



Dr. iur. Ulysses von Salis

Partner, Attorney-at-law, LL.M., Lecturer in Private Law
at the University of St. Gallen (HSG)

ulysses.vonsalis@nkf.ch

D +41 58 800 84 66

M +41 76 488 02 66

Languages

German, English

Expertise

Mr. von Salis specializes in private equity, financing and M&A transactions, with a particular focus on large companies and financial institutions.

In his practice Ulysses von Salis regularly advises investors, managers and target companies on private equity transactions. Furthermore, he acts on behalf of Swiss and foreign corporations and financial institutions with regard to mergers and acquisitions (in particular representing sellers / buyers of banks, pharmaceutical over-the-counter products, consumer products and medtech companies), securitizations (factoring, mortgage loans), financings (credit facilities secured loans) and reorganisations (mergers, demergers, conversions).

Mr. von Salis is distinguished as a leading Corporate / M&A and Banking & Finance lawyer by Chambers and Legal 500, as highly recommended Private Equity Lawyer by Practical Law Company, Best of the Best by Legal Media Group and other legal directories. He has published Fusionsgesetz (Swiss Merger Law), www.fusionsgesetz.ch, and Private Equity Finanzierungsverträge – Funktion Recht Steuern (Private Equity Financing Agreements, Function – Law – Tax, 350 pages, Zurich 2002), and authored various publications on private equity and Swiss corporate law.

Career

- Since 2006 Partner, Niederer Kraft Frey
- 2001 Associate, Niederer Kraft Frey
- 2000 European General Counsel, Speedventures, Munich, Stockholm, Amsterdam
- 1996 Clerk with the District Court of Zurich
- 1991 Assistant for Commercial and Corporate Law (Prof. Dr. Peter Forstmoser)
at University of Zurich

Education

- 2000 Harvard Law School, Cambridge, Massachusetts / USA, LL.M.
- 1997 Admitted to the Bar (Rechtsanwalt)
- 1996 University of Zurich, PhD (summa cum laude; distinguished with Walther Hug-Preis 1997)

Publications

- Manuel Werder, Ulysses von Salis, Thomas Brönnimann, Philippe Weber, Till Spillmann, Nicolas Birkhäuser, Elga Reana Tozzi, The M&A Law Review – Swiss Chapter; in: The M&A Law Review, 2021, Edition 14 (Law Business Research Ltd.)
- Andreas Casutt, Patrik R. Peyer, Ulysses von Salis, Manuel Werder, Elga Reana Tozzi, Luca Bianchi and Roman Sturzenegger, Private equity in Switzerland: market and regulatory overview, in: Practical Law/ Thomson Reuters, 1 March 2020
- Ulysses von Salis, Till Spillmann, Manuel Werder, Thomas Brönnimann, Philippe Weber, Nicolas Birkhäuser, Elga Reana Tozzi, The M&A Law Review – Swiss Chapter, in: The M&A Law Review, 2019, Edition 13 (Law Business Research Ltd.)
- Ulysses von Salis, Till Spillmann, Manuel Werder, Thomas Brönnimann, Philippe Weber, Nicolas Birkhäuser, Elga Reana Tozzi, The M&A Law Review – Swiss Chapter, in: The M&A Law Review, 2018, Edition 12 (Law Business Research Ltd.)
- Andreas Casutt, Patrik R. Peyer, Ulysses von Salis, Manuel Werder, Luca Bianchi, Rachid Ghazi, Roman Sturzenegger, Private equity in Switzerland: market and regulatory overview, in: Practical Law Multi-jurisdictional Guide 2016/17 Private Equity and Venture Capital, Thomson Reuters
- Ulysses von Salis, Philipp Haas, Familieninterne Unternehmensnachfolge und M&A Transaktionen, in: Rudolf Tschäni (Hrsg.): Sonderdruck aus Europa Institut Zürich, Band 148, Mergers & Acquisitions XVI, Schulthess Juristische Medien AG, Zürich · Basel · Genf 2014, S. 31-54
- Philippe A. Weber, Ulysses von Salis, M&A in Switzerland - Law & Practice, in: Chambers Legal Practice Guide M&A 2013, p. 876 - 895
- Philippe A. Weber, Ulysses von Salis, M&A in Switzerland - Trends & Developments, in: Chambers Legal Practice Guide M&A 2013, p. 872 - 875
- Ulysses von Salis, Management Buy-outs, in: Private Equity II: Rechtliche, steuerliche und regulatorische Aspekte von
- Buy-out bis Exit, Europa Institut an der Universität Zürich (EIZ), Zürich 2012, S. 1-29
- Ulysses von Salis, Kapitalverlust und Sanierungsfusion, in: Thomas Sprecher (Hrsg.): Sanierung und Insolvenz von Unternehmen II, Europa Institut an der Universität Zürich (EIZ), Zürich 2011, S. 149-181
- Ulysses von Salis, Funktionen einzelner Vertragsklauseln bei Venture Capital und Private Equity Finanzierungen, in: Private Equity: Verträge und Rechtsfragen bei Venture Capital Investments (auf Grundlage der SECA-Musterverträge), Europa Institut an der Universität Zürich (EIZ), Zürich 2011, S. 269-296

