



ADVANT

Your mobility advantage

ADVANT Altana | Beiten | Nctm

www.advantlaw.com

OUR MOBILITY PRACTICE

ADVANT member firms have significant experience and a deep understanding of the major dynamics of the business of keeping people, goods and economies moving – whether by road, rail, shipping, or air. Taken together, our member firms:

- Are trusted advisors to clients across the industry, including manufacturers and OEMs, suppliers, dealers, operators, and service providers
- Offer market-leading disputes expertise when conflicts arise, as well as top-notch regulatory advice – based on robust experience – to help clients to navigate a complex regulatory and international trade landscape

Our clients include:

- One of the world's leading names in aerospace and aircraft technology
- A leading European and highly renowned automaker
- One of Europe's major national airlines/carriers
- Many of Europe's major shipping and port operators



MEMBER FIRM AWARDS AND RECOGNITIONS

Our professionals have been recognized by many leading rankings, awards and publications, both regionally and globally. In addition, ADVANT was named the 'International Firm of the Year' at the 2022 Legal Business Awards, and a finalist for 'Global Network of the Year' at The Lawyer European Awards 2022.

Best Lawyers

Chambers
AND PARTNERS



JUVE



OUR SECTOR EXPERTISE

In the **automotive** space, we advise iconic and leading global companies regarding the full range of needs related to:

- The production and sale of motor vehicles and spare parts
- Complex contractual arrangements for import and distribution, supply, licensing and merchandising
- Co-marketing and product placement agreements
- Self-driving and green technologies
- Privacy and intellectual property matters
- Labour and employment issues, including those involved in restructuring
- Tax and other issues in relation to re-organizations and transactional matters
- Major disputes

When it comes to **rail, aviation and shipping**, we offer expertise regarding:

- Production and sale of trains, railway equipment and aircraft
- Provision of rail and air transport services
- Highly sophisticated leasing arrangements
- Rail and air transport contracts
- Handling agreements
- Maintenance agreements for air traffic control systems
- Airport management contracts
- Positioned to evolve into one of Europe's most comprehensive legal advisors through the future addition of member firms in key European markets

KEY CONTACTS



Pierre-Gilles Wogue

ADVANT Altana
+33 (0)1 79 97 93 00
pierre.gilles.wogue
@advant-altana.com



Philippe Goossens

ADVANT Altana
+33 (0)1 79 97 93 00
philippe.goossens
@advant-altana.com



Martin Fink

ADVANT Beiten
+49 89 35065 1138
martin.fink
@advant-beiten.com



Philipp Cotta

ADVANT Beiten
+49 89 35065 1342
philipp.cotta
@advant-beiten.com



Giammarco Navarra

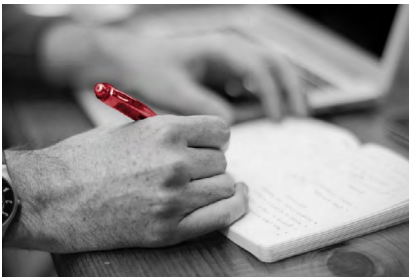
ADVANT Nctm
+39 06 6784977
giammarco.navarra
@advant-nctm.com



Sante Ricci

ADVANT Nctm
+39 06 6784977
sante.ricci
@advant-nctm.com

RELEVANT MEMBER FIRM EXPERIENCE



Commercial

We advise clients on the full spectrum of commercial and legal issues, such as:

- Complex contractual arrangements for import and distribution, licensing and merchandising, supply and subcontracting, tolling, and franchising
- Co-marketing and product placement agreements
- Commercial issues arising from the production and sale of motor vehicles and spare parts, or the delivery of domestic and international shipping, transport or aviation services
- Shareholders agreements or family business succession
- Compliance and corporate governance
- Consumer regulation
- Product liability

Employment

ADVANT member firms provide robust expertise on a range of employment and labour matters, including:

- Employment contracts and disputes
- Workforce restructuring and redundancies
- Major industrial disputes
- Collective bargaining, trade union relations and negotiations
- Health and safety investigations and incidents



Dispute Resolution

We support clients to seek the most appropriate in-court or out-of-court solutions when disputes arise, including:

