

Initial Public Offerings

Contributing editors

Joshua Ford Bonnie and Kevin P Kennedy



2017

GETTING THE
DEAL THROUGH

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Initial Public Offerings 2017

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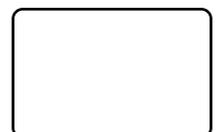


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Market overview

1 What is the size of the market for initial public offerings (IPOs) in your jurisdiction?

As of 30 June 2016, there were two IPOs on the Zurich-based SIX Swiss Exchange Ltd (SIX; www.six-swiss-exchange.com). VAT Group AG, the leading global manufacturer of high-end vacuum valves and related products and services, successfully completed its 621 million Swiss franc initial public offering with trading commencing on 14 April 2016. Most recently, Investis Holding AG, a Swiss residential property company, completed its 148 million Swiss franc initial public offering with trading commencing on 30 June 2016. In addition, WISEKey International Holding Ltd listed class B shares on SIX on 31 March 2016.

In 2015, there were three IPOs on the SIX, worth a total of approximately 2.45 billion Swiss francs, including the IPO of Sunrise Communications Group AG, the second-largest integrated telecommunications provider in Switzerland, with a total offer size of 2.27 billion Swiss francs. The Sunrise Communications Group AG IPO was the largest Swiss IPO since 2006 and the largest telecoms IPO EMEA since 2004.

2 Who are the issuers in the IPO market? Do domestic companies tend to list at home or overseas? Do overseas companies list in your market?

Issuers listing on exchanges in Switzerland stem from a range of industries, including the financial, retail, industrial and pharmaceutical industries. Generally, domestic companies tend to list in Switzerland, but Swiss companies may, nonetheless, decide to list outside Switzerland where, for example, their main centre of business is outside Switzerland. This is particularly true for companies that have re-domiciled in Switzerland or where their peer companies have tended to list on a particular market outside Switzerland. Foreign companies do list in Switzerland, especially given the flexible nature of the SIX. In addition, the Swiss market has strong representation from certain industries that may attract foreign peer companies, especially with regard to the pharmaceutical, biotech and financial services industries. Of the 262 companies listed on the SIX as of 30 June 2016, 38 have their registered offices outside Switzerland. There are no foreign companies listed on the BX Berne eXchange (BX; www.berne-x.com).

3 What are the primary exchanges for IPOs? How do they differ?

SIX operates the principal equity exchange in Switzerland. As at 31 December 2015, the market capitalisation of all SIX-listed shares of issuers domiciled in Switzerland and Liechtenstein was approximately 1.5 trillion Swiss francs. As previously noted, at 30 June 2016, 262 companies were listed on the SIX.

The only other equity exchange in Switzerland is BX. The BX is much smaller than the SIX and mainly targets small and medium-sized Swiss enterprises. As of 30 June 2016, 17 companies were listed on the BX.

Regulation

4 Which bodies are responsible for rulemaking and enforcing the rules on IPOs?

Switzerland is not a member of the EU or the EEA. Accordingly, the EU Prospectus Directive and other EU regulations relating to IPOs are not applicable to IPOs conducted in Switzerland.

In Switzerland, various regulatory and self-regulatory bodies are involved in the rule-making and enforcement of such rules in connection with IPOs and equity securities markets and exchanges pursuant to authority vested in them from Swiss legislations. Below is a summary of the applicable legislative framework followed by summaries of the main regulatory and self-regulatory authorities mandated with the implementation, supervision and enforcement of such legislations.

Legislative framework

Generally, the current legislative framework with respect to IPOs and equity securities markets and exchanges in Switzerland consists of the following:

- Swiss Code of Obligations (CO) of 30 March 1911 (unofficial English translation at www.admin.ch/ch/e/rs/2/220.en.pdf);
- Financial Markets Infrastructure Act (FMIA) of 19 June 2015 (unofficial English translation at www.admin.ch/opc/en/classified-compilation/20141779/201601010000/958.1.pdf);
- Financial Market Infrastructure Ordinance (FMIO) of 25 November 2015 (unofficial English translation at www.admin.ch/opc/en/classified-compilation/20152105/201601010000/958.11.pdf); and
- additional ordinances issued by Swiss Financial Market Supervisory Authority (FINMA).

These statutes and regulations contain rules that impose direct obligations on issuers and other market participants, such as specific content requirements for offering and listing prospectuses, disclosure rules in respect of qualified shareholdings and rules on insider trading and market manipulation.

Currently, existing Swiss financial market regulations are undergoing significant reforms, for further information regarding these reforms and their status see 'Update and trends'.

Supervisory bodies

FINMA

The main financial market regulatory body in Switzerland is FINMA. FINMA delegates certain aspects of the regulation of the Swiss financial markets to a number of private or semi-private self-regulatory bodies that it licenses and supervises. For example, the SIX Group Ltd is mandated with the issuance, monitoring and enforcement of regulations related to the SIX.

As noted above, the regulations governing Switzerland's financial market are currently undergoing significant revisions, including certain changes to the supervisory role and competencies of FINMA and the other regulatory bodies responsible for overseeing the Swiss financial markets. Pursuant to these reforms, FINMA will retain its broad mandate and continue to operate alongside the other regulatory bodies; however, following the full implementation of the FMIA, the proposed Financial Services Act

(FinSA) and the proposed Financial Institutions Act (FinIA), FINMA will also become the competent supervisory authority for ensuring compliance with these new pieces of legislation. In addition, FINMA will be granted new enforcement tools under the FinIA and there will be increased cooperation and exchanges of information between FINMA and other Swiss and foreign supervisory, regulatory, governmental and judicial authorities (for further information, see 'Update and trends').

SIX Regulatory Board

One of the most important self-regulatory bodies under FINMA's supervision with regard to equity markets and exchanges in Switzerland is the SIX Regulatory Board (www.six-exchange-regulation.com/en/home/profile/regulatory-board.html). It is responsible for issuing, supervising and enforcing rules and directives applicable to SIX issuers and participants, such as the SIX Rule Book, the SIX Listing Rules and various participant directives.

