

Trade Law Firm of the Year in Germany



FRANZ Rechtsanwälte

Dr. Udo von Fragstein / Karsten Korrat
Lawyers and Partners
Tel: +49 (0)211 157676-0
fragstein@franzlegal.com /
korrat@franzlegal.com
www.franzlegal.com

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RECHTSANWÄLTE

All trade law matters are being handled by the lawyers of the practice group “Commercial / Outsourced Legal Department” of FRANZ Rechtsanwälte.

The practice group comprises of a core team of five well experienced lawyers (Udo von Fragstein/Karsten Korrat/Sebastian Henning/Antonio Calderon/ Frank Marek) who are clearly focused on providing continuous advice and support to clients on all legal questions related to clients' business operations.

This includes in particular all areas of trade law, often within an international context. For example, the team helps national clients as well as multi-national corporations to set up their distribution systems, to draft and negotiate sale and purchase agreements, and supports them in other co-operations, projects and joint ventures. All members of the practice group have extensive expertise in all areas of law that are typically involved therewith, which includes trade law as such, but also involves other legal areas, for example anti-trust law and intellectual property law.

According to their clients, the practice group “Commercial / Outsourced Legal Department” of FRANZ Rechtsanwälte offers them what they want from business lawyers: genuine expertise, continuity, consistently high quality, efficiency, availability, advice in plain

language and an eye for the broader picture.

The clients of the firm include small / medium-sized enterprises as well large multinational corporations. In many projects international legal aspects or implications are to be considered. Moreover, a considerable number of clients have their headquarters abroad, especially in the US, Great Britain, France, Austria, Switzerland, the Benelux countries and Asia. Thanks to the international education of the team members of the practice group, and a broad network of longstanding contacts to other advisors in other jurisdictions, the firm is able to offer seamless cross-border support.

Members of the practice group are frequently recommended lawyers in various publications and market research instruments for many years. Clients describe them as “competent and pragmatic” or as “very innovative”.

It has also been proven a great benefit that the team can make use of experience both as external lawyers as well as from the in-house perspective. Due to their longstanding experience, all lawyers are familiar with internal company processes and are therefore used to working with and within corporate structures to achieve effective results for the clients, either together with their legal department or in direct contact

with managing directors or operational departments.

Depending on their position on the respective markets, the clients of FRANZ Rechtsanwälte often have to consider competition law / anti-trust law requirements, not only in distribution agreements, but also in other purchase, license or R&D related forms of co-operations / joint ventures. As FRANZ Rechtsanwälte strives to establish long-lasting relationships with its clients, they not only consider those issues in the individual project, but also address them to create awareness and to improve clients' processes, hence helping to reduce risks and to facilitate future projects.

The practice group perfectly fits within the full service approach of FRANZ Rechtsanwälte, which is an independent law firm of 20 business lawyers, based in Düsseldorf (Germany) with a branch office in Basel (Switzerland).

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