

Howard Rosen Solicitors

**Specialists in international finance and business law
for companies, entrepreneurs, and internationally mobile individuals**





As business steadily becomes more global, companies and entrepreneurs need international legal solutions capable of ensuring that their commercial and personal projects work efficiently not just in one country, but also across borders.

Howard Rosen Solicitors is an independent English law firm based in Zug, Switzerland. We are specialists in international business and corporate law, with a unique ability to put strategic business issues into a legal and tax context, and legal and tax issues into a strategic business context.

Beyond this, we take a broad overview of each client's particular requirements and situation, while paying close attention to the key details on which success depends.

The clients we serve range from multinational corporations to small and medium-sized enterprises, as well as entrepreneurs and private individuals.

As an internationally focused law firm, we can serve our clients in a variety of languages. However, with English the lingua-franca of international commerce, we are uniquely placed to review and draft agreements and other documents written in English, even if not subject to English law, and to coordinate with local experts in the jurisdictions involved.

A boutique firm uniquely skilled at providing strategic legal support for international businesses and entrepreneurs

Because Howard Rosen Solicitors is a boutique practice with a highly select clientele, we pride ourselves on providing the highest levels of personal, prompt and confidential service to every client we work with.

We offer expert advice based on years of successful international experience in a variety of demanding business environments.

Our creative and thorough approach to problem-solving combines with the utmost professionalism in everything we do. You receive customised solutions that not only respond to challenges, but also help you to identify and realise valuable opportunities.

Building on our principal's years of experience as an in-house general counsel working with senior management, we become part of your team, performing as a trusted adviser, thinking with you, and delivering the perspective and contacts you need to help you achieve your goals.

Working on an international strategic level if required, we advise on specific international transactions for corporate and personal clients. We also find and implement effective responses to international legal and tax problems and disputes, and present practical and efficient ways to set up and run international companies, trusts and other vehicles.

Howard Rosen Solicitors combines proactive legal counsel with expert insight into international business

Areas of specialisation

Leasing and finance

We provide independent strategic legal advice on English and international commercial transactions, focusing particularly on the leasing and financing of moveables. The firm has extensive experience of cross-border leasing and licensing programmes for assets ranging from aircraft and rolling stock to computers, software, machine tools and containers. We are one of the leading experts on the 2001 Cape Town Convention on International Interests in Mobile Equipment.

Co-ordination and management of international business operations

Our expertise covers transnational mergers and acquisitions (including running due diligence teams and negotiating term sheets and purchase/sale agreements), as well as venture capital operations, data protection programmes, asset finance, and equipment procurement. In addition, we have detailed experience of joint ventures and distribution agreements, and will act as escrow agents in transactions.

International disputes and litigation

We are highly experienced at troubleshooting, coordinating and managing cross-border disputes. The firm has handled disputes, litigations, arbitrations and settlements in North America and various countries in Europe.

English legal matters

Our in-house expertise covers English company, contract, employment, trust and general commercial law.

International trust and corporate structures, and cross-border holdings

The firm provides advice on international trust and corporate structures, and also acts as a protector on offshore trusts. Working with our affiliate trust company Rosetrust AG, we offer integrated legal and structural solutions for cross-border holding of assets or commercial enterprises, especially in the areas of international trade, finance, licensing and leasing.

Relocation advice and services

We have a proven track record of providing expert advice and assistance with relocating companies and individuals.

Family office services

The firm's affiliated trust company administers trusts and businesses, and provides family office services reaching far beyond simple administration, to individuals and entrepreneurs. Our support is backed by many years of experience with international commerce and trust structures.

We are *experienced* pathfinders and troubleshooters, helping our clients *realise* international business opportunities and providing *support* for the resolution of cross-border disputes

International, independent and networked

International network of local legal and tax advisers

Howard Rosen Solicitors offers access to an extensive network of legal and tax advisers located in North America, South Africa, Australia, India, and throughout Europe.

Since we are totally independent of international legal groups and practices, the firm is able to objectively select the best individual adviser for each matter. We know every specialist in person, and can thus ensure that you receive the most appropriate and effective guidance. We then coordinate the operations of local counsel in the most cost-effective manner.

Specialist affiliates

Our affiliate trust company Rosetrust AG in Zug, Switzerland, provides corporate and trust management services. Aviation Advocacy Sàrl based in Nyon, Switzerland, is our affiliate

specialist for assistance with regulatory and related matters in the aviation and telecommunication industries.

Our affiliates allow us to provide a truly seamless service to clients, extending from analysis of all legal, tax and strategic issues through to the implementation of your solution.

Over two decades of experience

Howard Rosen Solicitors was founded in Switzerland in 1989. It is regulated by the Solicitors Regulation Authority in England.



Howard Rosen CBE, MA (Oxon)
Solicitor of the Senior Courts of England and Wales

Howard Rosen studied law at Exeter College, Oxford University. After qualifying as an English solicitor in 1980, he joined a London solicitors' firm before becoming in-house counsel for international leasing companies specialising in the legal and tax aspects of international finance. In 1989, he returned to private practice by establishing his own solicitor's firm in Zug, Switzerland.

Howard Rosen is a contributor to several legal and financial journals and books. He edited and co-authored the book *Leasing Law in the European Union*, and is a regular speaker and moderator at professional seminars and conferences.

As Chairman of the Rail Working Group set up by UNIDROIT, the International Institute for the Unification of Private Law, he has been closely involved in the drafting and implementation of the 2007 Luxembourg Rail Protocol to the Cape Town Convention on International Interests in Mobile Equipment. He was also actively involved in the development of the 2001 Cape Town Convention and its Aviation Protocol.

Howard Rosen is a member of the Law Society of England and Wales, the International Bar Association, the Society of Trust and Estate Practitioners, and the International Tax Planning

Association. He is a Correspondent of UNIDROIT, a member of the Institute of Directors, London, past-President of the British-Swiss Chamber of Commerce, and President, since 2005, of the Council of British Chambers of Commerce in Europe (COBCOE).

In the 2003 Queen's Birthday Honours, he was made a Commander of the Order of the British Empire (CBE) for services to British business in Switzerland. He is married with two sons and lives in Zurich.

Paralegals and administrators

Howard Rosen Solicitors is staffed by an experienced and efficient team of multilingual paralegal and administrative personnel.

**For further details,
please visit our websites or contact us:**

Howard Rosen Solicitors www.legalease.ch

Rosetrust AG www.rosetrust.ch

Aviation Advocacy Sàrl www.aviationadvocacy.aero

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International experience

Examples of clients and matters on which we have advised:

- A major airline group on reorganising the holding of its aircraft, within a project team researching and establishing an aircraft leasing group
- The largest world-wide operator of corporate jets on various aspects of their European activities
- An international personnel management company on providing human resources for the aviation industry
- Rolling stock manufacturers and operators in connection with finance structures for rolling stock
- Rolling stock lessors on their European strategies
- Several large non-bank finance groups requiring assistance with establishing leasing of commercial equipment in Europe
- International fund managers on key client documentation
- Licensees on international software and other IPR agreements
- A major British bank in connection with leasing projects in the Middle East
- Various computer manufacturers in relation to their European leasing programmes
- Several companies on cross-border tax leverage transactions
- A major British bank subsidiary on unwinding leveraged lease structures on commercial aircraft
- International entrepreneurs and companies on the holding of assets and on corporate and personal relocation issues
- Various businesses on their international data protection and anti money-laundering strategies
- International businesses in connection with company acquisitions and disposals
- Litigants involved in international disputes and arbitrations

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