- Ulysses von Salis, Thomas Sprecher, Länderbericht Schweiz, in: Andreas Richter/Thomas Wachter (Hrsg.): Handbuch des internationalen Stiftungsrechts, Basel et al. 2007, S. 1323-1378
- Peter R. Isler, Ulysses von Salis, Fusionen nach dem neuen Fusionsgesetz, in: ZSR 123 (2004), S. 9-37
- Ulysses von Salis, Fusionsgesetz, in: fusionsgesetz.ch, Zürich 2004-2007 (456 Pages)
- Thomas A. Frick, Ulysses von Salis, Securitisation in Switzerland – Country Report , in: International Financial Law Review, Structured Finance Yearbook 2003, S. 88-92
- Ulysses von Salis, Private Equity Finanzierungsverträge, in: Funktion Recht Steuern, Zürich 2002
- Ulysses von Salis, Verdecktes Eigenkapital – Warum der Drittvergleich im Steuerrecht nichts wirtschaftlich Bedeutendes vermittelt, in: ZSR 121 (2002), S. 17-199
- Ulysses von Salis, Peter C. Honegger, Zur Offenlegungspflicht der Banken, in: NZZ vom 30.12.1998 (Nr. 302) 22

Market Perception

“Ulysses von Salis has a broad transactional practice, advising corporates and private equity groups on public M&A transactions as well as joint ventures. Clients describe him as ‘smart, fast and knowledgeable.’ Sources also say that von Salis ‘remains calm, even in stressful deals.’”
(Chambers Global 2021)

“Ulysses von Salis is a distinguished expert in complex transactional M&A work and financings, with a focus on counselling financial institutions and large companies.”
(Who's Who Legal 2020: Switzerland M&A)

“Ulysses von Salis boasts ‘strong negotiation skills paired with a very focused, results-oriented approach.’” (Chambers Global 2019)

“Ulysses von Salis is ‘an excellent lawyer’ and a trusted representative to major companies and financial institutions. Peers speak highly of his expertise in private equity transactions.”
(Who's Who Legal Switzerland 2018)

Sources recognise him as a “good practitioner” and highlight him as “very good on takeover law.”
(Chambers Global 2018)

“... the ‘very accurate’ Ulysses von Salis ...” (Legal 500 2017)

“The ‘superb’ Ulysses von Salis is also recognised for his proficiency in domestic and cross-border M&A.” (Who's Who Legal Switzerland 2017)

“Sources admire that Ulysses von Salis ‘brings scrutiny, speed, and a low-key approach to negotiations, where he is often far ahead of his opponents.’”
(Chambers Global 2016)

“Ulysses von Salis is recognised as being ‘very on top of things in negotiations.’”
(Chambers Global 2014)

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“His strategic thinking and commercial awareness are also appreciated.”
(Chambers Global 2014)

Ulysses von Salis is “recommended by clients”.
(Chambers Europe 2011)



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