

# Luther.

# Nordic Desk



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**The Scandinavian countries are characterised by above-average economic growth and future-oriented industries. In addition to the raw material-based industries, the energy industry has always been particularly well represented in Scandinavia. Sectors focussing on know-how, such as medical technology, chemicals, machine engineering and automotive, are another factor contributing to the strength of the Scandinavian economy. The advanced digitalisation and a user-friendly legal environment offer good investment opportunities for companies.**

The Baltic states, too, provide German companies and investors with numerous opportunities to expand their business. Since the financial crisis, the GDP growth rate of the three Baltic states has by far exceeded the European average growth rate. The many reforms carried out in recent years, the various types of tax relief granted and the expansion of the infrastructure have resulted in the Baltic states becoming increasingly more attractive to investors and start-ups. In particular in the areas of IT/technology and infrastructure, the Baltic states offer interesting opportunities. Not only German investors but also and in particular Scandinavian companies have identified this potential, which is why the latter are among the most important investors in the Baltic states.

The attractiveness for German companies of the economic and legal environment prevailing in the Nordic countries is also shown by the World Bank's Report (2018). The Baltic and Scandinavian countries have for years been ranked among the best places internationally with regard to both the ease of doing business and the ease of starting a business.

Our Nordic Desk specialises in advising German and Scandinavian companies on their respective cross-border business activities. The team helps our German clients find appropriate law firms in the relevant countries and, working closely with local lawyers, advises our clients on their business activities and projects. The colleagues on our Nordic Desk team are familiar with the specific legal, economic, political and cultural situation in the respective countries. They can draw on many years of experience and an excellent network and, therefore, can ensure that clients obtain the best possible advice. Our good relations with law firms and companies in Scandinavia and the Baltic states allow an intense exchange of expert knowledge and smooth collaboration, which benefits our clients.

In addition to the above, we advise Baltic and Scandinavian companies on their business activities and investments in Germany. Luther has traditionally focused on advising Scandinavian clients. Lawyers from our Hamburg and Berlin offices have, for example, advised leading Swedish companies on entering the German market. Advising Nordic clients is still one of the main focuses of our work. This includes providing project management services and assistance with their market entry, but also advising on all other issues that may arise when doing business in Germany. As our team is familiar with the business practices and the legal particularities in the individual countries, we can provide the best possible support to clients who wish to enter the German market.

# References

## Denmark



### Ah Industries A/S

Advising on the sale of the company and on employment law issues; assisting with legal action over damage caused to the company's reputation; examining and defending against claims



### Cintac A/S

Providing corporate law advice on the liquidation of a subsidiary



### Kohsel Elektronik A/S

Advising a manufacturer of electronic appliances on the formation of a limited liability company under German law (GmbH) in Germany

### Oxana Invest IVS

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Advising on the acquisition of shares in another company and on the resale of these shares to an investor

## Estland



### Rockwool International A/S

Advising on employment law issues and related decisions made by the group of companies



### Søstrene Grene

Assisting and advising the Danish retail chain on its entering the German market, in particular on the conclusion and implementation of commercial leases with diverse landlords



### Parme Trans Osaühing

Representing the company in various disputes with contracting parties for non-performance of contractual obligations

### Saaremaa LAEVAKOMPANII AS

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Advising the shipping company on insolvency law issues in connection with insolvency proceedings against the assets of ELB-LINK-Reederei GmbH

## Finland



### Glaston Finland Oy

Advising on the acquisition of the glass processing business of the Swiss Conzzeta Group

### SIA BBR ports

#### SIA BBRC sports

Advising the company on its action against a German manufacturer of water skiing facilities for repayment of an advance payment made for a water skiing facility not built



### Stevedoring company LLC MAN-TESS Tranzits (formerly, SIA Man-Tess Tranzits)

Advising on claims asserted by the German transport company STG Schleif Transport



### Amicorp

Supporting the consultancy firm when providing liquidation advice to a German company



### UAB Baltic Metal

Providing advice and representation in arbitration proceedings against a German company in a dispute regarding the supply of large quantities of scrap metal



### Anonymised company

Advising and representing a Lithuanian furniture company out of court in a dispute with a German supplier and a German insurance company



### Anonymised company

Advising a Lithuanian group of companies (consumer goods industry) in an extra-judicial dispute regarding enforcing contractual warranty claims against a German supplier



### Anonymised company

Advising a Lithuanian company on the formation of a German company for wholesale and retail activities

