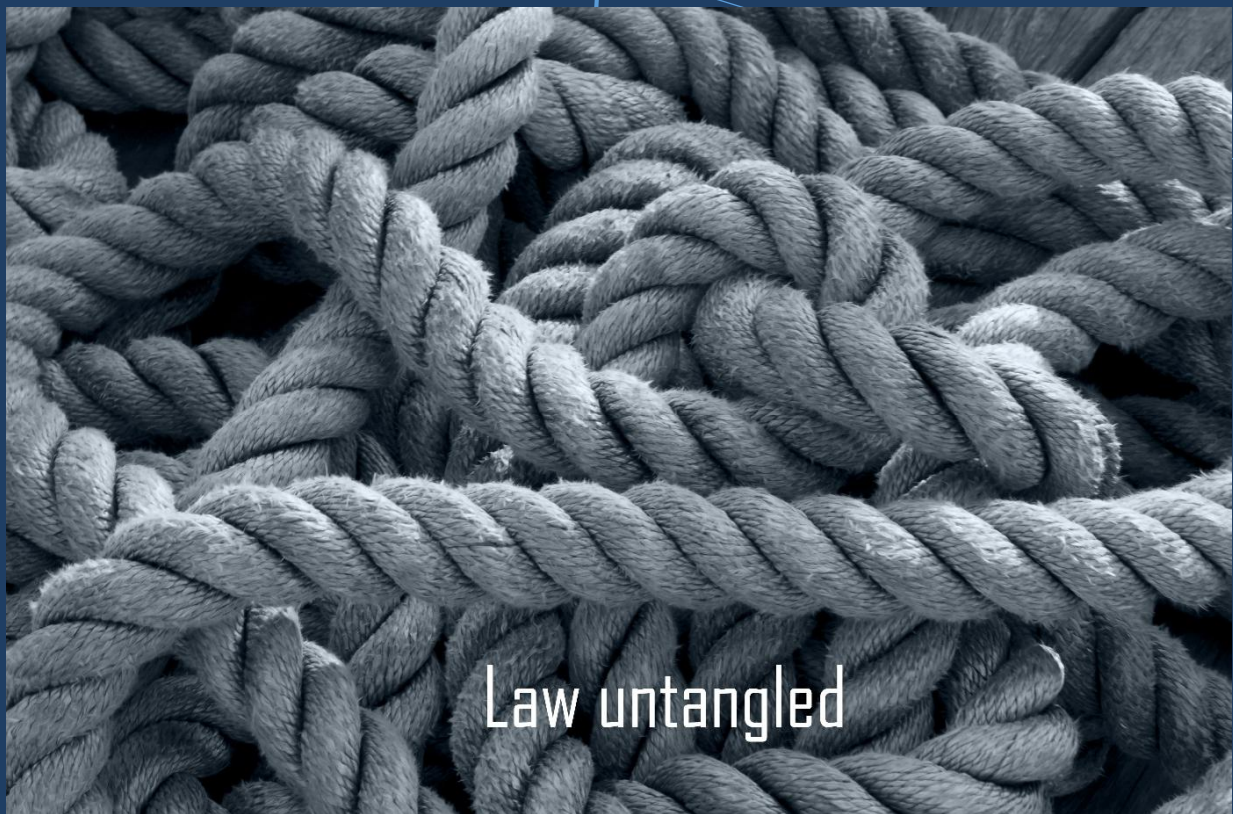
Our team supports businesses of all sizes, from start-ups through to international companies, with incorporation (shareholders' agreements, etc.), management, liquidation and target company takeovers (due diligence).

Clients also look to us as trusted advisers for their mergers and acquisitions, joint ventures, private equity, financing and cross-border transactions.

- **Commercial contracts**

The company drafts and revises a wide range of commercial contracts for its clients on a near-daily basis. These include:

- Sales and service contracts.
- Lease and employment agreements.
- Licensing (patents and trademarks) and franchise contracts.
- Distribution agreements and contracts of carriage (oil products, etc.).
- Services contracts (mandates, research, development, agency, brokerage, management, commission, etc.).
- Financing contracts (loans, surety, leasing, etc.).
- Non-competition and settlement agreements.



Law untangled

- **Litigation and arbitration**

We have an excellent track record in dispute resolution, in particular as regards arbitration (institutional and ad hoc) as well as civil and commercial court cases.

Our team regularly pleads in the civil, criminal and administrative courts, including the Federal Court, Switzerland's highest court of law.

Our primary aim is to seek peaceful out-of-court solutions, and we make considerable use of alternative conflict resolution methods such as conciliation and mediation.

In complex international cases, we coordinate proceedings with assistance from our knowledgeable and efficient local correspondents.

Cultivating a relationship that last



- **Bankruptcy and debt collection**

Our team's skills are invaluable to creditors with debts to collect. Wherever possible, we negotiate with debtors, thereby avoiding long and often costly court cases.

If it becomes apparent that legal action is the only solution, we use our long experience in this area and our knowledge of the relevant mechanisms to guide our clients through the process.

Lastly, the firm advises debtors on debt restructuring (deeds of arrangement, settlement by mutual consent, etc.) and bankruptcy proceedings.

- **Employment law**

We handle a large number of labour law cases. As well as drafting contracts and obtaining permits, we are often called on by our clients, both employers and employees, to defend their interests before employment tribunals.

- **Administrative law**

Public and administrative law is another busy area for our practice. Construction law, land-use planning, road traffic offences and antitrust are frequent topics.

We also have a department dedicated to residence permits and naturalisation applications.

- **Taxation**

We have extensive expertise in Swiss and international taxation.

We support both individuals and commercial clients, primarily in the following areas:

Double taxation agreements, tax residence status, automatic exchange of information (FATCA, OECD conventions, etc.), requests for mutual assistance, voluntary disclosures, transfer pricing, taxation and restructuring for groups of companies, lump-sum taxation and specific regimes applicable to companies and individuals (res non dom, etc.), fiscal planning and disputes.

- **Property and construction**

The company assists clients with all the procedures required to purchase, sell or rent properties or undertake property development projects in Switzerland, Europe and South-East Asia.

Our work in this area covers service contracts, permits for building, real rights (easements, mortgages, etc.) and disputes relating to leases and rents.

*“Lawyers who know both
Europe and Asia”*

- **Inheritance and trusts**

We have been providing inheritance advice in a variety of complex cases since CROCE & Associés was founded.

We have our own trust company, and can therefore meet all our clients' trust law and family foundation requirements.

Our lawyers are regularly called upon to create bespoke asset protection structures. They are also highly experienced in liquidating international estates, drafting wills and passing property to heirs.



- **Maritime law**

We are one of few Swiss law firms to practise in the area of international maritime law.

Our services cover purchasing, selling, registering and financing yachts and ships and representing clients as regards the carriage of goods (charterparty, bill of lading, etc.) and collisions at sea (P&I clubs, maritime liens, etc.).



Safeguarding your future.
It's in our nature.

- **Intellectual property**

We advise a wide international clientele in all areas of intellectual property, in particular as regards the registration and management of claims relating to patents, industrial designs and trademarks.

We also defend our clients' copyright interests, including multimedia cases (Internet, etc.).

- **Additional services for private clients**

We have earned an excellent reputation for our services to private clients. We offer high value added legal advice to high net worth families, covering asset holding, international relocation, fiscal and inheritance planning and passing family businesses on to future generations. In addition, these clients call on us to manage staff, property, yachts and aircraft, draft family charters, prepare tax returns and assist them in their philanthropy projects.

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CONTACT DETAILS

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A modern approach with
traditional values