



Expert on Asian Markets
Expert on Emerging Markets

Prof. Dr. Karl Pilny, born in 1960, is considered one of the most eminent German experts for Asia. Besides being Of Counsel in the Berlin office of international law firm Salans LLP he is also working as an entrepreneur and financial expert in Zurich. He is involved with Asia since more than 30 years. In the mid-eighties he already worked at the Deutsche Industrie- und Handelskammer in Tokyo. After being at the Max-Planck-Institute for International Intellectual Property law he lectured at the University of Kyoto on German law in German and Japanese.

Subsequently he was Partner in different international law firms in Asia and Europe. The high number of mandates in Emerging Markets, in particular Asia, enabled him to maintain a good network in these regions, which he is travelling regularly since 1980.

As a keynote speaker and well respected author he is analyzing cultural, economical and political developments and their implications. To get to know the status and the practices of the New Powers, in particular in Asia and to apply and implement them is what Pilny stands for. He offers fascinating evaluations full of knowledge and paints convincing scenarios for future developments. His lectures in German, English and Japanese are as knowledgeable as they are sweeping and lively.

As an advisor and investor he accompanied numerous direct investments in Asia, to Asia and from Asia. His knowledge of the Asian financial markets enables him to design, analyse and place investment products for Asia. Pilny wrote the „Investment Guide Asia“ and advises numerous private clients as well as institutional investors on their strategies and investments. Interdisciplinary thinking and a rare combination of theory and practice, knowledge and extensive experience are his trademark. Regular appearances on TV, business summits and frequent speeches and interviews ensure a high visibility and strong network of contacts in the business, academic and political world.

Topics (Selection):

- Emerging Markets
- Asia/China
- Economics
- Globalisation
- Energy