

Luther.



Mobility & Logistics

Content

Automotive	4
Logistics	4
Sea	5
Rail	5
Air	6
Your contacts	7
Hits the mark. Luther.....	10
Our locations.....	11
Our industries	12
Our practice areas	13
Luther.Digital.....	14
Our awards	15

Dear clients, dear entrepreneurs,

The automotive and car engineering industry is traditionally one of the largest and strongest sectors in Germany. At the same time, Germany is also one of the leading logistics locations worldwide. This is why we place such an important focus on the “Mobility & Logistics” industry in our advisory services. A large number of big German industrial clients and internationally operating medium-sized companies from the areas of automotive, logistics, air, rail and sea rely on our expertise in all legal matters, including tax law.

Yours sincerely

A handwritten signature in blue ink, appearing to read 'Steffen Gaber', with a stylized flourish at the end.

Dr Steffen Gaber, LL.M. (Sydney)
Partner, Stuttgart

Automotive



There is a need for strategic realignment in the automotive industry because of new drive technologies, new market participants from the IT industry and related services, and also because of the everchanging attitude of consumers towards cars. As a result, the entire industry is called upon to reposition and realign itself.

Our experts use the full-service approach that is typical of our law firm to advise our clients from the automotive industry at all levels of the value chain (car manufacturers, component suppliers, dealers and service providers) with regard to, for example, strategic realignment through corporate measures, the supply chain, research and development (ACES), the production of cars and other vehicles, and distribution. In addition, we represent our clients from the automotive industry in state courts and before all renowned arbitral tribunals.

Our services in detail

- Advisory Services in Asia-Pacific
- Antitrust Law/Distribution Competition
- Capital Markets, Banking & Finance
- Commercial & Distribution Law
- Complex Disputes
- Compliance & Internal Investigation
- Corporate/M&A
- Employment Law
- International Trade Law/Export Control/Investment Control
- IP & Copyright Law, IT Law
- Product Liability/Product Safety/Product Compliance
- Restructuring & Insolvency

Logistics



Logistics is about continuously ensuring the transport, handling, warehousing, supply, procurement and allocation of goods, people, money, information and energy. This requires managing, monitoring and optimising all related processes and tasks. In addition to reducing the cost of logistics activities, the goals are, in particular, to further improve the flexibility of logistics systems and to make adaptations and changes to the existing environment.

In times of an ever-increasing division of labour, digitisation and internationalisation, complex big-picture thinking is required to be successful in logistics. The implementation of logistics systems is a great challenge both for companies within the value chain and for providers of logistics services.

We advise on all aspects of logistics, throughout the value and supply chain.

Our services in detail

- Capital Markets, Banking & Finance
- Commercial and Distribution Law, IP/IT
- Corporate/M&A
- Employment Law
- International Trade Law/Export Control/Investment Control
- Real Estate & Infrastructure
- Restructuring & Insolvency

Sea



After years of crisis, the shipping industry is undergoing steady and dynamic change, which is marked by a high level of digitisation and interconnectivity but also by great pressure to innovate as a result of changes in environmental legislation. In addition to this, the financing landscape is also rapidly changing: classic financing vehicles are being replaced with new, innovative financing products.

We provide comprehensive advisory services in the area of maritime business law and present maritime and offshore companies with individual and innovative solutions at all the development stages of their business. Our services include providing advice to domestic and foreign vessel owners, charterers, shipyards, banks, issuing houses and other (institutional) investors. A particular focus of our services is advising start-up companies. The areas in which we support our clients from the shipping industry include, without limitation.

Our services in detail

- Capital Markets, Banking & Finance/
Ship Finance
- Commercial & Distribution Law, Product
Liability/Product Compliance
- Complex Disputes
- Corporate/M&A
- Employment Law
- International Trade Law/Export Control/
Investment Control
- IP/IT Law
- Real Estate & Infrastructure
- Restructuring & Insolvency

Rail



Public and private freight and passenger transport operators must act in a reliable, efficient and economic manner. They must meet high standards in terms of safety, speed and convenience and must take into account complex legal requirements. We advise industrial companies, service providers and the public sector on all matters relating to tram, urban railway and metro transport, regional transport and also long-distance high-speed rail transport. Another focus of our advisory services is the development of the infrastructure and the automation of trains.