It should be noted that the issuance or placement of equity securities (as opposed to their listing) does not currently require registration with or authorisation by FINMA or any other regulatory body. However, pursuant to the new proposed prospectus regime under FinSA, any prospectus for a public offering would need to be approved by a competent authority, which is anticipated to be the SIX (see 'Update and trends').

SIX Exchange Regulation

The SIX Exchange Regulation, an independent and autonomous entity within SIX Group Ltd (www.six-exchange-regulation.com/en/home/profile/six-exchange-regulation.html), regulates and monitors participants and issuers listed on the SIX. In particular, it carries out tasks prescribed under Swiss legislation and under the rules and regulations issued by the SIX Regulatory Board and monitors compliance with these regulations. The SIX Exchange Regulation is, subject to the relevant rules, permitted to prescribe sanctions or submit sanction proposals, as well as inform the chairman of the board of directors of SIX Group Ltd, the supervisory authorities and, where appropriate, the competent public prosecuting authorities of suspected violations of the law or other wrongdoing by market participants.

SIX Disclosure Office

The SIX Disclosure Office supervises and oversees the compliance with such disclosure of qualified shareholdings, including disclosure of shareholdings in connection with IPOs, receiving notifications of changes in shareholdings, granting exemptions or relief from certain reporting obligations and delivering decisions on whether a reporting obligation exists (www.six-exchange-regulation.com/en/home/investor/obligations/disclosure-of-shareholdings/board.html).

5 Must issuers seek authorisation for a listing? What information must issuers provide to the listing authority and how is it assessed?

Issuers seeking to list their shares on a stock exchange in Switzerland must comply with the applicable exchange listing rules. The SIX Listing Rules, for example, are largely modelled on the EU Prospectus Directive, albeit less extensive and more flexible. The SIX Listing Rules and various additional rules issued by the SIX set out the main steps a company has to undertake for a listing of its shares. In particular, the SIX Listing Rules require that a listing application be submitted and a prospectus be approved and published prior to the shares being admitted to trading on the SIX. The SIX prospectus review and approval process takes 20 trading days. Generally, the SIX approval process for prospectuses is less onerous than in most EU jurisdictions and the United States. For example, the review by the SIX is typically limited to a scheme rule check and amended drafts of the listing prospectus can be filed within the 20-SIX trading day review period without adversely affecting the offering's timeline. In practice, the approval process is structured so that SIX approval is obtained before printing of the prospectus and the start of the offering period.

It should be noted that the issuance or placement of equity securities (as opposed to their listing) does not currently require registration with or authorisation by FINMA or any other regulatory body in Switzerland. However, pursuant to the new proposed prospectus regime under FinSA, any prospectus for a public offering would need to be approved by a competent authority (see 'Update and trends').

Listing application

Either the issuer or a SIX recognised representative prepares and submits the listing application to the SIX. The listing application must contain a short description of the equity securities to be listed as well as a request for the planned first trading day. Generally, the following documentation must be submitted to the SIX, together with the duly signed listing application:

- the listing prospectus (described in greater detail in question 6);
- an 'official notice' pursuant to articles 40a and 40b of the SIX Listing Rules (if required); an official notice is required:
 - if the listing prospectus is not provided in full to potential investors in order to advise investors where the listing prospectus can be obtained;
 - to set out any material changes made to the information contained in the listing prospectus between the date of its publication and the listing date; or
 - to advise of any supplements to the listing prospectus;
- a copy of a current extract from the commercial register of the issuer;
- a copy of the valid articles of association of the issuer;
- evidence that the auditors of the issuer fulfil the requirements of auditors for public companies;
- an original of the duly signed declaration by the lead manager that the free float of relevant equity securities is sufficient;
- if necessary, an original of the duly signed declaration by the issuer that any printed share certificates will comply with the SIX printing regulations. In the case of book-entry securities, the issuer must submit an explanation of how the holders of such securities may obtain proof of their holding; and
- a duly signed declaration by the issuer in accordance with article 45 of the SIX Listing Rules stating that:
 - its responsible bodies are in agreement with the listing;
 - the listing prospectus and official notice (if required) are complete pursuant to the SIX Listing Rules;
 - there has been no material deterioration in the issuer's assets and liabilities, financial position, profits and losses and business prospects since the listing prospectus was published;
 - the issuer has read and acknowledges the SIX Listing Rules together with any applicable Additional Rules and the corresponding implementing provisions, as well as the SIX rules of procedure and sanction regulations and recognises them expressly in the form of a declaration of consent. The issuer further recognises the board of arbitration determined by the SIX and expressly agrees to be bound by any arbitration agreement. The issuer also recognises that its continued listing is conditional upon its agreeing to be bound by the version of the legal foundations that is in force at any given time; and
 - it will pay the listing fees.

Regulatory standards

In preparing the listing application on the SIX, issuers must indicate which regulatory standard they are applying to and demonstrate their satisfaction of the corresponding requirements. The following main regulatory standards are available for listings on the SIX:

- International Reporting Standard. This is aimed at international investors. It has the most comprehensive transparency requirements and requires the application of international financial reporting standards (IFRS), US generally accepted accounting principles (US GAAP) or another internationally recognised accounting standard.
- Swiss Reporting Standard. This is aimed at domestic investors. Issuers may apply Swiss GAAP FER, with the other listing requirements remaining consistent with the International Reporting Standard.
- Standard for Investment Companies. This is for the listing of equity securities issued by investment companies (ie, companies that solely invest in collective investment schemes and that do not perform any other commercial activity).
- Standard for Real Estate Companies. This is for the listing of equity securities issued by a real estate company (ie, companies generate at least two-thirds of their revenue from real estate-related activities).

The table below outlines the key listing requirements pursuant to these SIX regulatory standards, followed by more detailed summaries.

