



# A quiet giant in the financial center of Höfe IMPULS MAGAZIN, NOVEMBER 2024

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By Claudia Hiestand

LGT Capital Partners in Pfaeffikon is one of the world's leading alternative investment companies. When it was founded 25 years ago, the firm rethought the approach to investing: from the outset, it focused on sustainable strategies and long-term relationships – and in doing so, it established a successful business model.

## Strategic foresight

LGT Capital Partners is a global market leader in alternative investments. It focuses on institutional investors such as pension funds and insurance companies (see box). CEO Roberto Paganoni explains the company's success as follows: "We were fortunate to enter this market when it was still in its infancy. This has enabled us to grow over time." The company's philosophy centers around a partnership approach: it always invests its own capital in new investment strategies first. If an investment proves successful, it then opens it up to clients. This approach, combined with a long-term perspective, creates trust, according to Paganoni. He adds: "The Princely Family never sought to make as much money as possible as quickly as possible. Accordingly, they do not think in quarters, but in generations." At the same time, LGT Capital Partners manages risk prudently so that it can weather difficult times on the financial markets well. "Ultimately, this has earned us a good reputation as an investor," says Paganoni.

## Avoiding questionable business activities

The principles of long-term thinking and sustainability shape all areas of LGT Capital Partners. From the outset, the Princely Family clearly communicated the fact that it does not want to make any investments that are morally questionable – such as those involving arms dealing, child labor or environmental harm. In retrospect, this approach has proven forward-looking, as sustainable investment strategies are now indispensable for institutional clients. Paganoni emphasizes: "Thinking and acting responsibly has always been deeply rooted in our corporate DNA." The Princely Family, as the owner, also assumes its social responsibility. It uses part of the company's profits for philanthropic projects, including making donations or providing interest-free loans in developing countries. And it provides support for projects in the areas of education, the environment and health.

## A very unique corporate culture

According to Paganoni, there were several reasons why the company chose Pfaeffikon for its headquarters more than 20 years ago. Canton Schwyz presented itself as business-friendly and helpful. The low tax rate in the canton only played a role at the beginning. Today, good tax conditions can also be found elsewhere, says the CEO. Pfaeffikon's good accessibility and infrastructure not only benefit the company itself but also help to attract talent. Today, LGT Capital Partners is one of the largest companies in the Canton of Schwyz in terms of the number of staff members it employs (see box). According to Paganoni, the fact that the company is a sought-after

employer is also due to its corporate culture: the focus is on engaging with one another in a fair, collaborative and respectful manner. These values shape the company's actions. "We are a 'we' firm, not an 'I' firm," he says.

## Commitment to Canton Schwyz

The future of LGT Capital Partners looks promising: demand for alternative investments is continuing to grow. The company intends to continue to profit from this growth – and will soon need more space due to its own expansion. Its 485 local staff members currently work at two sites: a large number of them work in the main building in the center of Pfaeffikon, and the company also operates a second office with around 100 workstations in Halten, between Pfaeffikon and Schindellegi. In the medium term, Paganoni expects to have 600 to 700 staff members in Switzerland. "We would like to remain in Pfaeffikon in the future," he says. Discussions are ongoing with potential construction partners but nothing has been decided yet. One thing is clear: even in its new offices, LGT Capital Partners will remain an example of a globally active company that is successfully growing in the canton of Schwyz.

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## Turning away from the traditional path

LGT Capital Partners has its origins in the Prince of Liechtenstein Foundation, which established LGT Bank back in the 1920s. LGT Capital Partners was founded in 1998 to invest part of the Princely Family's fortune in alternatives. After just a few years, this business model was extended to include third-party clients. Today, the company is one of the leading players in this market segment and manages over USD 100 billion of assets for more than 700 institutional clients in 44 countries. An international team of 850 specialists in 15 offices worldwide manages alternative investment solutions in areas such as private equity, private credit, infrastructure, insurance-based investments and hedge funds. LGT Capital Partners has been headquartered in Pfaeffikon since 2000.

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## LGT Capital Partners' staff members

A total of 485 staff members from 37 nations work at its headquarters. Around 25% of them live in the Canton of Schwyz, with the remainder in the surrounding cantons. The core team consists of investment experts who search for investment opportunities worldwide. In addition, there are specialized teams, for example in client services, human resources, finance, risk and compliance. The information technology and data management teams are also expanding.

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