Our services in detail

- Antitrust Law
- Commercial and Distribution Law,
Product Liability/Product Compliance
- Complex Disputes
- Corporate/M&A
- International Trade Law/Export Control/
Investment Control
- IP/IT Law
- Restructuring & Insolvency

Air



There is increasing pressure on airlines to meet the expectations of their passengers who want their flights to cost as little as possible whilst being comfortable and, of course, punctual. If airlines fail to fulfil their passengers' expectations, or if they do not fulfil them within a reasonable period of time, sales decline. In addition to the pressure caused by passengers' expectations, there is also political (price) pressure on the airlines, which conflicts with the relevant turnaround times and other operative expenses that need to be optimised. We provide inter alia the following advisory services to the aviation industry, whether passenger transport or air freight.

Our services in detail

- Antitrust Law
- Commercial and Distribution Law, Product Liability/Product Compliance
- Corporate/M&A
- International Trade Law/Export Control/Investment Control
- IP/IT Law
- Restructuring & Insolvency

Your contacts



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Dr Maximilian Dorndorf started his career at the international law firm Freshfields Bruckhaus Deringer in Cologne (Germany), where he worked from 2001 to 2005. From 2005 to 2009, he then had his own specialist one-man law firm in Münster (Germany), working at the same time as an in-house lawyer and head of legal department for the international logistics group Fiege.

He joined Luther's Essen office as a partner in 2009 and is co-head of Luther's Mobility & Logistics industry group.

Maximilian Dorndorf is also a visiting lecturer at the University of Applied Sciences of Münster (Germany) (Master's degree course in "Logistics"), a lecturer at Ruhr University in Bochum (Germany), where he teaches company law as part of the "RUBlaw-active" course, as well as an arbitrator at the German Logistics Court of Arbitration.

Areas of practice

Dr Maximilian Dorndorf's practice is focused on logistics law (in particular, outsourcing/purchasing), including intra-logistics and materials handling, IT law (with an emphasis on outsourcing/purchasing, licences and data protection), as well as IP law (especially competition and trademark law), including distribution law.

In IT and logistics law, Maximilian Dorndorf primarily advises on complex outsourcing/purchasing projects. Within his industry focus areas, he further advises comprehensively on contractual matters, for example, on software licence agreements, affiliate agreements and contracts regarding content distribution. He advises both out of court and in judicial disputes.

Maximilian Dorndorf is an experienced and respected advisor in international contract negotiations, in particular in the context of IT and logistics projects. He uses this expertise to comprehensively advise his clients on all matters pertaining to digitalisation (in particular, FinTech) and Industry 4.0. However, he also provides comprehensive litigation advice (e.g. when defending advertising campaigns, or when proceeding against competitors' campaigns or against trademark or patent infringements).

At Luther, Maximilian Dorndorf additionally coordinates the Mobility & Logistics sector.

Your contacts



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Dr Steffen Gaber studied law at the University of Constance (Germany). Following his first state exam, he completed a one year Master-of-Laws programme in Sydney (Australia), where he also worked in the commercial law department of a large international law firm. Dr Gaber carried out his legal training at the Higher Regional Court of Stuttgart (Germany). During his legal training he worked for the German-American Chamber of Commerce in New York (USA). After passing the second state exam and being admitted to the German Bar in 2009, he wrote his doctoral thesis until 2012 on an international commercial law topic (The optimal formulation of general terms and conditions according to the UN Sales Convention (CISG)) and, at the same time, worked as a lawyer. He joined Luther in January 2014.

Dr Steffen Gaber is responsible for Luther's Automotive and Mobility sector and is the head of Luther's practice group Textile and Clothing Industry.

Areas of practice

Dr Steffen Gaber provides national and international contract, commercial and distribution law advice, his industry focus being the automotive supply industry and the textile industry. As the coordinator of Luther's Mobility & Logistics sector and as a team member of the practice group Complex Disputes, he advises in particular on the judicial assertion and defence of claims arising from the aforementioned types of contracts (especially warranty, liability and damage issues). His work focuses on supplier disputes from the automotive industry, in which he represents his clients both in and out of court if necessary in the event of a legal dispute.