Standard for equity security*	International Reporting Standard	Swiss Reporting Standard	Standard for Investment Companies	Standard for Real Estate Companies
Minimum equity capital requirements (in million Swiss francs)	2.5	2.5	2.5	2.5
Financial track record	3 years	3 years	N/A	N/A
Free float in %	20%	20%	20%	20%
Free float market capitalisation (in million Swiss francs)	25	25	25	25
Financial reporting	IFRS/US GAAP	Swiss GAAP FER, Standard according to Banking Act	IFRS/US GAAP	Swiss GAAP FER/IFRS

* Additional standards are the Standard for Depositary Receipts and the Standard for Collective Investment Schemes

Minimum equity capital requirements

Pursuant to the regulatory standards, an issuer’s consolidated equity capital, as reported on its consolidated balance sheet as at the first day of trading, must amount to at least 2.5 million Swiss francs for all the standards listed above. Collective investment schemes must hold assets of at least 100 million Swiss francs, but exchange-traded funds (ETFs) differ from classic investment funds in this respect and no minimum capitalisation requirements apply to them (although there is a requirement that one or two market makers commit to posting firm bids and asks, the spread between which does not exceed a predefined percentage of indicated net asset value).

Financial track record

Pursuant to the regulatory standards, an issuer must:

- have existed as a company for at least three years; and
- have produced audited annual financial statements for the three full financial years preceding the listing application.

The three-year rule does not apply to companies that are listed under the Standard for Investment Companies or the Standard for Real Estate Companies; however, companies with shorter financial history may benefit from exemptions granted by the SIX Regulatory Board (if necessary) where:

- it appears in the interests of the issuer or of the investors, namely in cases where the listed entity:
 - is the result of a corporate reorganisation such as a merger, spin-off or other transaction in which a pre-existing company or portions thereof are continuing as commercial entities; or
 - has not yet been able to present financial statements for the prescribed period of time, but nonetheless wishes to access the capital markets in order to finance its strategy for growth (‘young companies’); and
- the SIX Regulatory Board has a guarantee that investors are adequately informed to form a qualified opinion on the issuer and the admitted securities.

Where exemptions are granted, issuers must either comply with stricter transparency requirements, such as quarterly reporting until annual accounts for three complete financial years are available (in connection with young companies) or provide additional financial information, such as pro forma financials (in the case of listed entities resulting from corporate reorganisation).

For further details, see the SIX Directive on Exemptions regarding Duration of Existence of the Issuer (available at www.six-exchange-regulation.com/dam/downloads/regulation/admission-manual/directives/06_02-DTR_en.pdf) and the SIX Directive on the Presentation of a Complex Financial History in the Listing Prospectus (available at www.six-exchange-regulation.com/dam/downloads/regulation/admission-manual/directives/06_15-DCFH_en.pdf).

www.six-exchange-regulation.com/dam/downloads/regulation/admission-manual/directives/06_15-DCFH_en.pdf).

Minimum free float

At least 20 per cent of all of the issuer’s outstanding securities of the same category must be publicly owned with capitalisation of at least 25 million Swiss francs. The definition of free float for purposes of the SIX Listing Rules is set out in the Directive on the Distribution of Equity Securities (available at www.six-exchange-regulation.com/dam/downloads/regulation/admission-manual/directives/06_03-DDES_en.pdf).

Special listing requirements for foreign issuers

Foreign issuers of equity securities are subject to certain additional listing requirements as set out in the SIX Directive on the Listing of Foreign Companies (available at www.six-exchange-regulation.com/dam/downloads/regulation/admission-manual/directives/06_05-DFC_en.pdf). Generally speaking, these additional requirements are not very onerous and in practice they do not pose particular issues; for further details, see question 14.

6 What information must be made available to prospective investors and how must it be presented?

In connection with public IPOs, issuers are currently required to publish a prospectus pursuant to both Swiss corporate law, the CO, and the SIX Listing Rules. The requirements of these two regimes are discussed in greater detail below. However, it should be noted that the new proposed prospectus regime under FinSA includes certain requirements regarding the content of prospectuses, which will need to be reviewed and approved by a competent authority with respect to its completeness, coherence and comprehensibility. It is expected that the SIX will be mandated to act as the competent authority to approve prospectuses. See ‘Update and trends’ for further information.

Issuance or offering prospectus

Article 652a of the CO requires an offering prospectus when new shares are offered to the public in Switzerland. The offering prospectus must include information on:

- the content of the existing entry in the commercial register, with the exception of details relating to the persons authorised to represent the company;
- the existing amount and composition of the share capital, including the number, nominal value and type of shares and the preferential rights attaching to specific share classes;
- the provisions of the articles of association relating to any authorised or conditional capital increase;
- the number of dividend rights certificates and the nature of the associated rights;
- the most recent annual accounts and consolidated accounts with audit report and, if more than six months have elapsed since the accounting cut-off date, the interim accounts;
- the dividends distributed in the past five years or since the company was established; and
- the resolution concerning the issue of new shares.

The offering prospectus must be made available to investors, but is not currently subject to any filing or approval requirements with any Swiss regulator; however, pursuant to the proposed Swiss financial market reforms under FinSA, any prospectus for a public offering will need to be reviewed and approved by a competent authority (see ‘Update and trends’). Nevertheless, a breach of the CO prospectus requirements may, in any event, lead to prospectus liability claims, see question 19.

The question of whether a prospectus complies with the CO prospectus requirements is also relevant for non-Swiss issuers offering shares to the public in Switzerland without listing shares on the SIX. Typically, additional disclosure items, to the extent required, will be included in a Swiss wrapper or in the prospectus.

Listing prospectus

As indicated in question 5, the SIX Listing Rules require that the prospectus be approved and published prior to the shares being admitted to trading on the SIX. Often, Swiss issuers that list shares on the SIX prepare a prospectus that complies with both the SIX Listing Rules and the CO prospectus requirements: an ‘offering and listing prospectus’.

In essence, the listing prospectus must provide sufficient information for competent investors to reach an informed assessment of the assets and liabilities, financial position, profits and losses and prospects of the issuer, as well as of the rights attached to the equity securities. In addition, specific mention must be made of any special risks. An issuer of equity securities on SIX must prepare a listing prospectus that contains information prescribed in Scheme A (available at www.six-exchange-regulation.com/dam/downloads/regulation/admission-manual/schemes/O4_03-SCHA_en.pdf). Separate schemes are available for the listing of equity securities of investment companies (Scheme B) and real estate companies (Scheme C).

