

Christian H. Kälin

With his company Henley & Partners, the Swiss lawyer is developing the global business of investment migration. He is in a boom.

For lunch, he suggests as kind of an insider tip, a restaurant in Zurich's Niederdorf. The long dining room is somewhat hidden on the second floor of a winding property. The cuisine is simple, but tasty, with an emphasis on healthy natural products.

Christian H. Kälin attaches great importance to health and fitness. The 51-year-old grew up near Zurich, but with roots in central Switzerland; he has retained his modest, somewhat mischievous demeanor. But today his arena is the big, wide world. "My business," he says by way of greeting, "consists of freedom, security and mobility." When he told people more than twenty years ago that he acted in an advisory capacity and consulted on second residences and citizenship, many people shook their heads. "But since the pandemic, I don't have to explain to anyone anymore why such options make sense for many people. For example, during the pandemic, those who were in possession of a citizenship of a Caribbean Island nation could effectively escape the harsh covid lockdowns in Europe." Kälin recalls that many European countries had kept citizens in complete lockdowns. He tells of Italian families who are currently trying to secure triple security: with a residence permit in England, a second residence in Dubai and a citizenship of Grenada in the Caribbean.



"We make sure that everything runs cleanly": lawyer, Kälin.

Competition between states

Kälin's company Henley & Partners is the most prominent consulting firm in investment migration today. The firm has 35 offices worldwide, including in Zurich and Geneva. The company not only advises the wealthy and mobile elite around the world but also advises states on how to set up immigration or citizenship programs that make the country attractive for investment. How does a state ensure that no undesirables make use of them? In the programs that Henley & Partners helps to develop, a very comprehensive

background check on prospects is applied. "We make sure that everything runs cleanly."

From both sides, the states and the end customers, interest is now tremendous and continues to grow. In addition to the Covid pandemic, the Ukraine conflict has also fueled demand. "For example, anyone who only has a Russian passport is now massively discriminated because of their citizenship." Investment migration, however, has never been a predominantly Russian phenomenon. "Clients from Russia have never accounted for more than 10 percent, and our biggest

market is the USA", explains Kälin. But demand in China is growing strongly again.

He is convinced that future competition between states for the most interesting citizens and taxpayers will intensify. Kälin has written an extensive dissertation on *Ius Doni*, a term he introduced to jurisprudence: acquisition of citizenship through contributions to the state, primarily through investments. For him, his business is not simply a business, but a passion with a strong intellectual and philosophical grounding.

Florian Schwab