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A One-Of-A-Kind Service

The Emmanuel Jacques Almosnino Law Firm is a Saint-Barthélemy-based legal practice specialising in financial matters. We invited Managing Partner Emmanuel Jacques to tell us more about the firm and the range of services it offers. The firm is celebrating the Award for Excellence in Wealth Management - French West Indies and Recognised Leader in International Law - French West Indies.

Drawing on over 20 years' experience in law, The Emmanuel Jacques Almosnino law firm is comprised of highly skilled international attorneys involved with tax, financing, real property and wealth management. The firm prides itself on its one-of-a-kind service and skills that allows it to achieve a rare legal concierge-oriented practice that caters to the unique needs of international private clients and their legal and financial representatives. Emmanuel talks us through the firm and the range of solutions it provides.

"Here at The Emmanuel Jacques Almosnino law firm, we are based in Saint Barth and have been established there for more than 20 years. We service high-net worth clients from around the world, providing them with the legal services they need, whether it's a real estate transaction, the formation of a company overseas, resolving corporate or international disputes or helping them understand what the tax consequences are when investing in property overseas.

"We have honed our skills over the past two decades, and we now specialise in real estate, wealth management, corporate structuring, international taxation, litigation and other related matters. We work with investors throughout the world. As part of our work, we have negotiated major real estate and business deals. We have successfully negotiated the purchase of properties valued at US\$60 million and negotiated financing of up to US\$40 million of commercial leases in the most famous areas of

Paris. We represented an equity fund based in the U.S. in a five-star hotel transaction in Saint Barth, coordinated private jet leases for famous clients and won a case against the French tax authorities on behalf of the residents of Saint Barth."

Ultimately, while other companies may have faced many issues and difficulties the past twelve months, the Emmanuel Jacques Almosnino law firm has remained strong, working hard to provide an innovative range of services to its clients.

"Overall, 2016 proved to be an excellent year for us. Thanks to a strong US dollar and lower purchase prices, the Saint Barth luxury real estate market continued to remain very active. We saw brokers desperately looking for new products to sell and the number of available listings starting to decrease. We successfully closed on the sales of two hotels at around US\$75 million.

"What is unique about us is that we provide a concierge-oriented service for our clients, as well as their legal and financial representatives. Also, since the firm is located in Saint Barth, our attorneys are well-versed in the local real estate market and the regulations governing real estate transactions on this island. This is what makes us stand out from other law firms in this area. In addition, our attorneys provide the highest-quality of service because of their extensive knowledge of business law and their understanding of the international economic climate. The clientele that we have consist of many high-net worth individuals, so we see to it that we are available to them, day or night, regardless of what the matter may be.

"In the future, we are looking to expand our staff in order to accommodate an increase in work, as there are a number of real estate transactions that we are currently negotiating on behalf of our clients. Within the wider legal market, we foresee a fluctuation in the world financial markets, which could potentially impact international investments. Issues such as Brexit and the potential for changes in US policies under the Trump administration will affect our market; however, we are unsure of what the future holds and look forward to working with our clients to ensure that they receive the very highest standards of service which meet their needs."





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