Generally, the following information is included in listing prospectuses:

- a summary;
- general information about the issuer, such as its name, registered office, legal form and purpose;
- information on the securities offered, including the rights attached to such securities and on the offering;
- risk factors;
- use of proceeds;
- dividends and other distributions;
- capitalisation;
- information on the business activities of the issuer, its turnover, assets and investments;
- information on the board of directors and the management of the issuer as well as its auditors;
- shares, share capital and voting rights;
- significant shareholders – for issuers domiciled in Switzerland, this information must be provided in accordance with article 120 of FMIA;
- offering restrictions;
- taxation;
- audited annual consolidated financial statements for the past three full financial years prepared in accordance with the applicable financial reporting standard and, if the balance sheet in the last audited annual financial statements is more than nine months old on the date on which the listing prospectus is to be published, additional interim financial statements; and
- persons responsible for the content of the listing prospectus.

In addition, an industry overview and market trends section, as well as a management discussion and analysis of financial condition and results of operation section, are typically included in the listing prospectus, but are not technically required. Finally, information contained in previously or simultaneously published documents can be incorporated by reference into the listing prospectus.

In terms of companies applying for the listing of their equity securities on the International Reporting Standard of the SIX, financial statements need to be prepared in accordance with IFRS or US GAAP. If a company applies for listing on the Swiss Reporting Standard, the preparation of its financial statements must be in accordance with Swiss GAAP FER or the standard according to the Banking Act. Swiss GAAP FER is comparable with IFRS or US GAAP, but is more principle-based and gives a true and fair view of the net assets, financial position and operational results. A working capital statement is required under IFRS and US GAAP as well as under Swiss GAAP FER and the standard according to the Banking Act (for a more detailed discussion regarding SIX regulatory standards, see question 5).

In addition, if an issuer's financial history is rather complex, the SIX may require additional financial disclosure, such as pro forma financials as further described in the SIX Directive on the Presentation of a Complex Financial History in the Listing Prospectus (available at www.six-exchange-regulation.com/dam/downloads/regulation/admission-manual/directives/O6_15-DCFH_en.pdf). In light of this, it is highly recommended to approach the SIX in advance to discuss any nuances or complexity to an issuer's financial statements.

Issuers that are not incorporated in Switzerland may also apply the accounting standards of their home country (ie, Home Country Standard), provided that these standards are recognised by the SIX Regulatory Board. Currently, the only additional standard recognised by the SIX Regulatory Board for the listing of equity securities by foreign issuers is IFRS.

7 What restrictions on publicity and marketing apply during the IPO process?

Under Swiss law, there are no specific regulations limiting or restricting the type or content of publicity made prior to a public offering of equity securities of operating companies (as opposed to investment companies that may fall within the stricter rules applicable to collective investment vehicles). Accordingly, an issuer of equity securities may generally engage in any type of public relations or marketing activities, including promotion of its products and services and advertising a forthcoming equity offering, without having to observe any regulatory restriction other than the Swiss statutory rules on the issuance of a prospectus and prospectus liability.

Pursuant to article 652a of the CO, any company that undertakes a public offering of equity securities in Switzerland, including by way of marketing or otherwise, must make a prospectus available to the investing public (see question 6). In addition, article 752 of the CO attaches prospectus liability to any untrue or misleading statements, or statements not in compliance with the statutory requirements, made or disseminated in a prospectus or in similar communications in connection with the issuance of shares. Thus, the term 'similar communications' extends the application of article 752 of the CO beyond the offering prospectus and potentially attaches liability to any misleading publicity relating to a securities offering (regardless of the form of media) (see question 19).

Nevertheless, as long as article 652a and article 752 of the CO are observed, permitted activities include press releases, routine publications, the granting of interviews, the holding of press conferences and meetings with the investment community, the dissemination of research reports, the placement of advertisements in newspapers, radios, TV and other media (including websites), and the conducting of roadshows in Switzerland. Publication in connection with equity offerings may be made in any Swiss official language or in English.

8 What sanctions can public enforcers impose for breach of IPO rules? On whom?

Unlike other countries where government agencies closely regulate the financial markets, in Switzerland this supervision has been delegated by FINMA to certain self-regulatory bodies, such as SIX Group Ltd. Thus, in the first instance the SIX responds to any breaches of the SIX Listing Rules.

In the case of a breach of the SIX Listing Rules or of any additional rules or regulations issued by the SIX, the SIX Sanction Commission can impose one or more of the following sanctions on issuers, guarantors or recognised representatives:

- reprimand;
- a fine of up to 1 million Swiss francs (in cases of negligence) or 10 million Swiss francs (in cases of wrongful intent);
- suspension of trading;
- delisting or reallocation to a different regulatory listing standard;
- exclusion from further listings; and
- withdrawal of recognition.

As noted in question 4, the SIX Exchange Regulation is also, subject to the relevant rules, permitted to prescribe sanctions or submit sanction proposals, as well as to inform the chairman of the board of directors of SIX Group Ltd, the supervisory authorities and, where appropriate, the competent public prosecuting authorities of suspected violations of the law or other wrongdoing by market participants.

Timetable and costs

9 Describe the timetable of a typical IPO and stock exchange listing in your jurisdiction.

The timetable of an equity offering depends on both the type and the size of the offering. In addition, certain offerings may require a greater amount of preparation on the part of the issuer, particularly with respect to corporate governance and structure and accounting and reporting requirements. Nevertheless, IPOs in Switzerland generally take between four and six months and an indicative IPO can generally be organised into the following five phases.

IPO planning and preparation phase

During the IPO planning and preparation phase, there are likely to be many workstreams operating in parallel and which may overlap. During this phase, these workstreams generally address the following tasks:

- discuss and develop the issuer's strategy, business plan, equity story (ie, investment case) and offering structure;
- establish a timetable and hold kick-off meetings;
- select the responsible team both internally at the issuer and externally, including the underwriters, the bookrunners and any other managers (ie, the banking syndicate) and legal and financial advisers;
- make any necessary changes in respect of the company's corporate structure to meet legal or operational requirements (the length of this phase depends on the required restructurings (if any) and the issuer's focus);
- consider matters concerning capital, financial and accounting/tax structures; and
- begin due diligence exercises (which includes business, financial and legal due diligence and will continue throughout the prospectus drafting process).