# References

## Norway



### Kvaerner Verdal AS

Defending the company against being held liable under a guarantee on first demand; representation in arbitration proceedings



### Offshore Heavy Transport AS

Advising a heavy transport company on the enforcement of foreign judgments in various jurisdictions



### Siem Industries

Advising the company on the sale of partnership interests in Flensburger Schiffbau-Gesellschaft (FSG) to Sapinda



### Statkraft AS

Advising Statkraft AS and its German subsidiaries on matters pertaining to energy law

## Sweden



### Weenas Hotel Germany AS

Advising on several transactions in the hotel industry



### Accore AB

Providing corporate, trademark and employment law advice in connection with setting up a German subsidiary



### Akelius

Advising on almost all transactions in Germany, with a total transaction volume of approximately EUR 4 billion to date, on an ongoing basis since 2005



### Arjo Austria GmbH (formerly ArjoHuntleigh GmbH)

Providing long-term advice to the subsidiary of the Sweden-based Getinge Group, which specialises in fitting out health care facilities



### BAIC Inc.

Advising on the planned investment in Saab Automotive AB and on the acquisition of automotive platforms from Saab Automotive AB



### Daniel Wellington

#### Daniel Wellington AB

Providing comprehensive advice on matters pertaining to the protection of industrial property, employment law, corporate law and leases



### H&M Hennes & Mauritz GBC AB

Providing ongoing advice on matters related to e-commerce



### Magine AB

Advising on entering the German online-TV streaming market



### XVIVO Perfusion AB

Providing employment law advice in connection with the conclusion of employment contracts, in particular with regard to contract drafting issues



### SAAB AB

Advising on the formation of a joint venture in order to participate in an invitation to tender organised by the German Federal Armed Forces (*Bundeswehr*); advising on the contractual documentation needed to tender for a project of the German Air Navigation Services (*Deutsche Luftsicherung*)



### Vattenfall AB/ Vattenfall Europe GmbH

Representation in two ICSID arbitration proceedings against the Federal Republic of Germany



### WSP Sverige AB

Advising on possible ways to restructure the German WSP companies

## Sweden



### Anonymised company

Advising an internationally operating renewable energy producer on how to implement an employee participation programme in the Baltic states



### Anonymised company

Advising and representing a Swedish manufacturer of automotive equipment in preliminary insolvency proceedings against the assets of a German supplier



### MANN + HUMMEL

Advising on the acquisition of Sweden-based Vokes Air



### Mölnlycke Health Care

Providing employment law advice to the subsidiary of Sweden-based Investor AB



### Bonava

(formerly SIAB and NCC)

Advising the German subsidiary on corporate law issues, transactions and financing transactions on an ongoing basis since 1996



### H&M Hennes & Mauritz B.V. & Co.

Drafting leases; acting as litigators in matters pertaining to landlord and tenant law



### SEB AG

Representing the subsidiary of Sweden-based Skandinaviska Enskilda Banken AB in proceedings regarding liability for advice given in relation to derivative products



### Vaisala GmbH

Providing employment law advice to the subsidiary of Finland-based Vaisala OY in connection with combining activities of the locations in Hamburg and Helsinki



### Warsteiner Brauerei Haus Cramer KG

Advising on the permissibility of using a trademark in advertising materials, due to the strict regulation of alcohol advertising in Lithuania; assisting with the national trademark application



### Widex Hörgeräte GmbH

Providing ongoing advice to the subsidiary of Denmark-based Widex Holding in the areas of IP/IT, corporate law and commercial and distribution law, including claims management and contract design



### Anonymised company

Supporting a subsidiary of a German group of companies in legal disputes with a Lithuanian contracting party under Lithuanian law in the area of infrastructure, including accompanying the client to court in Lithuania and assisting with the settlement negotiations

## Germany

# Your Contact



## **Dr Christoph von Burgsdorff, LL.M. (Essex)**

**Lawyer, Partner**

**Certified Specialist in Commercial and Corporate Law**

**Hamburg**

**P +49 40 18067 12179**

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Dr Christoph von Burgsdorff studied law in Kiel (Germany) and Surrey (England) from 1994 to 1999. In 2000, he received a Master of Laws (LL.M.) degree from the University of Essex (England). In 2001, he obtained his doctorate for a thesis on European Union law from the University of Kiel (Germany). Christoph von Burgsdorff carried out his legal training at the Higher Regional Court of Schleswig-Holstein (Germany), which also included training periods at Freshfields Bruckhaus Deringer and Allen & Overy. He was admitted to the German Bar in 2003 and has been working for Luther ever since – since 2012 as a partner. In 2006, Christoph von Burgsdorff spent time on secondment at the international business law firm Pinsent Masons in London (England). Since 2007, he has additionally been a certified specialist in commercial and corporate law.

