

# Fabien Aepli

Partner, Attorney at law,  
M.B.L.-HSG, LL.M.

## Contact :

**fabien.aepli@mangeat.ch**  
**T. +41 22 319 22 00**  
**M. +41 76 424 05 50**



|                                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                               |
|-----------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Education                         | <ul style="list-style-type: none"><li>• Certificate of Advanced Studies in Financial Regulation, Universities of Geneva and Bern (2017)</li><li>• LL.M. in International Trade Law, University Institute of European Studies, Turin, Italy (2015)</li><li>• M.B.L.-HSG, Master of European and International Business Law, University of St.Gallen (2007)</li><li>• Program of Instruction for Lawyers, Harvard Law School, USA (Program on Negotiation, 2007)</li><li>• Admitted to the Geneva Bar (2005)</li><li>• Postgraduate degree for Magistrates, Institut de Lutte Contre la Criminalité Économique, Haute École ARC, Neuchâtel and Lausanne (2005)</li><li>• Law degree (lic. iur.), Universities of Fribourg and Zurich (2003)</li></ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                               |
| Professional experience           | Since 2020<br>2016 — 2020<br>2011 — 2015<br>2009 — 2011<br>2006 — 2009<br>2003 — 2005<br>2000 — 2002                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Partner at MANGEAT, Geneva<br>Managing Partner at MANGEAT, Geneva<br>Partner at Eversheds Sutherland Ltd, Geneva<br>Senior associate at Eversheds Sutherland Ltd, Geneva<br>Associate at a Swiss law firm, Geneva<br>Trainee at a Swiss law firm, Geneva<br>Part-time employee at an international industrial company, marketing finance department, Lausanne |
| Languages                         | French, English, German                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                               |
| Memberships                       | <ul style="list-style-type: none"><li>• Geneva and Swiss Bar Associations</li><li>• British Swiss Chamber of Commerce</li><li>• Geneva Association of Corporate Law (AGDA)</li><li>• Swiss FinTech Association</li><li>• The Good Token Society</li></ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                               |
| Selected Publications or Articles | <ul style="list-style-type: none"><li>• Key Agency Considerations &amp; Key Distribution Considerations: Overview (Switzerland), Practical Law Global, Thomson Reuters, with Flore AUBERJONIS, 2023 / 2024</li><li>• Blockchain, embedded finance and regulatory challenges for fintech startups, interview in: Leaders League, 2022</li><li>• LEFin/LSFin : délais relatifs aux principales obligations applicables aux gestionnaires de fortune, Key Insights, 2020</li><li>• Pandémie de COVID-19 Assemblées générales : solutions et recommandations, Publications, 2020</li><li>• 4 thèmes d’actualité auxquels les entreprises nous demandent de prêter attention, with Nurith COHEN, in: FOCUS Droit, Le Temps, 2018</li><li>• Smart Contracts simply explained, with Nurith COHEN, Key Insight, 2017</li><li>• Retrocessions and statute of limitations: long-awaited clarification, with Nurith COHEN, Key Insights, 2017</li><li>• Blockchain, simply explained, with Nurith COHEN, Key Insights, 2017</li><li>• Swiss independent asset managers: Major changes in the regulatory environment, in: Risk, Governance &amp; Compliance for Financial Institutions (Financier Worldwide), 2015</li><li>• MiFID 2 – what to expect in Switzerland?, with Nurith COHEN, Newsletter, 2014</li><li>• Le point sur les rétrocessions, with Sayeh HUNZIKER, in: Market, 2013</li><li>• Retrocessions and other commissions received by banks distributing units of investment funds or structured products – Landmark decision of the Swiss Federal Supreme Court of 30 October 2012, with Grégoire MANGEAT and Sayeh HUNZIKER, Newsletter, 2012</li><li>• Contrôle abstrait des conditions générales des banques par le juge ?, with Grégoire MANGEAT, Newsletter, 2011</li><li>• Retrocessions and other Finder’s Fees in the Asset Management and Investment Funds’ Fields, in: Aktuelle Entwicklungen des Europäischen und Internationalen Wirtschaftsrechts, vol. 10, Basel, 2008</li></ul> |                                                                                                                                                                                                                                                                                                                                                               |

**MANGEAT**

Avocats Sàrl  
Attorneys at Law LLC



## What directories say

### Legal 500, EMEA, Banking & Finance: Geneva

"We've been closely engaged with Fabien Aepli, who provided us with exceptional customer care, flexibility to structure the advice up to the view of the client, knowledge of any related topic within the subject of the expertise, and strict deadlines on deliverables."

### Legal 500, EMEA, Banking & Finance: Geneva

"Fabien is an outstanding professional, much appreciated for leaving no stone unturned while being extremely focused, efficient and straight-to-the point; with Fabien there is no place for unnecessary considerations. Fabien's availability is always a vital asset."

### Legal 500, EMEA, Fintech

"Fabien Aepli is always very much on top regarding innovation in the finance and regulation space, proactively anticipating needs and recommending solutions which are useful and fixing real business and legal issues."

### Chambers, Fintech Legal - Switzerland

"Fabien Aepli [...] is increasingly involved in blockchain projects relating to security token offerings and cryptocurrencies."

### Legal 500, EMEA, Banking & Finance: Geneva

"Fabien Aepli is a great legal and business partner who consistently pushes to deliver value via actionable insights. He has great knowledge in the banking and finance space with a well-developed network."

### Legal 500, EMEA, Commercial, Corporate and M&A

"Fabien Aepli's administrative and extremely precise skills and mind are very much appreciated. His personal and very committed approach make a huge difference."

### Legal 500, EMEA, Commercial, Corporate and M&A

"The 'thorough and innovative' Fabien Aepli heads the practice [...]."

### Legal 500, EMEA, Banking & Finance: Geneva

"Fabien Aepli, who 'masters banking and finance laws and can explain them in simple terms' [...]."

## What clients say

"Beyond his professionalism, Fabien is a very nice person to work with on a human level. I appreciate his combination of competence and empathy, and this is what you're looking for in a legal counsel."

### Client testimonial, Chambers

"Fabien is a great lawyer. He is always asking the right questions and providing excellent advice."

### Client testimonial, Chambers

"Their professional support and high-quality advice are extremely appreciated by our team. They are responsive, pragmatic and technically skilful. Also, they are very clear and transparent with regard to their fees. For these reasons, they participate in business meetings, understand the ultimate business goals and hence tailor the right legal advice and consultancy to ultimately create value for us and for our clients – I see this as a shift from a 'cost of doing business' to 'business investment yielding returns.'"

### Managing Partner, Geneva-based financial company

"I have been immediately impressed by the quality of the services delivered, as well as the pragmatic and client-oriented approach of each member. They have demonstrated consistent professionalism and precision. The contacts with the various teams is straightforward and transparent, the level of service and speed is very high. Also, the billing practice and deadlines are clear and fully complied with."

### Director, multinational industrial group

"MANGEAT attorneys have been active in the medical device industry for many years, and they regularly assist us on commercial agreements (distribution agreements, manufacturing agreements, technology transfers, etc.), asset and share deals, corporate governance, regulatory issues and dispute resolution. Their knowledge of the industry, their legal skills and their commitment to deliver excellent work in a consistent manner are highly valuable and appreciated assets for our business. They are efficient, pragmatic and business-oriented."

### Chairman, Swiss healthcare company

"We have been using the services of MANGEAT attorneys for many years. They are very responsive to our needs. We particularly appreciate their ability to ask the right questions, their focus on pragmatic solutions, and their precision. We have always found them to engage with us with the highest standards of integrity."

### CEO, consumer behaviour insight company