Drafting phase

During the drafting phase, the issuer along with its other advisers:

- draft the prospectus and other key legal documents;
- develop marketing and presentation materials, such as analyst and pilot fishing investor presentations;
- engage with the issuer's auditors regarding presentation of financial information in the prospectus and delivery of comfort letters; and
- attend courtesy meetings at SIX to discuss the contemplated offering structure and content of the prospectus.

Negotiating and investor education phase

During the negotiating and investor education phase, the IPO workstreams generally address the following tasks:

- shareholders' resolutions in respect of the offering and capital increase (if applicable);
- negotiation of underwriting agreement and any sub-underwriting agreements (if applicable);
- delivery of the analyst presentation and review of research reports;
- preparation of the SIX listing application;
- submission of the listing application together with the preliminary listing prospectus and any additional required documents;
- draft of roadshow presentation and other materials for analysts, press and investors;
- respond to SIX comments (if applicable);
- inclusion of interim financial statements into offering documents and update analysts (if applicable); and
- issue press release regarding the issuer's intention to float, followed by the publication of analysts' research reports.

During this period, issuers typically receive approval by the SIX for the listing of equity securities.

Pre-trading and marketing phase

During the period from approximately two weeks prior to the first day of trading, the IPO workstreams generally address the following tasks:

- approval of the prospectus and underwriting agreement by the board of directors of the issuer;
- final price discussions with the board of directors of the issuer and setting of price range;
- execution of underwriting agreement; and
- begin the offer period, publish the prospectus, start price-fixing process (eg, book-building process) and begin roadshow presentations.

During the period approximately one to two trading days prior to the first day of trading, the IPO workstreams generally address the following tasks:

- subscription and payment of the nominal value of the equity securities to be offered;
- registration of capital increase in the commercial register of the issuer;
- establish the final offer price and execute the pricing agreement to the underwriting agreement and pricing supplement to the offering and listing prospectus (if applicable); and
- allocate shares to investors.

First trading day and aftermarket phase

Following the first trading day, the IPO workstreams generally address the following tasks:

- stabilisation of the shares along with the disclosure of stabilisation measures (within five trading days);
- settlement and payment of net proceeds (usually within two trading days of the first trading day); and
- exercise of the over-allotment option (30 calendar days after first trading day) and disclosure of exercise of over-allotment option (within five trading days after exercise).

10 What are the usual costs and fees for conducting an IPO?

The costs and fees associated with IPOs in Switzerland can vary greatly depending on the size and nature of the offering. The typical costs and fees associated with a Swiss issuer conducting an IPO exclusively on the SIX can, however, generally be allocated as follows:

- SIX listing fees: depending on size and other factors between 20,000 and 100,000 Swiss francs;
- underwriters' fees: depending on size, type of issuer and other factors typically between 2 and 5 per cent of the gross proceeds of the sale of the shares (reflecting various possible fee appropriations, including base fee, selling fee, management fee and incentive fees);
- issuer's counsel fees: depending on type of offering (eg, Reg S as opposed to Rule 144A) and other factors typically between 500,000 and 1 million Swiss francs;
- underwriters' counsel fees: depending on type of offering (eg, Reg S as opposed to Rule 144A) and other factors typically between 250,000 and 600,000 Swiss francs;
- financial printer fees: typically between 20,000 and 30,000 Swiss francs;
- Swiss federal stamp duty (if shares are newly issued): 1 per cent on the issue price of the new shares placed in the offering; and
- Swiss federal securities transfer taxes (if shares are already in existence): up to 0.3 per cent of the offer price for the existing shares sold in the offering.

In addition to the above, miscellaneous fees and expenses, such as auditor fees, roadshow fees or the fees of the commercial registry and the notary public (in the event that the IPO involves a capital increase or other changes to the articles of association of the issuer), must also be taken into consideration.

Corporate governance

11 What corporate governance requirements are typical or required of issuers conducting an IPO and obtaining a stock exchange listing in your jurisdiction?

Prior to becoming a public company, there are no specific corporate governance requirements that issuers have to satisfy ahead of their shares being admitted to trading. Nevertheless, during the IPO planning process, issuers typically evaluate the structure of their board and corporate governance strategy and consult authoritative industry standards for best practices that can and should be adopted prior to becoming a publicly listed company. The four main sources of rules on corporate governance that issuers should bear in mind ahead of conducting an IPO in Switzerland are listed below.

Swiss Code of Obligations

The CO requires, inter alia, that listed companies appoint recognised auditors and disclose significant shareholders in their annual report.

Swiss Ordinance against Excessive Compensation in Listed Companies (OAEC)

The popular referendum on 'say on pay' in Switzerland, known as the Minder Initiative, resulted in an amendment to the Swiss constitution and, in turn, implementing rules currently codified in the OAEC on 'say on pay' that apply from the first day Swiss issuers are listed on an exchange in Switzerland or abroad. Among other requirements, shareholders need to separately approve the annual fixed and variable aggregate compensation of the board of directors and the executive management at the annual general meeting. In addition, directors, including the chairman, must be elected annually and the board of directors must prepare a separate compensation report. An issuer's articles of association must also include provisions for members of the board of directors and executive management regarding loans, retirement benefits, incentive and participations plans and the number of additional board and senior management positions such individuals are permitted to participate in outside of the issuer and

related companies. Furthermore, certain categories of compensation are prohibited, including severance payments; thus, employment contracts of an issuer must be reviewed and brought in line with current Swiss law prior to becoming a public company. Notably, these provisions only apply to Swiss companies listed on an exchange in Switzerland or abroad. Thus, foreign issuers with a registered address outside of Switzerland would not need to comply with these requirements.

SIX Swiss Exchange Directive on Information relating to Corporate Governance

The SIX Regulatory Board has issued the Directive on Information relating to Corporate Governance (DCG) (available at www.six-exchange-regulation.com/dam/downloads/regulation/admission-manual/directives/06_16-DCG_en.pdf) that outlines certain corporate governance information issuers are required to publish annually so that investors are able to evaluate the characteristics of securities and the quality of issuers, including details on the issuer's management and control mechanisms. The categories of information that issuers are required to publish include descriptions on the group structure and shareholders, capital structure, board of directors, executive committee, board and executive committee compensation and shareholdings and loans, shareholders' participation rights, change of control and defence measures, information policy and the issuer's auditors. Notably, this directive applies to all issuers whose equity securities have their primary listing on SIX once their shares have been admitted to trading. The DCG follows a 'comply or explain' approach permitting an issuer to deviate from the disclosure obligations set out therein to the extent that the annual report contains substantiated justifications for such deviation or non-disclosure.