- Contractual disputes
- Commercial arbitration
- Employment and trade union disputes
- IP litigation and enforcement
- Product liability disputes
- Post-judgement enforcement, asset tracing and damages recovery
- Highly complex, cross-border litigation
- Domestic and international arbitration proceedings



Intellectual Property

We provide assistance in relation to strategic IP issues for the sector such as:

- Drafting and negotiating licensing agreements
- Domestic and international patent, trademark and copyright litigation
- Anti-dilution trademark policies program management
- Design law enforcement
- Anti-counterfeiting and customs enforcement
- Trademark enforcement and unfair competition

Infrastructure and Construction

We have significant expertise across the full spectrum of infrastructure which underpins the European and global automotive and transport industry, including:

- Construction of highways, airports, bridges and other infrastructure
- Working with property developers, contractors, architects, and contracting authorities
- Project management and monitoring



Manufacturing, Supply Chain and Logistics

We frequently advise clients regarding complex issues that include:

- Supply chain logistics and compliance, including those for OEMs
- Procurement
- Import/export and custom clearance
- Wholesale and retail network structuring
- Environmental and sustainability considerations
- Air traffic control and airport management

Mergers and Acquisitions

Clients rely upon ADVANT member firms to advise regarding:

- Strategic or distressed mergers, acquisitions and disposals of assets or businesses
- IPOs
- Joint ventures
- Minority or majority stakes
- Management or leveraged buyouts
- De-mergers
- Public or contentious takeovers
- Private equity and venture capital investment or exit



Tax

We advise clients on even the most complex of domestic and international tax issues, including:

- Business and corporate tax
- VAT
- Pension and stock option schemes
- International tax obligations
- Customs and import taxes
- Transfer pricing
- Tax implications from major transactions or organizational restructuring
- Tax disputes and investigations, including those involving the relevant regulatory authorities



Shipping

In the highly specialized area of shipping, we offer expertise regarding:

- European Union Law and relevant international conventions
- Relevant national and transnational institutions and regulatory authorities
- Port logistics and terminal operation
- Cargo and container maritime transport
- Cruise ships and ferries passenger transport
- Integrated logistics services
- Shipping and deposit contracts

Restructuring and Insolvency

When businesses in the sector face commercial difficulty, we can advise regarding:

- Complex business or corporate reorganizations
- Operational or financial restructuring
- Carve-outs and distressed M&A
- Insolvency
- Mandatory provisions (ie clawbacks or damages stemming from past transactions or business conduct)
- Non-mandatory provisions



CASE STUDY: EUROPEAN AUTOMAKER

For one of Europe's largest and most globally recognized names in the automotive sector, **ADVANT** member firms have been trusted to advise on a range of issues and transactions to support their European business, including:

- Establishing a joint venture with a specialist in electric mobility and solar energy to provide turnkey recharging solutions to help companies developing their fleets of electric and plug-in hybrid vehicles
- A series of transactions in the area of new mobility based on renewable energies
- A JV to offer turnkey charging solutions in Germany, Austria, and Switzerland (DACH region), primarily for commercial fleet operators

ABOUT ADVANT

ADVANT is comprised of leading European lawyers, and is uniquely positioned to deliver a distinctive advantage to clients navigating the complex commercial landscape of Continental Europe.

Representing a combined team of nearly 600 professionals, including nearly 140 equity partners, **ADVANT** is comprised of **ADVANT** Altana in France, **ADVANT** Beiten in Germany, and **ADVANT** Nctm in Italy.

With a presence in 15 locations across Europe and beyond, these firms serve their clients, both in Europe and internationally, by providing the highest-quality advice and results – efficiently and cost-effectively through technical excellence, dedication, and true collaboration.

A unique venture in the European legal market, **ADVANT** brings together strong national players to provide clients with the 'best of both worlds': deep local foundations and an international vision and reach.

ADVANT is your European advantage.

