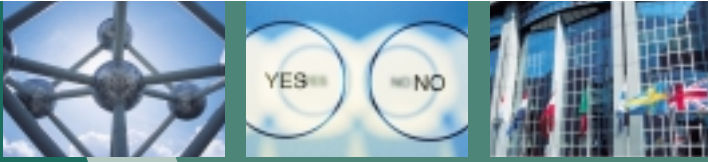


# Regulatory Affairs



Screening  
Monitoring  
Early Alert System  
Strategic Advice  
Effective Representation  
of Interests  
EU Law

## The Law Firm

### AREAS OF LAW COVERED

Labour law  
Individual and collective labour law  
Laws on banking  
and provision of finance  
Structured financing, debt financing  
Building and property laws  
Project development and management  
construction contract law  
Corporate laws  
M&A  
Capital markets, IPOs, private equity  
venture capital, restructuring  
EU laws/antitrust law  
Merger regulations, antitrust law  
subsidies and grants, regulatory affairs  
tendering, anti-dumping/WTO  
basic EC freedoms  
Intellectual property  
Competition law, laws on patents  
brands, copyrights  
Public commercial law  
Public building regulations  
privatizations, environmental laws  
Tax laws  
Corporate structuring  
Commercial, civil and trade laws  
Transactions with the  
People's Republic of China  
Law of the sea  
Sales and contract law

### FOCAL INDUSTRIES

Plant construction  
Banking and financial services  
Real estate industry and property finance  
Infrastructure and energy industry  
Life sciences  
Food, medicines and pharma  
Media & Entertainment  
Private clients  
National and international s  
uccession planning  
Shipping and transportation  
Sports and leisure  
Technology  
Information technology, e-commerce,  
telecommunications

Taylor Wessing ranks among Germany's leading, internationally operating law firms. With 215 German lawyers we advise medium-sized companies, expanding enterprises and major corporations on all aspects of national and international commercial law. We are known for our special expertise in the corporate, IP and regulatory affairs.

We are highly experienced in advising technology-rich and knowledge-based companies, whether these be in the classic manufacturing and plant construction sector or in the modern information technology and telecommunications industry, whether they are involved in the wide field of life sciences or in the media, leisure and other service industries.

We currently have 11 offices in Germany, England, France, Belgium, Spain and China. In countries where we do not have our own offices, we serve clients through a wide network of partner law firms with whom we have established good relations over the course of many years; we cooperate very closely but not, by deliberate policy choice, exclusively. This approach guarantees the flexibility we require to assist you in an efficient, competitive manner – wherever you need us.

*The Taylor Wessing union creates  
an Anglo-German technology giant*

*Chambers & Partners  
2002*

## What makes the difference?

### THEORY VERSUS PRACTICE

Is theory enough for you? Not for us. Success is a practical matter. Therefore our normal practice is to use all our experience to focus on what you are aiming to achieve. Together, we determine your precise needs and decide what is feasible and what makes economic sense. For us, as for you, the bottom line is what will help your business succeed.

### SUCCESS DOESN'T HAPPEN BY CHANCE

Would you flip a coin to make a decision? Neither would we. Whatever your line of business, Taylor Wessing – itself an economic enterprise – operates according to the same principles. During a process of systematic cooperation we develop pragmatic, cost-efficient solutions to maximize the success of your business. Needless to say we maintain a keen interest in all the specific aspects of your products, services and market. That way, finding the right path to success is no longer a matter of chance.

### ONE FOR ALL AND ALL FOR ONE

Do you like to repeat yourself? You will be assigned one experienced partner who will be your personal contact for the entire project. He/she will supervise and manage your legal affairs, keeping the complexity of the subject matter and your individual requirements in mind. All our lawyers work in inter-office, international Practice Departments, which ensures an ongoing exchange of news and knowledge about legal and business matters. Therefore, your personal lawyer is the key to the whole range of our resources.



## Regulatory Affairs

The institutions of the European Union are gaining greater importance. More than 60% of national commercial law is based on their decisions. Companies find their markets shaped by regulations established in Brussels. Today's business strategy should therefore be based on the legal instruments that the European Union is likely to introduce. The existing resources of the EU law-givers are exhausted by the continuous process of market change and increasingly complex economic structures. There is thus no guarantee that there will be any consideration of the impact their measures may have on business. Although EU legislators appealed directly to market players to become involved in the decision-making procedures, they remain insufficiently informed about the varying interests of the different sectors of trade and industry. Eastern enlargement, with the need to consider the interests of 25 Member States, provides further clear evidence that there is an urgent need for qualified input from the private sector in order to draw attention to the companies' interests.

National lawmakers are also increasingly turning to the private sector for assistance. Experts' committees, working groups and expert opinions now influence the decision-making process of governments, ministries and authorities. They put their stamp on the acts passed to transpose European legal instruments into national law, and affect the autonomous development of new laws and decisions reached by authorities.





Experience that can point in the right direction is essential if one is to argue effectively on the right "where, when and how" of legislation. Regulatory affairs follow their own laws. Many clients therefore seek specific advice from our team, whose members are experienced in dealing with sensitive issues.

Our ambition is to create competitive advantages for our clients by giving them a head start in the information stakes and to avoid costly solutions to problems that could have been prevented. The Taylor Wessing Regulatory Affairs Team not only has acknowledged know-how in the relevant fields of law but maintains excellent contacts to all relevant institutions. Depending on the individual situation and needs, we form an interdisciplinary team of highly qualified expert lawyers specialized in different areas. This approach ensures focussed, effective and cost-efficient solutions.