Swiss Code of Best Practice for Corporate Governance

This publication is a 'best practice' industry standard in Switzerland that contains recommendations for the organisation of the board of directors, including the formation of committees and the recommended composition of such committees, and the compensation of the board of directors.

12 Are there special allowances for certain types of new issuers?

As discussed in question 5, upon application to the SIX Regulatory Board, issuers with financial histories of less than three full financial years available can apply for an exemption from this requirement.

13 What types of anti-takeover devices are typically implemented by IPO issuers in your jurisdiction? Are there generally applicable rules relevant to takeovers that are relevant?

Anti-takeover measures

Issuers in Switzerland can include certain anti-takeover measures in their articles of association. These measures may include:

- share transfer restrictions;
- limitations on the voting rights per shareholder;
- qualified quorum for the cancellation of certain provisions of the articles of association, such as share transfer restrictions;
- shares with enhanced voting rights;
- provisions requiring a certain percentage of voting rights represented in the shareholders' meeting in order to pass resolutions; and
- authorised or conditional share capital with exclusion of pre-emptive rights that the board of directors may use in the event of a tender offer.

Notably, as in the EU, Swiss law restricts the board of directors' ability to take defensive measures once a public tender offer has been announced.

Mandatory tender offers

Pursuant to article 135 FMIA, anyone holding shares of a Swiss listed company, whether directly or indirectly or acting in concert with third parties, which, when added to the shares already held by such person, exceed 33.33 per cent of the voting rights of a company, whether such rights may be exercised, must submit a mandatory tender offer for all listed equity securities of such company. Mandatory tender offers may not be subject to conditions except for important reasons, such as where official authorisation is required or a transfer restriction or a restriction on the exercise of voting rights is provided for in the articles of incorporation of the company.

The articles of association of companies may, however, provide for a higher threshold of up to 49 per cent (opting-up) or may declare the

mandatory tender offer obligations to be inapplicable at all (opting-out). Such provisions are often put in place where there are large shareholders who may risk accidentally triggering the threshold if their shareholdings change or if they, perhaps along with other family member shareholders, are viewed as a group acting in concert.

If an opting-up or opting-out clause is included following the listing of the company, strict transparency and majority requirements in the shareholders meeting must be observed; thus, many issuers contemplating an IPO consider whether such opting-up or opting-out provisions are important aspects of their corporate strategy.

Foreign issuers

14 What are the main considerations for foreign issuers looking to list in your jurisdiction? Are there special requirements for foreign issuer IPOs?

It is worth noting that, subject to certain conditions, Swiss law allows Swiss companies to prepare their accounts and to report in a foreign currency. Hence, if an EU or US company decides to list in Switzerland it can either list the shares of the foreign entity on the SIX or re-domicile to Switzerland by setting up a new Swiss holding company and list the shares of the new holding company on the SIX. In either scenario, the issuer can continue to report in euros or US dollars. In addition, the SIX also permits trading of equity securities in euros or US dollars. Notably, the re-domiciliation route is often taken for tax or regulatory purposes.

A particularly attractive aspect of listing in Switzerland is that no government agencies are involved in the listing process, which currently results in a much faster and flexible process. In some respects, the SIX views itself as a market participant as opposed to being exclusively a supervisor, and this results in it being much more accessible with greater flexibility. In addition, the Swiss market has strong representation from certain industries that may attract foreign peer companies, especially with regard to the pharmaceutical, biotech and financial services industries.

Overview

As a general matter, the SIX Listing Rules and their implementing provisions apply equally to issuers that do not have their registered office in Switzerland and intend to list their equity securities on SIX. In addition to these provisions, there are specific requirements that apply only with respect to foreign issuers as set out in the SIX Directive on the Listing of Foreign Companies (available at www.six-exchange-regulation.com/dam/downloads/regulation/admission-manual/directives/06_05-DFC_en.pdf).

In particular, a foreign issuer whose equity securities are not listed on another exchange recognised by the SIX Regulatory Board may only submit an application for a primary listing. For a primary listing, the foreign issuer must demonstrate that it has not been refused listing in its home country pursuant to investor protection legislations. This requirement is usually satisfied by an opinion delivered from an independent law firm or a relevant extract from the decision issued by the competent authority in the issuer's home country in connection with the registration process in question.

A foreign issuer whose equity securities are listed on another exchange recognised by the SIX Regulatory Board may, however, choose between a primary and a secondary listing on the SIX. The same applies if a company is planning on listing simultaneously on another primary exchange and on the SIX (a 'dual listing'). In principle, exchanges that are members of the Federation of European Securities Exchange and the World Federation of Exchanges are recognised by the SIX Regulatory Board as having equivalent listing provisions.

In connection with the listing prospectus, foreign issuers must describe those publications in which announcements required by an issuer under the issuer's home country company law will appear. Furthermore, the foreign issuer must recognise the Swiss courts as having jurisdiction over claims arising out of or in connection with the listing on the SIX. In addition, the SIX Regulatory Board reserves the right to modify the listing procedure as appropriate if, under the foreign issuer's home country's company law, the time at which the equity securities are legally created is not the same as that under Swiss law (ie, by entry in the commercial register).

In addition to IFRS and US GAAP, foreign issuers who wish to list their shares on SIX according to the International Reporting Standard may also apply their home country standard, provided that these standards are recognised by the SIX Regulatory Board. Presently, the only additional standard recognised by the SIX Regulatory Board for such purpose is IFRS.

