

German Attorneys at Law and Notary Public

**SUHREN · PELTZER · MEINECKE**

HANNOVER · SHANGHAI

## OUR INTERNATIONAL ACTIVITIES



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## OUR INTERNATIONAL ACTIVITIES

Business life is becoming more and more international and – as a result – national and international legal systems are becoming more and more closely linked as well. It is therefore essential to be able to resort to the services of lawyers who can provide competence and experience in different jurisdictions. Our law firm is facing up to this challenge: In addition to strengthening our existing cooperation agreements with foreign colleagues in their own countries, we have also developed specialties of our own to support international business transactions between Germany and China on the one hand and Germany and Spain / South America on the other.

Other geographical areas that we are active in are the growth regions of Eastern Europe and Russia.

We focus on providing comprehensive legal support for small and medium-sized enterprises (SMEs) in Germany and abroad. This includes both assisting German companies in the economic areas mentioned, i.e. in particular China and Spain, and also assisting foreign companies on the German market. We have core competencies in fields that are particularly relevant to SMEs: Corporate/M&A, Commercial, Real Estate, Intellectual Property, Foreign Investment, Litigation and Arbitration.

## OUR INTERNATIONAL STRUCTURES

Having an office in Shanghai, we are able to boast particular competence and experience in matters of Chinese commercial law and its practical application. Particularly noteworthy is the fact that we are a partner in the newly established "Niedersachsen-Zentrum" in Shanghai: This consulting center has been set up jointly by Norddeutsche Landesbank, the representative office of the Land Niedersachsen, the German Management Academy Niedersachsen and our law firm. In addition, through our offices in Hannover and Shanghai we maintain close contacts with a number of other law firms in Asia, including in Singapore and

Hong Kong, with which we collaborate regularly on particular cases. Our business with Spain involves on the one hand maintaining cooperative relationships with legal practices in the economic centers of Madrid and Barcelona, while on the other hand we also cooperate, especially in the field of real estate, with smaller law firms in the coastal regions and on the Spanish islands. This structure enables us to select the most suitable cooperation partner for any particular client's business. We are planning to set up an office of our own to coordinate our activities in Spain and South America.

## COMMERCIAL LAW

In the field of commercial law, we will be glad to assist you in any matters relating to the negotiation and drafting of contracts, as well as the enforcement of contractual claims. In addition to our competence in special fields of contract law in a number of different jurisdictions, we also possess comprehensive knowledge of the relevant provisions of international private and civil procedural law, the UN Convention on the International Sale of Goods (CISG) and EU law. Our long-standing experience in different industries, such as automotive, food and software, enables us to take economic and technical aspects of a transaction into account.

Our activities cover the following fields in particular:

- International purchase contracts
- Supply and distribution agreements
- Agency, dealer and franchise agreements
- Strategic alliance and research and development (R&D) agreements
- Drafting general business conditions
- License agreements
- Investment agreements
- Joint ventures
- Export licenses

## CORPORATE / M&A

Whether you are planning to establish or organize a business of your own, take in new investors as shareholders or merge with other companies, we will assist you with advice on any questions of national or international corporate law. We will help to develop the most advantageous solutions for your company, exploiting the full scope of the law, to give you the greatest possible freedom of action, while duly weighing up all risks involved. Our activities focus on the following areas:

- The establishment of new companies, including foreign branches, subsidiaries and joint ventures

- Mergers & Acquisitions
- Business transformations
- Changes to the capital structure
- Disputes between companies and their shareholders
- Involvement in negotiations with German and foreign partners
- Market surveys and searches for partners
- Due diligence investigations
- Registrations
- Assistance with liquidation proceedings
- Determination of issues concerning succession

## REAL ESTATE

Projects for the acquisition and maintenance of real estate are highly complex nowadays. We therefore make sure that our advice takes account of all aspects involving public authorities as well as corporate, taxation or inheritance issues. You can take advantage of our offering either just to deal with individual legal issues, or else to assist you throughout the entire duration of the development and marketing of a real estate project.

In this area, we are able to benefit from our many years of experience in implementing real estate projects on the Spanish and German markets and from our contacts with a large number of different banks, notaries public and tax consultants both in Germany and abroad.

Our activities cover the following aspects in particular:

- Transfer agreements
- Lease agreements
- Mortgages and land charges
- Powers of attorney
- Research into title
- Approvals
- The preparation of notarizations abroad
- Property sales
- Construction contracts
- Agreements with developers
- Turnkey agreements
- Agreements with architects
- Investment consulting

## INTELLECTUAL PROPERTY

Inventions, know-how and brand names are of enormous importance in the global economy. More and more, such intangibles come to represent a company's major assets, on which its success depends.

Accordingly, the protection and exploitation of such rights is of outstanding importance, especially to small and medium-sized enterprises.

Our activities in this area cover the following aspects in particular:

- Registration and monitoring of intellectual property, especially brands, utility models, registered designs and patents
- Support where intellectual property rights are infringed
- Advice on the exploitation of intellectual property rights, especially the conclusion of licensing and cooperation agreements

## CONFLICT RESOLUTION

If it proves impossible to avoid legal proceedings, whether to enforce your claims or to defend yourself against claims of others, you can rely on our many years of forensic experience in both state courts and arbitration tribunals. This applies in particular to disputes that cross national frontiers. We consider it to be a particular strength of our law firm that we are able to select between various forms of conflict solution, or to combine them in order to arrive at the best possible results for our clients.

Our activities include in particular:

- Involvement in out-of-court negotiations
- Conflict resolution through mediation and conciliation
- State court proceedings in Germany and abroad
- National and international arbitration proceedings

## FOREIGN INVESTMENTS

As globalization progresses, more and more SMEs are deciding to expand their foreign activities. This often involves them in concluding long-term cooperation agreements with suppliers and distributors, participating in international joint ventures or building up foreign branches or subsidiaries of their own. We offer a program of activities specially tailored to the needs of SMEs; these include in particular:

- Scrutinizing and devising the necessary concepts for contracts and corporate structures
- Market surveys and the search for suitable partners

- Arranging contacts with banks, management and tax consultants, auditors and regulatory authorities
- Comprehensive transaction management

Our clients are assisted by teams of lawyers specially put together to deal with the project on hand – teams that are well practiced in working together and are trained in the law of a variety of jurisdictions. For our clients, this means „one stop shopping“, since legal assistance on the foreign market is coordinated from a central point of contact.

## YOUR PARTNERS



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