

IPO Law Firm of the Year

Greenberg, Deschenaux, Hornblower & Partners, LLP

Switzerland | USA



The firm's founding and managing partner, Marc Deschenaux, is known for being the first to offer a charity IPO, and was also involved in the first cancellation of a national debt in history.



Greenberg, Deschenaux, Hornblower & Partners, LLP are an entrepreneurial international jurists firm specialising in corporate and government financings and intellectual property securitisation. They serve a wide range of clients, from famous entrepreneurs to corporations of all sizes. A recent merger has seen the company move from strength to strength, establishing two new offices in New York and Los Angeles, in addition to the Swiss headquarters in Geneva.

The firm is comprised of non-bar lawyers or jurists rather than attorneys-at-law, in order to avoid litigation and disputes where possible. In return, clients are assured they are entrusting their legal and financial matters to representatives – without enemies from past litigation unrelated to them. Clients also benefit from shared expertise brought by Greenberg, Deschenaux, Hornblower & Partners collaborating with economists, marketing specialists, financial analysts and investment and commercial bankers.

The judging panel commends the firm's continued success, and in particular the leadership of its founder and managing partner, Marc Deschenaux. Marc is a world-renowned expert in corporate finance from private offerings to initial public offerings (IPO's), in project financings and in government loans. He has raised significant private and public equities and debts for companies internationally, providing preemptive legal support in French, Italian, English or German. He focuses on securities law, trading law, and intellectual property and can add high premium on contract drafting and complex financing negotiation.

Throughout an illustrious career, Marc has been involved in 169 IPO's and more than 240 private offerings. His innovative approach led to the invention of Intellectual Property Securitisation, which limits the impact of human factors in investments. Marc is also known for being the first to offer a charity IPO and he was involved in the first cancellation of a national debt in history.

Keen to share his expertise in the field, Marc is also a successful public speaker, giving conferences worldwide from the Growth Capital Conference at The Olympic Collection in Los Angeles, to the Reg A Conference in New York. He has also taught finance, project financing, as well as financial, marketing and legal strategies in various universities worldwide.



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