Update and trends

The Swiss financial market regulatory framework is currently undergoing fundamental and comprehensive reform. A major goal of these reforms is to harmonise Swiss regulations with existing and new EU regulations, such as EMIR, the EU Prospectus Directive, MiFID II and MiFIR, and to ensure the access of Swiss financial institutions to the European market by fulfilling the equivalence requirements under MiFID II. These new financial market regulations are predominately embodied in the Financial Markets Infrastructure Act (FMIA) which came into force on 1 January 2016, the proposed Financial Services Act (FinSA) and the proposed Financial Institutions Act (FinIA). The FMIA is of particular relevance in the context of IPOs in Switzerland as it primarily regulates financial market infrastructure, disclosure of shareholdings, insider trading and market manipulation and public takeover offers. In addition, the current draft of FinSA includes proposals for, inter alia, a new prospectus regime for public offerings of securities in Switzerland, the codification private placement exemptions and revisions to the prospectus liability regime, each as discussed in greater detail below. The Swiss Federal Council finalised and adopted the draft of FinSA on 4 November 2015 and submitted it to the Swiss Parliament for approval and modification (if applicable). It is expected that FinSA, as approved and modified (if applicable) by the Swiss Parliament, will likely enter into force in 2017 or 2018.

The proposed new prospectus regime under FinSA

In order to establish a level playing field with internationally comparative prospectus disclosure standards, the Swiss Federal Council's draft of the FinSA sets out, inter alia, content and prior approval requirements for all public offering prospectuses. These requirements are substantially modelled after the EU Prospectus Directive. Currently, only stock exchange listing prospectuses need to be approved prior to the first day of trading and only in respect of equity securities. Under the new legislation, subject to certain exemptions (eg, with respect to eligible debt offerings), all such prospectuses would need to be reviewed and approved by a competent authority with respect to its completeness, coherence and comprehensibility prior to the publication of the offering or the admission to trading on a Swiss trading platform. Furthermore, first-time issuers will be required to submit their prospectus for approval at least 20 calendar days prior to the publication of

the offering or the admission to trading on a Swiss trading platform. It is expected that the SIX will be given the mandate to act as competent authority to approve prospectuses. In addition, in the context of IPOs, the approved prospectus will also need to be published at least six business days prior to the end of the offering period; thus implementing a new minimum statutory requirement for the duration of initial public offerings.

Codification of private placement exemptions and exemptions from the duty to publish a prospectus under FinSA

As discussed in question 15, there are currently no express private placement safe harbours for share offerings under Swiss law. However, the draft FinSA includes explicit exemptions from the duty to publish a prospectus largely consistent with the exemptions provided for under the current EU Prospectus Directive and existing SIX regulations. The list of exempt transactions includes, inter alia, offerings limited to investors classified as professional clients, offerings addressed to less than 150 investors classified as retail clients, offerings with a minimum investment of 100,000 Swiss francs or of securities with a denomination of at least 100,000 Swiss francs, public offerings of certain types of securities (eg, exchange of equity securities for equity securities of the same class) and the admission to trading of securities without a concurrent public offering in Switzerland. In connection with such private placements not requiring a prospectus, FinSA further stipulates that offerees must nevertheless be able to take note of the essential information within the framework of the offer.

Proposed revisions to the prospectus liability regime under FinSA

Under the proposed FinSA, the prospectus liability regime as discussed in question 19 would also be subject to reform. While the current prospectus liability regime would largely remain intact, it is proposed that defendants would need to show that they did not act intentionally or negligently in order to avoid prospectus liability, as opposed to this burden of proof resting with the plaintiffs. In addition, the draft of FinSA introduces administrative criminal liability in the case of intentional violation of Swiss prospectus rules and provides for limitations of liability in connection with required summaries and forward-looking statements included in prospectuses.

Secondary listing requirements

In connection with secondary listings, the applicable issuer requirements are deemed fulfilled if the equity securities are listed on a recognised exchange with equivalent listing provisions. This requirement is usually fulfilled with an opinion from counsel in the respective jurisdiction regarding the sufficiency of investor protection rules in such jurisdiction. Furthermore, if an issuer submits an application for the listing of equity securities to the SIX within six months of the same equity securities having been listed on the primary exchange, the SIX Regulatory Board will recognise the listing prospectus prepared in connection with the listing on the primary exchange as approved by the competent body for that exchange; provided that certain technical information (eg, security number, paying agent, settling agent and trading currency) is added for the Swiss market.

If, however, the listing on the SIX occurs more than six months after the listing on the primary exchange, the issuer must submit a short-form prospectus which contains most of the information on the equity securities required by prospectus Scheme A as well as a description of the issuer and a 'no material change clause'. The short-form prospectus must contain a reference to the secondary listing and to the trading currency on the SIX. The short-form prospectus must contain the audited annual consolidated financial statements for the past three full financial years and, if the balance sheet in the last audited financial statements is more than nine months old on the date on which the short-form listing prospectus is to be published, additional interim financial statements. The annual and any interim financial statements must be prepared in accordance with the financial reporting standards of the primary exchange and be submitted to the SIX Exchange Regulation.

The free float is considered adequate for a secondary listing if the capitalisation of the shares circulating in Switzerland is at least 10 million Swiss francs or if the applicant can otherwise demonstrate that there is a genuine market for the equity securities concerned.

15 Where a foreign issuer is conducting an IPO outside your jurisdiction but not conducting a public offering within your jurisdiction, are there exemptions available to permit sales to investors within your jurisdiction?

According to article 652a, paragraph 2 of the CO, an invitation for subscription of equity securities is public unless addressed to a limited number of persons. Generally speaking, a public offering is understood to be an offering made to an indefinite number of investors by means of public advertisement (eg, newspaper announcement, mailshots, web pages with unrestricted access). By contrast, if issuers solicit a limited number of selected investors individually, including by inviting them to roadshows, the offering could arguably be considered private as long as there are no public advertisements or similar communications relating to the offering. In other words, in the absence of public advertising, any offer to a 'selected and limited circle of investors' could arguably be construed as a private placement.

However, because, the term 'public offering' is not clearly defined under Swiss law and because there is no express private placement safe harbour for share offerings, what constitutes a selected and limited circle of investors has been and continues to be subject to legal debate. For the purposes of this debate, it is important to bear in mind that the Swiss Federal Act on Collective Investment Schemes (CISA) contains a definition of qualified investors that practitioners and legal scholars often apply by analogy to equity offerings.