Christoph von Burgsdorff is co-head of Luther's Nordic Desk, which he leads together with Richard Happ and Detlev Stoecker. He is a member of the industry group Health Care & Life Science, where he is responsible, together with Kuuya Chibanguza, for the area of medical technology.

### **Areas of Practice**

Dr Christoph von Burgsdorff specialises in negotiating and drafting commercial and distribution agreements, commercial leases, sales contracts, general terms and conditions and service agreements. Furthermore, he represents the interests of large and medium-sized companies in national and international litigation and arbitration proceedings, especially in accordance with the DIS, ICC and LCIA Rules, as well as in ad-hoc proceedings. Christoph von Burgsdorff has more than 16 years' experience providing strategic conflict advice and conflict management services. His main industry focus is Health Care & Life Science, the textile industry, logistics and plant construction, and Maritime & Shipping. His clients include medium-sized and large companies, as well as the public sector.

Christoph von Burgsdorff regularly publishes papers and articles on current international trade topics and gives lectures on current contract and liability law issues at events organised by industry associations.



## **Dr Richard Happ**

**Lawyer, Partner**

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After studying law in Kiel (Germany) and Surrey (England), Dr Richard Happ received his doctorate in 2000 and carried out his legal training in Kiel, Hamburg (Germany), Brussels (Belgium) and Speyer (Germany). Richard Happ joined Luther's Hamburg office in 2001 and since then has worked as a lawyer specialising in litigation and dispute resolution. He is co-head of the German-wide Complex Disputes team.

### **Areas of Practice**

Dr Richard Happ advises and represents both companies and states in complex litigation and arbitration proceedings. He specializes in arbitration proceedings where a government is involved, in particular, investment arbitration proceedings, and in arbitration proceedings in the energy sector. Richard Happ already acted as an advisor in disputes arising from gas storage and supply contracts, the sale of gas networks, claims for compensation under energy law, the construction of power plants, investments in wind power plants and solar plants, long-term supply and purchase right contracts, and disputes in connection with nuclear power plants. The relevant arbitration proceedings were conducted in accordance with the applicable international rules (DIS, ICC, ICSID, SCC, UNCITRAL) in Frankfurt (Germany), Paris (France), Stockholm (Sweden), Geneva (Switzerland) und Washington, D.C. (USA). He is also regularly appointed as an arbitrator in disputes arising out of joint ventures and M&A transactions (post M&A disputes).

In his specialist area, Dr Richard Happ has for years been recommended and honoured in clients' guides to the best lawyers, such as the JUVE Guide, Chambers, The GAR 100, The Legal 500, Expert Guides and Who's Who Legal. He has written more than two dozen articles and books on the topic of arbitration proceedings.

# Hits the mark. Luther.

Luther Rechtsanwaltsgesellschaft mbH is one of the leading corporate law firms in Germany. With some 420 lawyers and tax advisors, we can advise you in all fields of German and international corporate law. In addition to having offices in every economic centre throughout Germany, we are also present in 11 locations abroad: in Brussels, London and Luxembourg in Europe, and in Bangkok, Delhi-Gurugram, Ho Chi Minh City, Jakarta, Kuala Lumpur, Shanghai, Singapore and Yangon in Asia.

Our advisory services are tailored to our clients' corporate goals. We take a creative, dedicated approach to achieving the best possible economic outcome for each of our clients. The name "Luther" stands for expertise and commitment. With a passion for our profession, we dedicate all our efforts to solving your issues, always providing the best possible solution for our clients. Not too much and not too little – we always hit the mark.

We know how crucial it is to use resources efficiently and to plan ahead. We always have an eye on the economic impact of our advice. This is true in the case of strategic consulting as well as in legal disputes. We have complex projects on our agenda every day. At Luther, experienced and highly specialised advisors cooperate closely in order to offer our clients the best possible service. Thanks to our fast and efficient communication, permanent availability and flexibility, we are there for you whenever you need us.

Luther has been named "Law Firm of the Year: Germany 2021" and also "European Law Firm of the Year 2021" by The Lawyer, one of the most well-known legal magazines worldwide.



