

# INITIAL PUBLIC OFFERINGS LAW FIRM OF THE YEAR IN THE US



**Richard M Greenberg  
Esq**  
[info@swissfinanciers.com](mailto:info@swissfinanciers.com)  
[www.ghd-llp.com](http://www.ghd-llp.com)



**Ralph (Ray) Hornblower III  
Founder, Partner and  
Managing Director**  
[info@swissfinanciers.com](mailto:info@swissfinanciers.com)  
[www.ghd-llp.com](http://www.ghd-llp.com)



**Marc René Deschenaux  
Founding Partner**  
[info@swissfinanciers.com](mailto:info@swissfinanciers.com)  
[www.ghd-llp.com](http://www.ghd-llp.com)

## GREENBERG HORNBLOWER DESCHENAUX & Partners, LLP



**Greenberg, Hornblower, Deschenaux & Partners, LLP**  
International Financing & Intellectual Property Lawyers



## Greenberg, Hornblower, Deschenaux & Partners, LLP

International Financing & Intellectual Property Lawyers



### **Richard M Greenberg, Esq**

Mr Greenberg graduated cum laude from Phillips Academy, Andover,

Massachusetts, in 1962, and graduated cum laude from Harvard College in 1965. He graduated from Fordham Law School in 1968 and was admitted to the New York State Bar in the same year. He is currently a member of the New York State Bar Association.

In 1969, he volunteered for service in the US Navy, where he was an attorney in the Judge Advocate General's Corps, serving in the Military Justice Division in the Office of the Navy Judge Advocate General. During his tenure, he was staff attorney on the Blue Ribbon Department of Defense Panel to Investigate Conflicts of Interest in the Military, and was Chairman of the Joint Services Working Committee on Military Justice, charged with reviewing and preparing legislation regarding the Uniform Code of Military Justice and military regulations. He was honourably discharged from active duty in 1972 as a Lieutenant in the US Naval Reserve.

Between 1982 and 1985, he acted as counsel for 23 partnerships that financed numerous motion pictures and oversaw all legal aspects of motion picture production, distribution and international taxation. He has expertise in real estate financing and operations, and oversaw the acquisition and sale of major developments and a high-rise residential tower in Manhattan, New York.

Richard also oversaw patent, copyright and intellectual property protection on behalf of a number of clients doing research and development involving both hardware and software development.

Richard has acted as director and president of numerous corporations, including a Federal Bank and a publicly listed company, a corporate enterprise to acquire a \$150,000,000 portfolio of AAA-rated collateralised mortgages obligations.

Since 2019, Mr Greenberg has been CEO of a motion picture and television production studio.

Current practice focuses on international finance and business operations.



### **Ralph (Ray) Hornblower III, Founder, Partner and Managing Director**

A graduate of Harvard College, Ray Hornblower became at the time the third ranked rusher in Harvard football history, and led the Ivy League in rushing for most of his junior year, the year Harvard won the Ivy League championship. After working for the Governor of Massachusetts for a year, Ray attended the University of Virginia School of Law and received his Juris Doctor. He then joined the Civil Rights Division of the US Justice Department, where he filed and litigated major cases in Nebraska and Pennsylvania, extending the constitutional rights of the mentally handicapped in state mental institutions.

He also conducted the first formal Justice Department review (in 1978) of the government's 1963 investigation of the bombing of the 16th Street Baptist Church in Birmingham, Alabama, which claimed the lives of three school girls, and which later led to the convictions of three Klansmen in state court.

In addition to investigating headline names, Mr Hornblower, as an attorney in

the Department's Office of Professional Responsibility, examined misconduct in the ranks of the FBI, Drug Enforcement Administration, Border Patrol, Bureau of Prisons and US Marshals Service. Mr Hornblower and the entire office (OPR) developed credibility because of their willingness to tackle the misdeeds of top officials, and not just those of the less powerful. In 1978, the office investigated and published the Justice Department's first report on abuses by long-time FBI Director J Edgar Hoover and his inner circle.

Mr Hornblower also represented the Department before the Senate and House Committees on Intelligence, while working for Deputy Attorney General Harold Tyler. Gen. Edward Levi. Levi established the Office of Professional Responsibility at the end of 1975 and picked Mr Hornblower to be the Office's third attorney. At the time, the office was the only agency in the executive branch that could start administrative and criminal internal investigations. It never had more than 35 lawyers, but it conducted thousands of examinations.

In 1998, he founded Hornblower & Company, a venture capital and consulting firm, whose origins date to his great-grandfather's investment firm started in 1881 (formerly known as Hornblower & Weeks), providing consulting advice to medical technology, transportation/logistics, affordable housing and alternative energy companies.

Mr Hornblower has also been a professional tenor soloist for more than three decades, and is presently the cantor at St Jean Baptiste (Roman Catholic) at Lexington and 75th St in New York City.

