

JUVE Handbuch 2005/2006

GENERAL

Appraisal: The society frequently recommended started at the beginning of 2005 as one of several subsequent law firms of the ancient Arcon association and has already achieved a very good technical, business and strategic position. The real estate capacities lost at the Arcon splitting have been brought back by the team of the new partner Niebuhr (from Kapellmann & Partner). A client compliments the office: 'Exemplary in legal matters, but also in its services and its commitment to clients'.

Possibilities of development: In the middle of 2005, the office has become the new exclusive German partner of Eversheds. This could offer a much larger operating radius on an international basis, reaching clients beyond its single German office.

Strategy: Heisse Kursawe intends to extend its office to app. 50 professionals.

Frequently recommended attorneys: Dr. Matthias Heisse, Dr. Alexander Honrath (Corporate & Tax), Dr. Stefan Kursawe (Human Resources)

Business areas: Its centers are corporate law, capital market law (including tax, financing), labour law, real estate, intellectual property and distribution law. Great number of well-known, mostly mid-sized companies which are permanently consulted (11 partner, 25 associates).

Mandates: Advanced Medien permanently, e.g. regarding share purchase in Telcast Media Group and capital increase; GMAC, e.g. regarding re-financing of its European group; Lion Bioscience permanently, e.g. regarding bioinformatics business SRS; Hörmann, e.g. regarding dropping of Dt. Beteiligungs AG; Bavaria Industriekapital, e.g. regarding acquisition of SIG Hamba Filltec; Beko Holding regarding acquisition of blocking minority Triplan; Intershop Communications, e.g. regarding listing; Funkwerk, GCI Management regarding capital increases; Burger King in human resources, IP and distribution.

HUMAN RESOURCES

Appraisal: Office valued for its human resources department which is particularly focussed on important mid-sized but also on international companies. The law firm has well borne the lost of its offices in Berlin and Cologne caused by the splitting of the Arcon association. It entered into cooperation with the British law firm Eversheds.

Possibilities of development: The professional team (competitor: "do a good job for their clients") has to step out of the shadow of Kursawe and increase its visibility in the market.

Frequently recommended attorneys: Dr. Stefan Kursawe, Rainer Wertenaue, Dr. Susanne Giesecke (competitor: „knows her trade“), Frank Achilles (client: "dynamic, efficient and result-oriented")

Business areas: Comprehensive consulting and representation in individual and collective labour law (including support in transactions and due diligences), relieving by pensions. Clients: international companies, executives, managers, supervisory bodies. Occasional representation of employees, no labour unions (3 partner, 6 associates).

Mandates: Burger King (Germany and Europe), Securitas, Mediengesellschaft Ulm; M + W Zander; CBP Beratende Ingenieure; HVB Bank; FSB Bank; Data Modul; KVB; Südkraft; Captron Electronic; Abele Optik.

INTELLECTUAL PROPERTY; TRADEMARK, DESIGNS AND UTILITY MODELS

The ancient Munich office of Arcon offers, after its splitting, a large scale of consulting in trademark law, often acting as an external law department. Axel Zimmermann (competitor: “dedicated attorney”) and Dr. Joos Hellert are particularly recommended. Companies are supported, often also in competition, franchise and distribution law. The office is also specialised in the fashion and media branch. A client compliments the office on its technological know-how, its commitment and particularly its constructive way of examining solutions”.

CORPORATE LAW

Appraisal: The society valued in corporate law started at the beginning of 2005 as one of several subsequent law firms of Arcon and attends to a large number of mid-sized companies part of which are longtime clients. International relationships of the office have shown, amongst others, in its activity for Lion Bioscience.

Possibilities of development: In the middle of 2005, the law firm has become the new exclusive German partner of Eversheds. This could provide the single German office with a much larger operating radius on an international basis.

Frequently recommended attorneys: Dr. Matthias Heisse, Dr. Alexander Honrath

Business areas: Important activity in corporate and capital market law (including tax and financing), in particular for mid-sized companies.

Mandates: GMAC, e.g. regarding re-financing of its European group; Lion Bioscience permanently, Hörmann, e.g. regarding dropping of Dt. Beteiligungs AG; Intershop Communications, e.g. regarding listing; Funkwerk; GCI Management regarding capital increases.

REAL ESTATE, PRIVATE PROPERTY

At the beginning of 2005, the ancient Kapellmann partner, Dr. Frank Niebuhr (competitor: „good attorney“) entered into Heisse together with his team, amongst which Dr. Markus Krakowsky (client: “high technological know-how, reliable”). Due to the Arcon splitting, Heisse did not dispose of an internal real estate department any more. Niebuhr is especially known in the area of Munich, although he partially works in Dusseldorf. By using the contacts of the new British cooperation partner Eversheds and its own know-how, real estate consulting shall develop towards PPP and real estate acquisitions. The team actually attends to contractors, also in an important volume in award procedures.

Mandates: Project management at the construction of a pharmaceutical installation, representation of a real estate development company towards the buyers consortium “Münchner Tor”, constructor of Telekom Center, general contractor with Hotel Kanzler, constructor in the occasion of defence of post-claims from the construction of an installation.

DISTRIBUTION SYSTEMS

Appraisal: The law firm recommended in distribution law is particularly known for its activity in franchise law. Most of the clients are also globally supported beyond distribution law. “Exemplary in legal matters, but also in its services and commitment to clients” says a client.

Special skills: Franchise law

Frequently recommended attorneys: Christof Lamberts (client: “excellent economic comprehension, excellent sparring partner in discussing difficult questions”), Dr. Joos Hellert (client: “very competent and efficient in professional consulting”)

Business areas: Consulting of German and international distribution systems, especially franchising, commercial representation, authorised dealers, as well as development of EU-wide distribution systems for services and goods, e.g. foods and medicine, also in connection with competition, IT and antitrust law (1 partner, 5 associates).

Mandates: Global: Burger King; Abele Optik, e.g. regarding re-structuring of systems; alpha Tonträger.

COMPETITION LAW

Young office arisen from the Arcon splitting and specialised in competition law consulting. Clients are often supported in connection with intellectual property, franchise and distribution law (e.g. Burger King). Furthermore, numerous advertising agencies are clients of HK. A client complimented Axel Zimmermann: “Competent in his profession, very tactical sense of competition disputes”. Dr. Joos Hellert as well has been complimented by a client “in spite of

his young age” on his “very competent and professional consulting in franchise and competition questions”.

Mandates: Data Modul; .start; MingaMedia Entertainment; Abele Optik; Alpha Tonträger; Phase 4 Communications; Arc-en-ciel; Arcast.