

# ADVANT

Your automotive and transport advantage



ADVANT Altana | Beiten | Nctm

[www.advantlaw.com](http://www.advantlaw.com)



## OUR AUTOMOTIVE AND TRANSPORT 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

The  
LEGAL  
500



## 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



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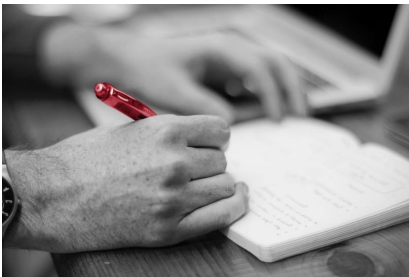
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## RELEVANT MEMBER FIRM EXPERIENCE



### Corporate and 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 and Industrial Relations

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-judgment enforcement, asset tracing and damages recovery
- Highly complex, cross-border litigation
- Domestic and international arbitration proceedings



### Intellectual Property

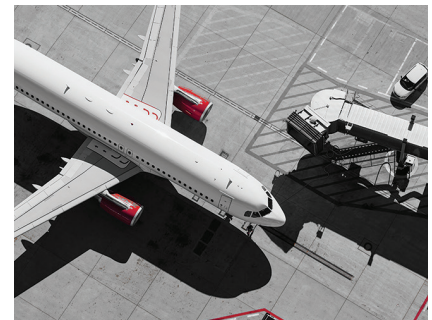
We provide assistance in relation to strategic IP issues for the sector such as:

- 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 a European law firm association which is uniquely positioned to give clients the advantage as they navigate the complex and nuanced legal and commercial landscape of Europe.

**ADVANT** member firms are leading legal and tax advisors in their respective jurisdictions. The association was established in 2021 by three founding member firms – Altana in France, Beiten Burkhardt in Germany, and Nctm in Italy.

With deep local foundations and an international vision, we serve our clients both in Europe and across borders and continents. We deliver them the highest quality advice and results – efficiently and cost-effectively through dedication, collaboration, and technical excellence.

**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 AND INDUSTRIES	
Antitrust and Competition	Intellectual Property	Art, Luxury and Fashion	Private Clients
Banking and Finance	IT and Data	Automotive and Transport	Private Equity and Venture
Corporate and	Mergers and	Energy	Capital
Commercial	Acquisitions	Financial Services	Public Sector
Dispute Resolution	Public Law and	Insurance	Real Estate
Employment and	Procurement	Life Sciences and	Retail and Leisure
Industrial Relations	Real Estate	Healthcare	Technology, Media, Entertainment and Telecommunications
Insurance	Restructuring and Insolvency	Manufacturing Industry	





### ADVANT Altana

**ADVANT** Altana is the French member firm of **ADVANT**.

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

**ADVANT** Beiten is the German member firm of **ADVANT**.

Founded in 1990, **ADVANT** Beiten is an independent law firm with about 260 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 five 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), etc.



### ADVANT Nctm

**ADVANT** Nctm is the Italian member firm of **ADVANT**.

Founded in 2000, **ADVANT** Nctm is an independent law firm with about 260 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 and Rome, 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), etc.



■ Member firm countries  
📍 Member firm office locations



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