## INITIAL PUBLIC OFFERINGS LAW FIRM OF THE YEAR IN THE US



**Marc René  
Deschenaux,  
Founding Partner**

Marc Deschenaux is a world-renowned expert in Corporate & National Finance, including Private Equity, Initial Public Offerings (IPOs) and Corporate Secondary Offerings. He has raised Private and Public Equity for companies and debt governments internationally. He is the Founder of the leading academic authority on Initial Public Offerings, The IPO Institute, and of The Experts Without Borders Federation, a non-governmental organisation in process of recognition by the UN.

Over the years, Mr Deschenaux has financed various types of operations, from import/export transactions to Real Estate Investment Trusts, and has organised government loans and non-governmental organisations' charities. His specialisation is as a corporate legal and finance adviser with strong expertise and experience, providing pre-emptive legal support in French, Italian, English, Spanish or German.

Mr Deschenaux is also a successful public speaker, giving conferences worldwide – from the Growth Capital Conference at The Olympic Collection in LA to the Harvard Club – and a common speaker at Wall Street Conferences in NYC. He has taught project financing as well as financial, marketing and legal strategies in various universities worldwide.

Before inventing the Intellectual Property Securities – a new generation of securities that are neither equity nor debt collateralisation, but copyrighted assets such as films and music with direct securitisation away from the corporate world – he had invented the Intellectual Property Investment Trusts. He is also the organiser of the first ever Charity IPO.

He noted: "GREENBERG HORNBLOWER DESCHENAUX & Partners, LLP was born from the merger of two non-bar law firms that I co-founded: Deschenaux Hornblower & Partners, LLP and Greenberg &

Deschenaux LLP. Beside my pride of uniting these two great partners, it is the attorneys-at-law and gentlemen Richard M Greenberg and Ralph Hornblower III who are the ones you should interview, not me. Mr Richard M Greenberg, esq is a New York bar attorney who was the front figure of the Judge Advocate General, a successful producer of 23 films in which he never lost money – among which were First Blood (Rambo) and The Terminator – and who was a former president of Columbia Pictures and the inventor of the first video compression technology."

GREENBERG HORNBLOWER DESCHENAUX & Partners almost never litigate. They are international financing non-bar lawyers who believe that going into litigation is already a failure. They do not believe in solutions arising from the courts of law, and instead firmly believe that making money off the misery and strife of others is not a harmonious lifestyle. They do not appear in court, except for the companies they administer for free idealistic causes.

As Mr Deschenaux explained, this positive attitude allows the firm to be credible to customers on important business, because they know they engage a representative without enemies from past disputes unrelated to them.

He added: "We like risk mastering, and we are not risk avoiders. Challenges and complexities in financing, or even financing ethically when it is almost impossible, is our passion. We are unique, because our legal team is entrepreneurial and avoids litigation as much as possible. We believe that the modern lawyer must join forces with other professions and skills, such as finance, marketing, communication and psychology. Our practice as international financial jurists is opposite to that of attorneys-at-law, as we are builders – making money on our clients' achievements and successes, and never on their failures."

Today, the firm's client base primarily consists of entrepreneurs, companies

and governments who do not know how or where to obtain the equity or debt capital they require. The firm has been acknowledged by Wall Street as leading experts in complex financing, having participated in more than 179 Initial Public Offerings and 240+ Private Equity Offerings. Indeed, its experts are considered pathfinders by the financial community.

The firm's recent successes include the financing of the IPO of Intellectual Property Securities Corporation – owing to a smart Nyon Switzerland wealth management firm, Erfisa SA, and the deal's actuation in cooperation with Swiss Financiers, Inc., a FinTech IPO lab that incubates and orchestrates IPOs from financing to listing. This alliance with Swiss Financiers has been instrumental in improving GREENBERG HORNBLOWER DESCHENAUX & Partners' market position. "In particular," said Mr Deschenaux, "it has onboarded missing skills and created a dream team, encompassing experts such as: Christian Frampton, Dorin Citù, Alex Kummermann, Glenn Proelochs, Dourgham Kummer, Maxime Lagane and Hayet Bouzid.

"Looking to the road ahead, our firm's plans are to raise money through Private Equity for our own company Swiss Financiers – SFI ([www.swissfinanciers.com](http://www.swissfinanciers.com)). We have investors looking to participate in our business for a 30% capital stake and, with this capital raised, we will accelerate our IPO Lab business, which accompanies companies to market exits. We will also organise our own IPO of SFI on the NASDAQ before the end of 2022.

"Furthermore, we have ongoing mandates, and intend to list our first batch of incubated companies on the NASDAQ. These comprise: Intellectual Property Securitization Corporation ([www.ipsc.co](http://www.ipsc.co)), MobiCash ([www.mobicashonline.com](http://www.mobicashonline.com)), Earth & Sky Corporation and The IPO Institute. We also have plans underway to open offices in Dubai and Marrakech."

