



100<sup>years</sup>  
1911  
2011

MAR 11



REAL ESTATE  
PRACTICE GROUP

## OUR PRACTICE

Pestalozzi's Real Estate and Environment practice group advises clients in Switzerland and abroad on all legal issues relating to commercial and residential real estate and relating to environmental law. Our clients are banks, private equity funds and other investors as well as industrial companies and private individuals. We regularly assist our clients in contract drafting and negotiation. Also, we advise foreign clients in real estate investments and divestments in Switzerland, and we support our clients in relocating their center of activities to Switzerland. To provide our services, we closely cooperate with our corporate, tax and private clients specialists.

Our experience includes:

- Real estate transactions concerning industrial and office buildings, restaurants, hospitals, public administration and other infrastructure facilities as well as residential housing
- Due diligence reviews covering all legal aspects of real estate transactions, including environmental issues
- Portfolio transactions
- Financing and refinancing of real estate projects
- Security for warranty and contract fulfillment claims
- Commercial rent and lease agreements
- Sale and lease-back agreements
- Construction agreements, including general contractor agreements as well as engineering, procurement and construction (EPC) agreements
- Planning contracts
- Public private partnership (PPP) transactions
- Facility management agreements
- Environmental matters, including legal aspects of industrial plants, hazardous waste and brownfields
- Permits for the acquisition of real property by foreign nationals
- Representation of clients before authorities
- Litigation



## ANNE-C. IMHOFF

Anne-C. Imhoff is a partner and member of Pestalozzi's Real Estate group in Zurich. She specializes in the fields of corporate/commercial and residential real estate, as well as in the international law of succession and estate planning. Her fields of expertise include structuring real estate transactions, security interests in real properties, commercial and residential leases, construction contracts including public private partnerships. She has long experience in assisting foreign companies and private clients regarding real estate investments and divestments in Switzerland and the relocation of their centers of activities to Switzerland, including permits for the acquisition of real property.

Anne-C. Imhoff graduated from the University of Geneva. After further studies in St. Gall and London, she served as head graduate assistant at the University of Geneva in its Private International Law Department between 1975 and 1980. Her doctoral thesis (1978) was awarded the Walter Hug Prize in 1981. She held academic positions as a lecturer and research fellow of the Swiss National Fund for Scientific Research between 1981 and 1984. Until 1992, Anne-C. Imhoff was a member of the Swiss Committee on Unfair Advertising and of the Swiss Federal Commission on Consumer Matters. After working as a lecturer at the University of St. Gall, she joined Pestalozzi in 1990. Her native languages are German and French, and she is also fluent in English.

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## MICHAEL LIPS

Michael Lips is a partner and member of Pestalozzi's Real Estate group in Zurich. He specializes in real estate and environmental law as well as in corporate and commercial law. His fields of expertise include commercial and residential leases, sales, pledges and encumbrances of real properties, building and other work contracts, real estate transactions including public private partnerships as well as all types of environmental matters. Moreover, he is experienced in M&A transactions and the reorganization of corporate groups.

Michael Lips, born in 1970, graduated from the Zurich University (lic.iur., 1997; Dr.iur., 2003) and from the University of Virginia (LL.M., 2004). He served at the District Court of Meilen for two years, first as a law clerk and then as a secretary to the judge. Michael Lips was admitted to the bar in 2001 and joined Pestalozzi in 2002. His professional languages are German and English, and he also has a good knowledge of French.

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## MAJA BAUER-BALMELLI

Maja Bauer-Balmelli is a partner and member of Pestalozzi's Tax group in Zurich. During her many years of working as a tax consultant she has extensively dealt with numerous questions on tax law, not only from a practical but also from a scientific angle. In accordance with her main area of practice, she widely publishes on corporate taxation, withholding taxes and stamp taxes as well as on various tax aspects specific to the finance market.

Maja Bauer-Balmelli graduated from the University of St. Gall (HSG) in 1984, was admitted as a certified tax expert in 1990 and in 2000 earned a doctorate in law from Zurich University. From the beginning of her studies Maja Bauer-Balmelli has specialized in tax law. Before joining Pestalozzi, she was a long-standing Partner at Andersen, where she gained considerable experience in international and national taxation. Maja Bauer-Balmelli was a member of the Swiss Takeover Board from 1999 - 2007. Further, she served for many years as a judge of the First Federal Tax Appeal Commission of the Canton of Zurich and as a member of the Board of the Swiss Tax Academy. In addition, she regularly serves as a speaker at tax conferences and is a lecturer in tax law at the University of Zurich. Maja Bauer-Balmelli has been mentioned several times by the International Tax Review and other publications as one of the leading tax advisers in Switzerland. Her professional languages are German and English and she has a good knowledge of French.

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## CHRISTINA RINNE

Christina Rinne is partner and a member of Pestalozzi's Tax group in Zurich.

As Indirect Tax specialist she advises domestic, foreign and multinational clients mainly on Swiss and European VAT, Customs and Excise Duty matters.

