

Legal

# A full-service law firm looks to the future

Contenu sponsorisé par NAUTADUTILH

This year marks two decades since NautaDutilh opened an office in Luxembourg. It has since grown into a fullservice law firm.

NautaDutilh is an international law firm specialising in Luxembourg, Belgian and Dutch law. Founded in 1724, it first set up shop in Luxembourg in 2002 and has grown from a small tax advisory into an international full-service law firm that offers proven legal expertise and is strongly committed to its clients as well as its staff.

For clients, this commitment means a can-do attitude and the drive to find pragmatic solutions to complex problems. For employees, this means a nurturing workplace where hierarchy is minimal – just one of the reasons why the firm is attractive to young talent.

Paperiam sat down with Romain Sabatier, a young partner with NautaDutilh and a member of the firm's corporate team, to learn more about their growth and how they see the future.

#### In such a competitive market, how do you attract and keep talent?

We keep our people by offering personal and professional growth as well as a safe and inspiring workplace. NautaDutilh

is a closely knit firm where partners work alongside juniors. For someone just starting out, this is invaluable because you quickly gain expertise, experience and confidence. We also highly value our support staff, some of whom have been with us since the beginning and are a key to our growth and success.

#### What makes you stand out in the market?

We are responsive, and we challenge the obvious and adapt quickly to change. In this, we strive to be like Luxembourg: flexible, dynamic and adaptable. What also really makes us stand out is high partner involvement. Our partners work on deals and are present throughout their lifecycle. As our growth is tied to the growth

of our clients, we do everything we can so they succeed, and we are always on the lookout for new opportunities for them.

#### What does the future hold for the legal sector in Luxemboura?

We will see more securitisation transactions on the EU securitisation regulation and an increased number of bond listings on the EU MTF market of the Luxembourg Stock Exchange. With the continuous growth in the alternative investment funds market, we foresee a significant development in fund finance transactions. We also expect a wave of restructuring work. It's likely there will be more demand for pre-litigation advice with respect to data protection

#### **KEY FIGURES**

#### 2002

nened its Luxembourg office 20 years ago, adding to its offices in Amsterdam Rotterda Brussels, London and New York The roots of the firm can be traced back nearly 300 years.

#### 400

With over 400 legal experts, NautaDutilh is the largest independent law firm in the Benelux. The Luxembourg office has 50 lawyers, including nine nartners, with an equal number of men and women at all levels.

#### 6

NautaDutilh Luxembourg specialises in six main practice areas: Banking & Finance. Corporate M&A, Investment Funds, Tax, IP & Tech, and Litigation & Arbitrati

and compliance with the EU General Data Protection Regulation.

As a side note, we now have an entire IP & Technology practice, headed by Vincent Wellens. This is a critical and dynamic legal area because companies increasingly need to protect their technology, tools and data. Vincent's team has tremendous expertise in this area.

### What challenges does NautaDutilh face?

They are threefold: new technologies, fee pressure and increased regulation.

For years, the legal sector seemed immune to technological disruption. This is no longer true.

Nowadays, there are so many new legal technologies introduced every year that it is difficult to determine which are the best fit for which firms. AI and automation are going to change the way we practice law. Also, there is increased pressure for firms to stand out through their online sales pitch. This results in considerable pressure on legal fees, driving down clients' fee expectations and the perceived value of legal expertise. This forces lawyers to become more specialised and focus on high-end, real added-value services, which is the only way to increase margins in our profession. Finally, we have seen a global increase in regulation. Law firms have to digest these new rules and adapt.

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#### YOUNG PARTNERS DESCRIBE WHAT THEY LOVE ABOUT WORKING AT NAUTADUTILH



"The firm is openminded and has a good spirit at every level. Once I joined, I quickly felt at home."

Sara Gerling

Partner and member of the firm's Banking & Finance team

Sara advises primarily institutional clients on all types of international and domestic financing transactions, involving real estate, fund, acquisition and asset finance, as well as structured finance and securitisations.



"The firm offers personal and professional growth as well as a safe and inspiring workplace."

**Romain Sabatie** 

Partner and member of the Corporate team

Romain provides corporate, securities and insolvency advice on financial restructuring matters, typically for hedge funds, private equity firms and financial institutions.



"There is no real distance between partners and young lawyers. It's a big family with something of a Dutch approach."

Antoine Laniez Partner and member of the Litigation & Arbitration team

Antoine represents a wide range of institutional clients in complex arbitration and litigation in the areas of commercial, corporate and insolvency law.



## "NautaDutilh is humanoriented. We pay attention to people, so they feel good and flourish."

**Caroline Notté** Partner and member of the Corporate team

Caroline assists Corporate and Private Equity clients with a wide range of complex cross-border M&A transactions, corporate governance, divestitures, leveraged buyouts, financial restructurings, takeovers and listing issues.

Find out more about our firm and services at

nautadutilh.com