The Taylor Wessing Regulatory Affairs Team operates as part of our Brussels office, keeping a finger on the pulse of European law. The team coordinates cooperation with our national offices, especially those in the capital cities Berlin, London and Paris. Our team advises companies, associations and the public sector. We are assisting the new Member States of Central and Eastern Europe in the process of transposing EU regulations into their national legal systems.





**Screening** | We identify our clients' business areas and classify them by European institutions and departments. Our lawyers who specialize in various areas keep under observation what is happening in their particular field at EU institutions and

departments. This means that the potential effects of European decisions on our clients' businesses can be identified at an early stage.



**Monitoring** | We prepare a monitoring procedure to track federal, EU and WTO action that is tailored to our clients' specific needs and pass the relevant information on to them. In so doing, we

make sure that clients receive only the information they can in fact use.



**Early Alert System** | In close cooperation with our clients we analyse the effects on the client's company of proposed bills, bills currently being debated by legislators and other decisions. Our "Early Client Alert System" informs clients about develop-

ments and potential problems in various business areas as soon as they become apparent. The information is prepared for maximum practical benefit.



*To ignore Brussels  
is to stick one's head in the sand*

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**Strategic Advice** | Together with our clients we plan strategies to avoid undesired developments. We offer legal and strategic advice, recommending to clients the measures most suited to the attainment of their defined goals. The Taylor Wessing

Regulatory Affairs Team draws on the expertise of more than 600 lawyers who guarantee all-round advice in every branch of the law.



**Effective Representation of Interests** | We compose concrete proposals that will withstand legal and economical arguments. Upon request, we present them jointly with our clients to EU institutions and the national ministries and authorities.

borates with clients to prepare and organize "roundtables" on issues which interest our clients. We represent our clients' interests before the expert committees and working groups of both European and national institutions.

We establish contacts with the decision-makers, ensuring there is communication at all levels. Our Regulatory Affairs Team colla-

If required we prepare detailed legal opinions to back our clients' arguments.



**EU Law** | Questions of EU law are part of our daily business. We offer our clients an all-round service in these areas, including in particular the fundamental European freedoms, antitrust law and laws relating to subsidies, antidumping and foreign trade. The interpretation of the EC Treaty and the individual legal instruments is another important area of counselling. We develop the necessary strategy to enforce

our clients' claims and represent their interests before the European courts.

We also focus on regulatory issues for specific industries such as telecommunications, IT, e-commerce, energy, media, pharmaceuticals, chemicals and financial services.



## Offices and branches

### **Berlin**

Jägerstraße 51  
D-10117 Berlin  
Germany  
Tel +49 (0)30 88 56 36 0  
Fax +49 (0)30 88 56 36 100  
berlin@taylorwessing.com

### **Brussels**

Trône House  
4 Rue du Trône  
B-1000 Brussels  
Belgium  
Tel +32 (0)2 2 89 60 60  
Fax +32 (0)2 2 89 60 70  
brussels@taylorwessing.com

### **Cambridge**

24 Hills Road  
Cambridge CB2 1JW  
United Kingdom  
Tel +44 (0)1223 44 64 00  
Fax +44 (0)1223 44 64 01  
cambridge@taylorwessing.com

### **Düsseldorf / Neuss**

Königsallee 92 a  
D-40212 Düsseldorf  
Germany  
Tel +49 (0)211 83 87 0  
Fax +49 (0)211 83 87 100  
duesseldorf@taylorwessing.com

Am Krausenbaum 42

D-41464 Neuss  
Germany  
Tel +49 (0)2131 7 40 30 0  
Fax +49 (0)2131 7 40 30 50  
neuss@taylorwessing.com

### **Frankfurt am Main**

Senckenberganlage 20-22  
D-60325 Frankfurt a. M.  
Germany  
Tel +49 (0)69 9 71 30 0  
Fax +49 (0)69 9 71 30 100  
frankfurt@taylorwessing.com

### **Hamburg**

Hanseatic Trade Center  
Am Sandtorkai 41  
D-20457 Hamburg  
Deutschland  
Tel +49 (0)40 3 68 03 0  
Fax +49 (0)40 3 68 03 280  
hamburg@taylorwessing.com

### **London**

Carmelite  
50 Victoria Embankment  
Blackfriars  
London EC4Y 0DX  
United Kingdom  
Tel +44 (0)20 73 00 70 00  
Fax +44 (0)20 73 00 71 00  
london@taylorwessing.com

### **Munich**

Isartorplatz 8  
D-80331 Munich  
Germany  
Tel +49 (0)89 2 10 38 0  
Fax +49 (0)89 2 10 38 300  
muenchen@taylorwessing.com

### **Paris**

42, Avenue Montaigne  
F-75008 Paris  
France  
Tel +33 (0)1 72 74 03 33  
Fax +33 (0)1 72 74 03 34  
paris@taylorwessing.com

### **Representative offices:**

#### **Alicante**

Paseo Explanada de España No. 1  
E-03002 Alicante  
Spain  
Tel +34 (0)96 5 14 28 05  
Fax +34 (0)96 5 20 02 48  
alicante@taylorwessing.com

#### **Shanghai**

15<sup>th</sup> Floor United Plaza, Unit 1509  
No. 1468 Nanjing West Road  
200040 Shanghai  
People's Republic of China  
Tel +86 (0)21 62 47 72 47  
Fax +86 (0)21 62 47 72 48  
shanghai@taylorwessing.com