Christina Rinne graduated from the University of Bayreuth (lic.iur.) in 1995, was called to the Bar of Nuremberg in 1998 and earned the qualification as Certified Tax Expert in 2001. Prior to joining Pestalozzi in 2009, Christina Rinne headed the Indirect Tax department of a "Big four" company in Zurich. Having moved to Switzerland in 2001, her work experience spans 12 years of focus on Indirect Taxation in a national and international context.

Christina Rinne regularly lectures and publishes on Swiss and European VAT.

Her professional languages are German and English and she has a good knowledge of French.

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## URS KLÖTI

Urs Klöti is a partner and member of Pestalozzi's Financial Services group in Zurich. His practice is focused on banking and capital markets, corporate finance, securities and corporate law.

Urs Klöti, born 1965, graduated in economics from the University of St. Gall in 1990. In 1991/1992, he worked for a Swiss firm in Indonesia. In 1994, he graduated in law from the University of St. Gall and joined Pestalozzi in 1995. In 1998, he was admitted to the bar in Switzerland. From 2000 to 2003, Urs Klöti was Head of Law and Compliance of the Swiss institutional client bank in Zurich of one of the world's leading US investment banks. Urs Klöti's professional languages are German and English and he also speaks some Spanish.

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## LAURENT KILLIAS

Laurent Killias is a partner and member of Pestalozzi's Litigation and Arbitration group in Zurich. He concentrates on international arbitration and commercial litigation in complex disputes. In addition to representing parties, Laurent Killias is frequently chosen as a party-appointed arbitrator and chairman in international arbitrations on ICC panels, as well as under other institutional rules.

Laurent Killias was educated at the Universities of Lausanne and Zurich (lic.iur. 1987, Dr. iur. 1993) and was awarded a Master of International Business Law (LL.M) by the University of London (King's College). Laurent Killias clerked at a District Court in the Canton of Zurich; he was admitted to the bar in Switzerland in 1990.

Laurent Killias has published various works in the field of international litigation and arbitration, as well as in private international law and debt collection. In addition, he has delivered numerous lectures on the subject of international litigation and arbitration. Laurent Killias is also a co-founder of the Swiss Arbitration Academy. He is recommended as litigator and arbitrator in professional publications and listings such as the „European Legal 500“, „PLC Which Lawyer“, „Guide to the World's Leading Experts“ and „Who's Who Legal“.

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## PESTALOZZI – EFFECTIVE LEGAL SERVICES

We support our international and domestic clients from our offices in Zurich and Geneva regarding all aspects of Swiss law. With the extensive experience and the strong commitment of our staff, we help our clients achieve their goals quickly and efficiently. We are known for our integrity, our high quality, as well as for our efficacy.

As a client, you benefit from the expertise and know-how of our staff of more than 150 people. For each project, we form a customized team to accommodate your specific needs. We have direct access to an international network of lawyers and can introduce you to an appropriate law firm in jurisdictions worldwide.

We are committed to maintaining a work environment that puts the care for the client at the center. The diversity of our employees creates a dynamic company culture.

Our main clients are large domestic and foreign enterprises as well as medium-sized companies and private clients. Our clients come from a broad range of sectors, including financial services (private and commercial banks and other financial intermediaries), industry (pharmaceuticals, chemicals and biotechnology, electronics, automobiles, mechanical engineering, food and beverages, tobacco, graphic products, textiles, watches), media, trading and retail, telecommunications, shipping, aviation, and the travel and entertainment industries.

Pestalozzi's roots go back to 1911; of the major Swiss law firms, Pestalozzi has the longest tradition.

## KEY MESSAGES

- International and domestic clients
- Experienced and committed
- International network
- Care
- Integrity, high quality, efficacy
- Large organization
- Diversity
- Teamwork
- Independent
- Tradition
- Zurich and Geneva

## EXPERTISE

- Antitrust
- Arbitration
- Art
- Asset Finance
- Asset Tracing
- Banking & Finance
- Bankruptcy
- Business Organization & Compliance
- Capital Markets
- Civil Liability
- Commercial
- Commercial Disputes
- Commodities
- Competition
- Construction
- Contracts
- Copyright
- Corporate
- Coverage Claims
- Customs
- Data Protection & Privacy
- Dispute Resolution
- Employment & Pensions
- Energy
- Environment
- Estate Planning
- Financial Products
- Food
- Health & Safety
- Immigration
- Indirect Tax
- Information Technology
- Inheritance
- Insolvency
- Insurance
- Intellectual Property
- International Mutual Assistance
- Investment Funds
- Joint Ventures
- Licensing & Sponsoring
- Litigation
- Media
- Mediation
- Mergers & Acquisitions
- New Technologies
- Patents
- Private Banking
- Private Equity
- Private International Law / Conflict of Laws
- Product Liability
- Public Procurement
- Real Estate & Environment
- Restructuring & Insolvency
- Securities
- Sports
- Tax
- Telecommunication
- Trade & Retail
- Trademarks
- Transportation
- Trust & Foundations
- Unfair Competition
- Value Added Tax
- Venture Capital
- White Collar Crime

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