## About unyer

unyer, founded by Luther and Fidal in 2021, is a global organisation of leading international professional services firms. Besides law firms, unyer is also open to other related professional services, especially from the legal tech sector. unyer is based in Zurich as a Swiss Verein. unyer is globally connected but has strong local roots in their respective markets.

unyer has an exclusive approach and only accepts one member firm from each market. unyer members offer its clients full services across all jurisdictions with a compelling industry focus. The organisation has an annual turnover of more than EUR 650 million and includes over 2,550 lawyers and advisors in more than 10 countries in Europe and Asia. In September 2021, Pirola Pennuto Zei & Associati joined the international organisation. In the spring of 2023, the Austrian law firm KWR joined the group. [www.unyer.com](http://www.unyer.com)

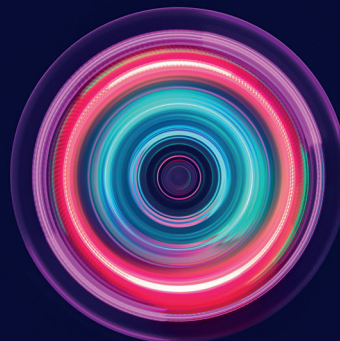




# Our industries

We focus on advising transactions with respect to targets in five industries.

## Energy



Conventional or renewable energies: We work efficiently and sustainably.

## Health Care & Life Science



With our expertise, we have our finger on the pulse of time.

## Information Tech & Telecommunications



We connect today with tomorrow.

## Mobility & Logistics



We understand what gets you moving and can set you on the right course.

## Real Estate & Infrastructure



We lay the foundation for you to build on.

# Our practice areas

Antitrust Law

Capital Markets &  
Banking

Commercial &  
Distribution Law,  
Product Liability/  
Product Compliance

Complex Disputes

Compliance &  
Internal Investigations

Corporate/M&A

Data Protection Law

Employment Law

Energy Law

Environment &  
Planning Law  
Regulatory

Financial Services  
Investment Funds &  
Alternative Investments

Insurance Law

International  
Trade Law

IP & Copyright Law

IT Law

Media & Entertainment

Notarial Services

Public Procurement  
Law

Public Subsidies/  
State Aid Law

Real Estate

Restructuring &  
Insolvency

Start-ups & Venture  
Capital

State, Administration,  
Public Undertakings

Tax Law

Telecommunications  
Law

White-Collar Crime &  
Tax Offences

# Our awards



## JUVE

In the 2022/2023 JUVE Guide to Commercial Law Firms, 52 lawyers from Luther were recommended, and 10 of these were also listed as “leading advisors”. The legal publisher JUVE ranked Luther in 31 areas of law. In 2022, Luther was nominated for the JUVE award “Employment Law” as well as “Real Estate” and was named “Law Firm of the Year” by JUVE in 2019. In the past, Luther already won the JUVE award “Law Firm of the Year 2017 for Environmental and Regulatory Law”.



## The Legal 500

The Legal 500 Germany 2023 recommends Luther in 30 areas of law, with “Top Tier” rankings in two of these areas. 72 lawyers are being recommended, 12 of whom have been specially recognised as “Leading Individual” or “Next Generation Partner”. Luther has also been included for Germany in the first edition of **The Legal 500 Green Guide EMEA 2022**. This guide provides an overview of law firms’ engagement with sustainability, including both work for clients as well as firms’ own best practices and initiatives.



## Chambers

In 2023, Luther was recognised by Chambers Europe for 13 practice areas in Germany as well as in two practice areas in Luxembourg. Moreover, 15 partners were included in the Individual Ranking. Additionally, in 2023, Luther was recognised by Chambers Global in three advisory areas in Germany and Myanmar, while five partners were also included in the Individual Ranking.



## The Lawyer European Awards

Luther has been named “Law Firm of the Year: Germany 2021” and also “European Law Firm of the Year 2021” by The Lawyer, one of the most well-known legal magazines worldwide.



## Kanzleimonitor

Kanzleimonitor 2022/2023 recommends Luther in 25 areas of law and has also included 16 Luther lawyers among the recommended lawyers mentioned by name.

## Best Lawyers

### „Best Lawyers in Germany 2024“

For the year 2024, 99 lawyers have been recommended by Luther as “Best Lawyers in Germany 2024”, an award presented by the US publisher “Best Lawyers” in cooperation with the German Handelsblatt, including one partner as “Lawyer of the Year” for his area of law, and 19 colleagues who have received the recommendation “Best Lawyers - Ones to Watch”.



