



Karl Pilny

AUTHOR

Renowned Asia and investment expert, international business lawyer, founder and managing director of Asia21

- Dr. Karl Pilny, born in 1960, is considered to be one of the most eminent German experts for Asia. Besides being Of Counsel in the Berlin office of international law firm Salans LLP he is also working as an entrepreneur and financial expert in Zurich.

Karl Pilny's 2026 Biography

About Karl Pilny

Karl Pilny is a renowned German expert on Asia, internationally recognized for his ability to guide organizations, investors, and decision-makers through the complexities and opportunities of Asian growth markets. His unique blend of interdisciplinary expertise and direct experience addresses core business pain points such as market entry risk, cross-cultural barriers, changing regulatory landscapes, and navigating investment uncertainties in emerging regions.

Dr. Karl Pilny brings over three decades of hands-on experience with Asia's business, legal, and financial environments, offering insight that enables companies and institutions to make confident, forward-thinking decisions in fast-evolving markets. As founder and Managing Director of asia21 GmbH, Pilny delivers bespoke advisory and asset management solutions tailored to entrepreneurs, corporates, family offices, and institutional investors seeking to succeed in Asia.

Keynote Speaker and Business Advisor

Pilny specializes in corporate strategy, Asia-focused market analysis, risk management, and the creation and placement of investment products spanning equities, bonds, real estate, and more. His thought leadership and consultancy are informed by extensive academic, legal, and entrepreneurial backgrounds—including his tenure as Of Counsel at Salans LLP in Berlin, his professorships in Japan, and his advisory roles in Zurich and beyond.

Karl Pilny's work directly addresses:

- Reducing investment and market entry risks through strategic analysis, scenario planning, and actionable insights.

AVAILABLE FOR

- After Dinner Engagement
- Speaking

KARL'S SPEAKING THEMES

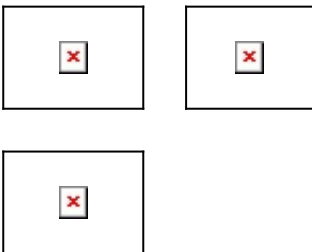
- Economic Trends & Global Markets
- Geopolitics
- Leadership

LANGUAGES: English, German, Japanese

- Overcoming cultural and operational challenges using cross-border experience and deep regional understanding.
- Advising on sector-specific growth, particularly in renewable energy, green technology, infrastructure, financial services, and consumer goods.
- Supporting successful direct investments, joint ventures, and deal structures in Asian markets.
- Facilitating efficient project development and robust monitoring to ensure long-term business sustainability.

Pilny is the acclaimed author of "Investment Guide Asia," the trilogy "The Asian Century," and "Asia 2030: The Prospects for the Global Economy," providing authoritative perspectives on Asia's economic transformation. His frequent TV and conference appearances further cement his reputation as the go-to resource for future-focused guidance in Asian financial markets.

Karl Pilny's Videos



What Karl Pilny's clients say

Many are lecturing about India or China – but may never have actually been there. After your second sentence everybody believes, that Asia is your second home...

F. Bozicevic

Editor-in-Chief, Going Public / Venture Capital Magazine

... a very lively lecture with a big range that enchanted us and our customers ...

H. Vogel

CEO, Intelligence AG