

# US consultancy opens hub in Europe

*A leading independent advisory firm specialising in Investment Banking, Valuation Advisory, Dispute Consulting, and Management Consulting, US-based Stout recently opened two new offices in Switzerland. Craige Stout, Chief Executive Officer, says Switzerland's central location allows them to even better serve their clients in the wider EMEA region.*

Craige founded the firm that carries his name in 1991. "Our firm has progressed in many ways over the last 26 years," he says. "We have grown into a leading independent advisory firm. Today we have over 400 employees with 17 offices across the U.S. and in Europe. Our most recent fiscal year ended on September 30, 2017, and we recorded just over \$118 million in revenue."

He adds that they have built a pristine reputation in the industry for the

quality of their work, exceptional client service, independence and objectivity, deep financial expertise, and their track record of delivering results to each engagement. "What our clients appreciate the most is that we're big enough to excel in the most complex situations, but also small enough to treat each one of them like our best clients. We survey our clients on a regular basis to understand how we are doing. I am happy to report that our Net Promoter Score is 90, which is extraordinarily high."

While the majority of Stout's work has historically been in the U.S., the firm has served clients in more than 75 countries around the world. In addition to Stout offices, it has established strategic alliances with several firms in Europe and Asia to broaden its Investment Banking market presence in those regions. Further expanding Stout's global footprint now is one of Craige's priorities. "We have several regions in mind, and are regularly discussing how to best serve our clients in these regions. Having a local presence in countries worldwide only further enhances our already-outstanding client service. We are also always focused on strengthening and expanding the reach of our core service offerings, potentially through acquisitions or strategic partnerships with businesses whose service offerings complement ours. But as we continue to grow as a firm, we must ensure that any new office we

establish, people that we hire, or firm that we bring into the Stout name must align with our core values."

Switzerland's central geographic position allows Stout to be in close proximity to all countries across Europe – north, south, east, and west – as well as the growing regions of the Middle East and Africa. "Additionally, a physical presence in Switzerland brings us closer to a number of growing companies and industries across Europe, as well as important banking cities like Zurich, Frankfurt, and London. By being in Geneva and Lausanne, there is very high potential for new business and partnerships," Craige points out. "We are delighted to have two Investment Banking veterans lead the Switzerland offices. Stephane Oury (Geneva) and Christophe Lapaque (Lausanne) will develop our Investment Banking activity in Switzerland by focusing on serving privately held midsize companies in all their corporate finance matters. Together they have more than 30 years' experience in international mergers and acquisitions working with Swiss companies. Ideally, Switzerland shall become a regional hub for Stout to cover Europe, the Middle East, and Africa."



Stout

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