The current views expressed in Swiss legal doctrine can be summarised as follows:

- Qualitative approach: this approach considers whether investors were selected based on objective criteria or whether the investors have a pre-existing specific relationship with the issuer (ie, typically existing shareholders or employees).
- Quantitative approach: given the need for numeric guidance, practitioners and legal scholars have developed a quantitative rule of thumb that focuses on the number of offerees. The most restrictive view is

that any offer made to more than 20 investors is deemed a public offer. There is a trend among practitioners, however, to advocate an increase of this threshold to up to 100 qualified investors.

Nevertheless, given that there is currently no private placement safe harbour, regardless of whether a qualitative or quantitative approach is applied, each equity offering into Switzerland and the accompanying requirement of a Swiss-compliant offering prospectus must be considered on a case-by-case basis.

Currently, existing Swiss financial market regulations are undergoing significant reforms. For further information regarding reforms in relation to the codification of private placement exemptions, see 'Update and trends'.

Tax

16 Are there any unique tax issues that are relevant to IPOs in your jurisdiction?

The issuance of new shares by, and capital contributions to, a company resident in Switzerland are subject to a one-off capital duty of 1 per cent, with issuances of up to 1 million Swiss francs being exempt. Exemptions also apply for certain restructurings.

The transfer of Swiss equity securities is subject to securities transfer tax at a rate of 0.15 per cent, whereas the transfer of foreign equity securities is taxed at a rate of 0.3 per cent, in each case if at least one of the parties or intermediaries involved qualifies as a Swiss securities dealer (as defined in the Swiss Federal Stamp Duty Act). Certain types of transactions or parties are exempt; for example, group restructurings and Swiss and foreign funds.

Investor claims

17 In which fora can IPO investors seek redress? Is non-judicial resolution of complaints a possibility?

IPO investors can seek redress for their claims via the Swiss judicial system with prospectus liability being their main cause of action (see question 19 for a further discussion on prospectus liability claims in Switzerland).

18 Are class actions possible in IPO-related claims?

IPO-related class action claims are not provided for under the current laws of Switzerland.

19 What are the causes of action? Whom can investors sue? And what remedies may investors seek?

The applicable Swiss civil law rule on prospectus liability (contained in article 752 of the CO) provides redress for investors where information that is inaccurate, misleading or in breach of statutory requirements is included in a prospectus or similar statement disseminated in connection with the issue of shares, bonds or other securities. Any person or entity involved, whether wilfully or through negligence, is jointly and severally liable to the acquirer of such securities for any resulting attributable losses. Thus, prospectus liability claims in relation to prospectuses and similar

statements (eg, press releases and roadshows materials) may be brought in Switzerland against all persons involved in the drafting or the dissemination of the prospectus or similar statements, including:

- the issuer or company whose shares are offered to the public;
- the members of its board of directors;
- the management of the issuer;
- the syndicate banks;
- auditors;
- legal advisers;
- public notaries; and
- other external advisers or experts.

Notably, the underwriting agreement executed in connection with an IPO usually provides that the issuer or selling shareholders (if any) will indemnify the underwriters, inter alia, in the event of prospectus liability claims predicated on false or misleading statements provided or material information omitted by the issuer or selling shareholders (if any).

In essence, the following conditions must be met in order to establish prospectus liability:

- the issue prospectus or similar statements and information in connection with the issue of equity securities including, but not limited to, research reports, press releases and information posted on the issuer's website contained information that was inaccurate, misleading or otherwise in breach of statutory requirements;
- the defendant was wilfully or negligently responsible for such statements;
- the claimant suffered damages; and
- the damages were caused by such inaccurate, misleading or legally non-compliant information.

An issuer is in breach of the statutory requirements, for example, if the statutory disclosure requirements pursuant to article 652a of the CO are not met in the prospectus or if there is no prospectus at all where required by law. If facts material to the investment decision are omitted from the prospectus, this is considered to be misleading. As noted above, the claimant investor must prove that the inaccurate or misleading statements or other non-compliance with the statutory requirements is a direct cause of the damage it has suffered and that the defendant responsible for such information acted wilfully or at least negligently. The standard of proof is not a strict evidence standard (balance of probabilities), but rather one of predominant probability.

It is important to note that not only the prospectus, but also any other information provided in connection with the offering, such as press releases, research reports and roadshow materials, may be qualified as 'similar communications' in the sense of article 752 of the CO and therefore could be the basis of a liability claim. Certain risks can be mitigated by including a disclaimer with the relevant materials stating, inter alia, that the document is not a prospectus, that any investment decision should be based on the prospectus and where the prospectus can be obtained. In addition, a restricted period usually applies during which no information about the issuer's business or its earnings and financial situation that is not otherwise contained in the prospectus may be disclosed.

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In connection with a prospectus liability claim, defendants can often mitigate and defend themselves against claims of wilful or negligent conduct by evoking a 'due diligence defence'. Switzerland does not have official due diligence guidelines, and, thus, the essence of this defence will be based on standard market practice and the adherence to these established due diligence undertakings which demonstrate that they acted with due care and diligence in the preparation of the prospectus or similar statements. Recognised due diligence undertakings include, inter alia, comprehensive documentary due diligence, meetings with management, review of the issuer's business plan, review of financial statements and meetings with the issuer's accounting personnel and auditors, interviews with third parties (such as customers and suppliers), site visits, directors' and officers' questionnaires, negotiation of representations and warranties in the

underwriting agreement, legal opinions and disclosure letters from legal counsel, comfort letters from auditors, officers' certificates and bring-down diligence calls.

In addition to initiating a prospectus liability claim, a plaintiff may also try to invoke general remedies under Swiss contract or tort law.

Furthermore, a person liable for a false or misleading prospectus may also become subject to criminal prosecution under the Swiss Penal Code (for example, in the case of fraud (article 146) or forgery of documents (article 251)).

Currently, existing Swiss financial market regulations are undergoing significant reforms. For further information regarding reforms in relation to prospectus liability under Swiss law, see 'Update and trends'.

Getting the Deal Through

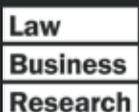
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