



Germany, the fourth largest economy in the world and the largest in Europe, offers uniquely attractive trade and investment opportunities for businesses in China. Germany is both the second largest exporter in the world (after China) and one of the largest importers of goods and services worldwide. China's trade volume with Germany is larger than that with the United Kingdom, France, and Italy taken together.

### Expanding Your Business in Germany

Chinese businesses look to expand their business in Germany for many different reasons, including:

- Intellectual property rights (patents, licences, research & development)
- European wholesale distribution networks
- Launching pad in the largest European market as first step for wider European expansion
- Retail networks
- Consumer services infrastructure
- Vertical integration
- Brand development

### K&L Gates, You, and Your Company

- K&L Gates' China team understands your business. We understand the pressures and complexities of the international marketplace for the modern Chinese company and the particular needs of Chinese companies wishing to expand into the German market.
- Our German team has broad and deep experience helping international firms invest in German companies in many important market sectors.
- We make your job easier. We are efficient and deliver the highest quality strategic and legal advice so that you can concentrate on managing and growing your company. We focus on delivering the best result for your company's needs, including protecting your commercial and legal rights and interests.

### K&L Gates in Germany

Capitalizing on these domestic and cross-border opportunities presents particular challenges. To assist clients in navigating these challenges, our Frankfurt and Berlin lawyers and a team of dedicated lawyers across the firm's 11 offices in Asia Pacific offer a unique combination of national and international experience in corporate, business, IP, and real estate transactions and litigation as well as policy, regulatory and government relations matters. This combination allows the team to provide clients with unparalleled depth and scope of advice in domestic as well as out-bound legal matters. K&L Gates practitioners resident in the firm's Berlin and Frankfurt offices and their peers in East Asia are an integral part of the firm's national and international practice. They regularly deal with cross-border transactions involving Europe, the Middle East, Asia Pacific, the United States and South America.

Germany offers uniquely attractive trade and investment opportunities for businesses in China.



## Main Legal Practice Areas in Germany

### Corporate

Our corporate team handles international and domestic work, with significant experience in private and public M&A, private equity, international joint ventures and complex corporate restructurings.

Clients include: Asian and other international blue-chip companies, renewable energy project developers, investment banks, private equity and venture capital funds, as well as a variety of other national and international businesses. Typical transactions include

- Cross-border and domestic acquisitions and divestitures of private companies, including advising sellers and buyers in auction processes
- Public takeovers and securities law
- Distressed M&A transactions
- International joint ventures
- Leveraged buy-out transactions (IBOs), including management buy-outs (MBOs), management buy-ins (MBIs), recapitalizations, and public-to-private transactions
- Corporate governance (financial regulatory compliance, director duties)
- Shareholder rights (including minority rights)
- Insurance
- Competition
- Corporate investigations
- Dispute resolution

### Banking & Finance

Our practice offers an integrated service in relation to all types of debt and equity financing, asset finance, and international and domestic project finance transactions. The team advises corporate entities, sponsors and financial institutions on a broad array of financial transactions, both in domestic and European markets and around the world.

### Tax

We advise domestic and international companies, investors and funds on the optimization of cross-border transactions, joint ventures, investments, reorganizations, financing and refinancing as well as on ongoing tax matters concerning German and international tax law.

### Real Estate

Our real estate team handles the full range of investment work, including restructuring and property finance, with a focus on national and international refinancing. The practice also covers project development, infrastructure projects and financing.

### Intellectual Property – Copyright, Patents, Trademarks

Our team advises on patents, copyrights, trademark rights, design protection, and utility patents.

### Telecoms, Media, and Technology

Our team's practice encompasses three areas: telecoms, with an emphasis on regulatory matters and operational agreements; media, including media regulation, television and radio broadcasting, collecting societies, film production and financing, and games and music rights; and technology, including IT and outsourcing, internet and e-commerce, data protection and IP.

### Labor and Employment

Our team advises on individual and collective employment law, pensions, company restructurings and employee benefits. Both domestic and international work is performed for our clients, including public and private sector employers, and multinational groups, as well as small companies.



## Main Industry Practices: China-German Desk

- Automotive
- Machinery
- Green technology
- Technology, media and telecoms
- Transportation, logistics, and infrastructure
- Water and waste management services
- Paper and packaging

## Recent Representative Transactions

- Represented a leading Chinese-state owned bearings manufacturer on its share deal acquisition of a German bearings manufacturer.
- Represented a Chinese solar energy investment company on the transfer and registration of its European IP rights.
- Represented a Chinese-state owned enterprise on its asset deal acquisition of a German machine tool manufacturer.
- Represented a Chinese-state owned commodity trading firm on the liquidation of its German subsidiary.
- Represented a German IT outsourcing firm on its business model in China.
- Represented a Taiwan-based Chinese shoe manufacturer on its co-operation with a German shoe retailer.
- Represented a leading global automotive supplier on its development and construction of a new automotive parts joint venture production facility in China.
- Represented a Chinese textile manufacturer on the acquisition of a Hong Kong/German textile firm.
- Represented a German technology firm on a minority investment by a Hong Kong-based Chinese investor.

## Key Facts

- Chinese, German, and English language fluency
- Dedicated China Desk in Frankfurt acting as lead counsel in international deals
- Versatile transaction lawyers who lead complex international transactions with appropriate support from specialists
- Extensive China network—offices in Beijing, Hong Kong, Shanghai, Singapore, and Taipei
- A network of fully integrated international offices in Germany, the United Kingdom, France, Italy, Belgium, Poland, Russia, the United States, South America, the Middle East, Asia and Australia
- Partner availability during all phases of the transaction
- Quick turnaround times and highly commercial approach
- Industry experience in telecoms, media, technology, automotive, packaging, travel, transportation, life sciences, and more



---

Learn more about our China-German Desk at [klgates.com](http://klgates.com).

**Contacts:**

Germany  
Volker Gattringer, MBA  
+49.69.945.196.280  
[volker.gattringer@klgates.com](mailto:volker.gattringer@klgates.com)

China  
Amigo Lan Xie  
+86.21.2211.2080  
[amigo.xie@klgates.com](mailto:amigo.xie@klgates.com)

## K&L GATES

Anchorage Austin Beijing Berlin Boston Brisbane Brussels Charleston Charlotte Chicago Dallas Doha Dubai Fort Worth Frankfurt Harrisburg Hong Kong Houston London Los Angeles Melbourne Miami Milan Moscow Newark New York Orange County Palo Alto Paris Perth Pittsburgh Portland Raleigh Research Triangle Park San Diego San Francisco São Paulo Seattle Seoul Shanghai Singapore Spokane Sydney Taipei Tokyo Warsaw Washington, D.C. Wilmington

K&L Gates practices out of 48 fully integrated offices located in the United States, Asia, Australia, Europe, the Middle East and South America and represents leading global corporations, growth and middle-market companies, capital markets participants and entrepreneurs in every major industry group as well as public sector entities, educational institutions, philanthropic organizations and individuals. For more information about K&L Gates or its locations, practices and registrations, visit [www.klgates.com](http://www.klgates.com).

This publication is for informational purposes and does not contain or convey legal advice. The information herein should not be used or relied upon in regard to any particular facts or circumstances without first consulting a lawyer.

©2014 K&L Gates LLP. All Rights Reserved.