In addition, Dr Steffen Gaber also provides comprehensive advice on all matters relating to distribution law (sales agents, authorised dealers, resellers, franchises). Also within this spectrum, he represents both wholesalers and manufacturers equally in extrajudicial and judicial disputes concerning distribution contracts (commission, termination, compensation claims, damages, etc.).

Furthermore, Dr Steffen Gaber regularly provides advice on the introduction of (new) products in the German and European markets. In addition to drafting national and/or international distribution systems, his advisory services also focus on contracts with consumers (drafting of B2C terms and conditions).

Your contacts



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Dr Sebastian Janka studied law at the Universities of Hamburg (Germany), Bordeaux (France), and Stellenbosch (South Africa) and did both his doctorate and his Master of Laws (LL.M.) on an antitrust law topic. As part of his legal training, he worked for the German Federal Cartel Office in Bonn (Germany) and the law firm M&M Bomchil in Buenos Aires (Argentina), amongst others.

Sebastian Janka was admitted to the German Bar in 2008 and worked for the international law firm Noerr LLP as an associated partner in the area of antitrust law until mid-2019. In 2014, he did a secondment in the Antitrust Division of the US law firm Simpson Thacher & Bartlett in New York (USA). Sebastian Janka joined Luther as a partner in 2019. He has authored numerous publications on matters relating to antitrust and sports law. Furthermore, he is a frequent lecturer and moderates discussions on the topic of antitrust law at national and international conferences. He is a member of, inter alia, Studienvereinigung Kartellrecht, an association of German-speaking lawyers specialising in antitrust law, the American Bar Association (ABA), and the International Association of Young Lawyers (AIJA). At Luther, he is a member of the Information Tech & Telecommunications and Mobility & Logistics industry groups.

Areas of practice

Dr Sebastian Janka advises national and international clients on European and German antitrust law. His advisory services cover inter alia M&A/transactions (merger control by the European Commission and the German Federal Cartel Office and coordination of multijurisdictional filings), antitrust investigations and fine proceedings conducted by the European Commission and the German Federal Cartel Office, damages proceedings, and other judicial and extra-judicial disputes (before German courts, the European General Court, and the European Court of Justice), and compliance advice. Another focus of his work is digital business models. Sebastian Janka has been appointed Ambassador of the Artificial Intelligence Center Hamburg (ARIC) e.V. and elected member of the Legal (Antitrust) Working Group of "Plattform Industrie 4.0", a digitisation project initiated and directed by the German Federal Ministry for Economics Affairs and Climate Action (BMWiK) and the German Federal Ministry of Education and Research (BMBF), leading industry associations, and top-ranking representatives of the business and scientific communities and trade unions.

Your contacts



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Volker Steimle studied law at the University of Tübingen, Germany. After completing his traineeship in Ulm, Speyer and Hamburg, he was admitted to the Bar at the District Court of Cologne in 1995 and was later admitted to the Court of Appeals of Cologne in 2002. Volker Steimle was seconded to Arthur Andersen & Assoc., Johannesburg, RSA, in 1998. He joined Luther (or its respective predecessor) in 1995.

Areas of practice

Volker Steimle specialises in all matters concerning national and international distribution and sourcing of goods, product liability and product safety. He has special focus on all matters concerning supply or distribution contracts, including all sorts of purchasing contracts and ancillary agreements, such as quality assurance agreements, logistics contracts etc. His clients range from medium-sized to large companies from different industries, including automotive products, industrial or consumer products. A large part of his work is cross-border transactions or disputes. Together with his team his work comprises both contract drafting and negotiation as well as dispute resolution in state courts as well as national or international arbitration proceedings. Volker Steimle is a member of the German Institution of Arbitration (DIS).

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.