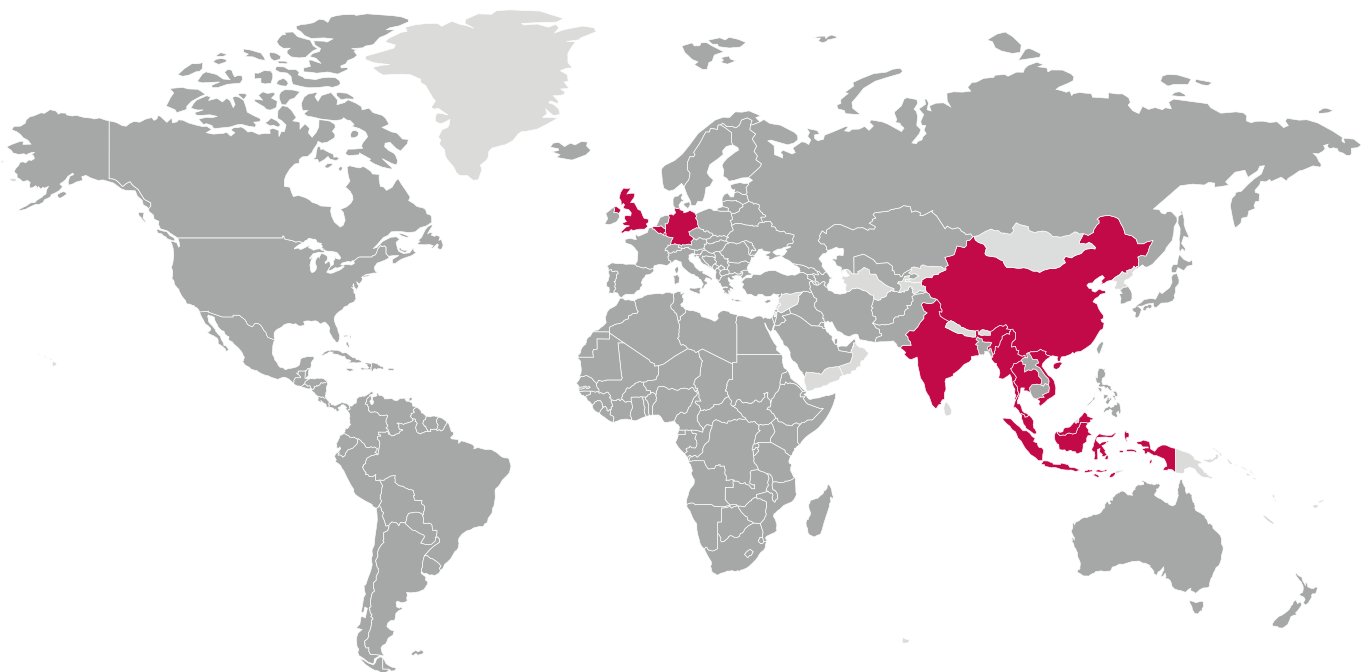
## WHO'S WHO LEGAL

WHO'S WHO LEGAL listed 21 lawyers in December 2022, four of whom were recognised as Thought Leaders, which is the highest award, and three of whom were named Future Leaders.

# Our locations

We have a global outlook, with international offices in 11 key economic and financial centres in Europe and Asia. We also maintain close relationships with other commercial law firms in all relevant jurisdictions. Luther is a founding member of unyer ([www.unyer.com](http://www.unyer.com)), a global organisation of leading professional services firms that cooperate exclusively with each other. This way, we ensure a seamless service for our clients throughout their demanding international projects.

Our partner firms are based in Africa, Australia and New Zealand, Europe, Israel, Japan and Korea, the Middle East, Russia and the CIS, South and Central America, the US and Canada.



- Luther locations
- Best friends

### Our locations

Bangkok	Jakarta
Berlin	Kuala Lumpur
Brussels	Leipzig
Cologne	London
Delhi-Gurugram	Luxembourg
Dusseldorf	Munich
Essen	Shanghai
Frankfurt a.M.	Singapore
Hamburg	Stuttgart
Hanover	Yangon
Ho Chi Minh City	

# Luther.

**Bangkok, Berlin, Brussels, Cologne, Delhi-Gurugram, Dusseldorf, Essen,  
Frankfurt a.M., Hamburg, Hanover, Ho Chi Minh City, Jakarta, Kuala Lumpur,  
Leipzig, London, Luxembourg, Munich, Shanghai, Singapore, Stuttgart, Yangon**

You can find further information at:

[www.luther-lawfirm.com](http://www.luther-lawfirm.com)

[www.luther-services.com](http://www.luther-services.com)