AREAS OF EXPERTISE

All of our members are full-service business law firms, offering a complete breadth of capability to meet client needs. We have significant shared strength in a number of key legal areas and industry sectors:

PRACTICE AREAS		SECTORS AREAS	
Antitrust and Competition	Insurance	Art, Luxury and Fashion	Private Clients
Arbitration	Intellectual Property	Energy	Private Equity and Venture Capital
Banking and Finance	IT and Data	Financial Services	Real Estate
Capital Markets	Public Law and Procurement	Industrials	Retail and Leisure
Commercial	Real Estate	Insurance	Shipping
Compliance	Restructuring and Insolvency	Life Sciences and Healthcare	Technology, Media, Entertainment and Telecommunications
Corporate/M&A	Tax	Mobility	
Dispute Resolution	White Collar Crime	Public Sector	
Employment			



ADVANT Altana

Founded in 2009, **ADVANT** Altana is an independent law firm with 85 lawyers, and is one of the leading business law firms in France. It offers top-level expertise on both advisory and litigation matters to clients, often in highly regulated sectors, from its base in Paris.

ADVANT Altana is an active member of numerous influential legal and industry associations around the world, including the International Bar Association (IBA), International Trademark Association (INTA), the American Bar Association (ABA) and INSOL International. In addition, the firm is a founding member of LCLIA, an international alliance dedicated to the construction sector.



ADVANT Beiten

Founded in 1990, **ADVANT** Beiten is an independent law firm with about 240 lawyers, accountants and tax advisors, and is one of the leading commercial law firms in Germany. It advises medium-sized companies, large corporations, banks, foundations and public sector organisations on German and international commercial law from six offices across Germany, as well as Belgium, Russia, and China.

ADVANT Beiten is an active member of numerous influential legal associations around the world, including the Employment Law Alliance (ELA), International Bar Association (IBA), American Bar Association (ABA), International Trademark Association (INTA).





ADVANT Nctm

Founded in 2000, **ADVANT** Nctm is an independent law firm with about 270 lawyers and tax advisors, and is one of the leading commercial law firms in Italy. It advises companies, banks and financial institutions, multi-national corporations and public entities on all areas of business law from its offices in Milan, Rome and Genoa, as well as London and Shanghai.

ADVANT Nctm is an active member of numerous influential legal associations around the world, including the International Bar Association (IBA), International Trademark Association (INTA), the Employment Law Alliance (ELA).



 **Member firm countries**
 **Member firm office locations**



BEIJING

Suite 3130, 31st Floor
South Office Tower
Beijing Kerry Centre
1 Guang Hua Road
Chao Yang District
100020 Beijing, China
beijing@advant-beiten.com
T: +86 10 85298110

BERLIN

Lützowplatz 10
10785 Berlin, Germany
berlin@advant-beiten.com
T: +49 30 26471-0

BRUSSELS

Avenue Louise 489
1050 Brussels, Belgium
brussels@advant-beiten.com
T: +32 2 6390000

DUSSELDORF

Cecilienallee 7
40474 Dusseldorf, Germany
dusseldorf@advant-beiten.com
T: +49 211 518989-0

FRANKFURT

Mainzer Landstrasse 36
60325 Frankfurt, Germany
frankfurt@advant-beiten.com
T: +49 69 756095-0

FREIBURG

Heinrich-von-Stephan-Straße 25
79100 Freiburg im Breisgau,
Germany
freiburg@advant-beiten.com
T: +49 761 150984-0

GENOA

Via Roma, 10
16121 Genoa, Italy
genoa@advant-nctm.com
T: +39 010 8531407

HAMBURG

Neuer Wall 72
20354 Hamburg, Germany
hamburg@advant-beiten.com
T: +49 40 688745-0

LONDON

40 Bruton Street
London, W1J 6QZ, United Kingdom
london@advant-nctm.com
T: +44 20 73759900

MILAN

Via Agnello 12
20121 Milan, Italy
milan@advant-nctm.com
T: +39 02 725 511

MOSCOW

Turchaninov Per. 6/2
119034 Moscow, Russia
moscow@advant-beiten.com
T: +7 495 2329635

MUNICH

Ganghoferstrasse 33
80339 Munich, Germany
munich@advant-beiten.com
T: +49 89 35065-0

PARIS

45 Rue de Tocqueville
75017 Paris, France
paris@advant-altana.com
T: +33 (0)1 79 97 93 00

ROME

Via delle Quattro Fontane 161
00187 Rome, Italy
rome@advant-nctm.com
T: +39 06 6784977

SHANGHAI

Room 4102
Hong Kong New World Tower
No. 300 Middle Huaihai Road
200032 Shanghai Shi, China
shanghai@advant-nctm.com
T: +86 21 60906337

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