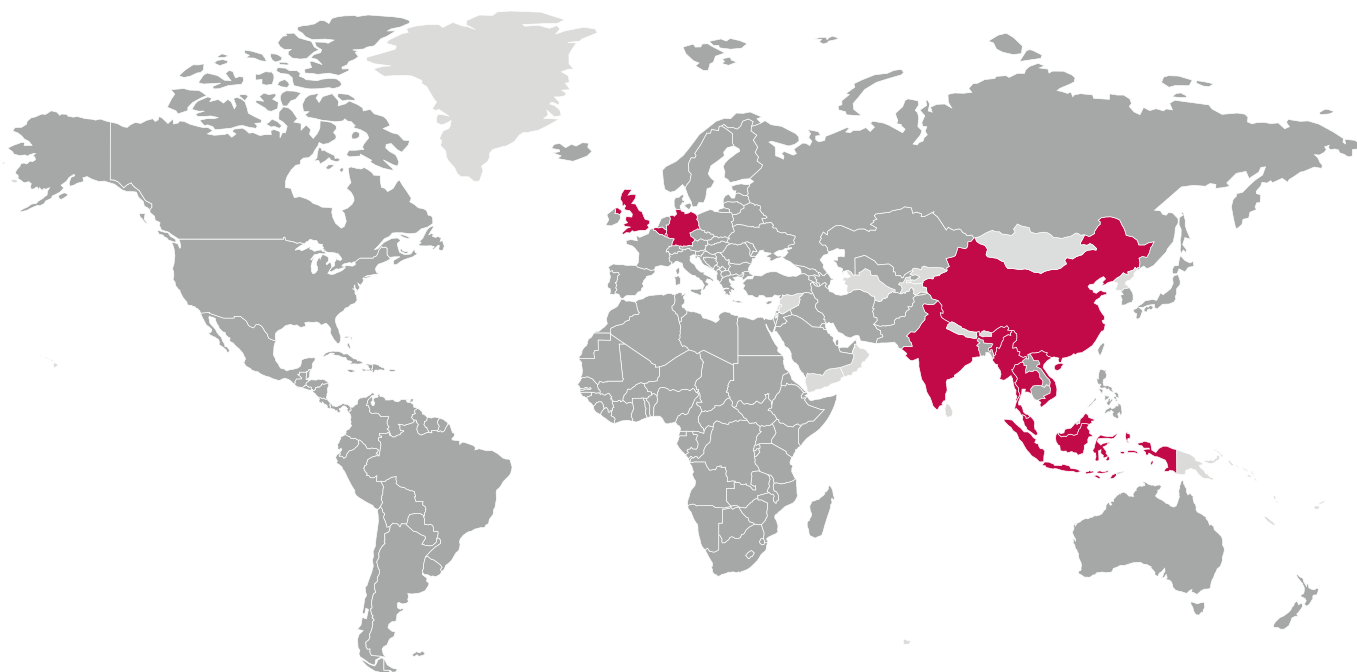
unyer has an exclusive approach and only accepts one member firm from each market. unyer members offer its clients full services across all jurisdictions with a compelling industry focus. The organisation has an annual turnover of more than EUR 650 million and includes over 2,550 lawyers and advisors 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



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), 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	

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

Digitalisation

The digital revolution is well under way. In a highly competitive market new business models are always being developed and existing processes are continually being challenged. Groups, medium-sized businesses and start-ups are all looking for the best possible ways to position themselves in this environment. In this way, new, innovative forms of cooperation are constantly being created. This revolution is being driven by numerous recent technological developments: cloud computing, digital platforms, Big Data and artificial intelligence, the Internet of Things and blockchain technology.

Luther advises on all legal topics relating to digital business models, agile architectures and technical levers. Our team provides support in all phases of the necessary transformation processes within the company, the law firm or the group, from strategic dialogue to conceptual work and the realignment of value chains, also including the subsequent change process. When providing advice, the Luther team also considers relevant topics and changes in commercial and distribution, employment, IT and data protection law.



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”.



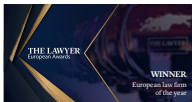
The Legal 500

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.

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For reasons of better legibility, the simultaneous use of gender-specific language forms is dispensed with. Corresponding terms apply in principle to all genders in the sense of equal treatment. The abbreviated form of language has editorial reasons and does not imply any valuation.

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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

www.luther-services.com

