

# HERMES & GIEBELER RECHTSANWÄLTE

Frankfurt am Main

## Profile: M&A Practice

M&A deals require legal competence, experience, business knowledge, command of international deal standards, entrepreneurial spirit, a knack for pragmatic solutions as well as empathy and cultural awareness on the part of the lawyers advising on such transactions.

Partners of big international law firms are expected to combine at least some of these qualities. Yet their advice is expensive, due to the cost, fee and personnel structure of their firms. Small and midcap transactions, while frequently no less challenging than big ticket work, require in addition cost consciousness and efficiency - and these factors are important also to us.

As German lawyers (*Rechtsanwalt*) with US law background and former senior partners of large international law firms, we advise on transactions involving German targets and/or counterparties, combining big firm knowhow, experience and quality of advice with moderate and transparent pricing.

We provide personal advice, drawing where appropriate upon the support of specialized members of our team (e.g., for tax, labor, IP and IT matters).

Entrepreneurial thinking, in particular as regards the German *Mittelstand*, is familiar to us, not only as lawyers but also as members of various boards and from our own family business background.

After decades of transaction experience we are familiar with clients and counterparties from Germany, Europe, the US and the Far East and their respective cultural idiosyncrasies. If necessary, we draw on our network of international firms.

We are familiar with a range of industry sectors, among others automotive, chemicals and health care.

We are convinced that in difficult situations, e.g. when faced with uncooperative, inexperienced or emotional counterparties, seasoned lawyers who combine knowledge and experience with the power of persuasion may make the difference.

Ultimately, we will be able to successfully act for our clients only as their trusted advisors. We appreciate the opportunity to show that we deserve that trust.