

registration and shipbuilding contracts. Nikolai Frhr. Von Teuffel is an authority on shipping law, and heads the practice in Hamburg.

Demonstrating capabilities in a range of multi-modal transport matters, the transport practice at **Heuking Kühn Lüer Wojtek** specialises in preparing transport and logistics agreements. The practice, headed by Ulrich Wittkopp, offers capabilities in arbitration and mediation for transport and logistics companies.

Unique to **REMÉ Rechtsanwälte** is its specialisation on pilotage law. Beyond this niche, the firm advises on a variety of maritime law matters, some of which include construction, commissioning and the purchase and sale of ships. The team's lawyers are skilled in arbitration, and handle many cases in relation to collisions. Hartmut von Brevern remains a leading partner.

## Media, entertainment and press

This section picks out the leading firms in the German media sector. Please note that both tables – focusing on entertainment (movies, TV, radio and music) and publishing respectively – include advice on copyright matters in the relevant sectors.

### Media

#### Entertainment

'Top of the market', **Brehm & v. Moers'** broad and extended practice fields lawyers that specialise in various fields of media law, including video games and TV and film financing, one recent example being a TV adaptation of a series of Rosamunde Pilcher novels. This breadth of experience sets the firm apart from most others in the market; interestingly, the practice attracts work from talent as well as corporates. Well-known partner Wolfgang Brehm heads up the media department, and is described variously as 'outstanding' and 'the leading name in the movie business'. Stefan von Moers also commands an excellent reputation. In 2007, the firm was instructed to act on several German and European big-budget film projects, while in a film deal that drew on the firm's strength in the sporting arena, it acted on Project Gold, a movie about the German team winning the Handball World Cup. The comparably small firm has offices in Berlin, Frankfurt, Hamburg and Munich, as well as close relationships with several law firms in key entertainment centres such as Los Angeles, New York, London and Paris.

Clients praise **Nörr Stiefenhofer Lutz's** media practice for 'combining legal advice and knowledge

## MEDIA Entertainment

**BREHM & V. MOERS**

**NÖRR STIEFENHOFER LUTZ** ◊

**SCHWARZ KELWING WICKE WESTPFAHL** ◊

**Clifford Chance**

**Freshfields Bruckhaus Deringer**

**Hogan & Hartson Raue LLP** ◊

**McDermott Will & Emery Rechtsanwälte**

**Steuerberater LLP** ◊

**Poll Straßer Ventroni Feyock & Partner**

**Unverzagt – von Have**

**Boehmert & Boehmert**

**CMS Hasche Sigle** ◊

**Hertin Anwaltssozietät**

**Lausen Rechtsanwälte**

**Lichte Rechtsanwälte**

**Linklaters LLP** ◊

**Lovells LLP**

**Taylor Wessing** ◊

**White & Case LLP**

Firms are listed A-Z in tiers

◊ Indicates firm displays contact details at the end of this chapter

with an effective structure of lobbying', while also enthusing that 'response times, efficiency and industry knowledge are just perfect'. Among the team, clients praise Johannes Kreile as 'one of the most distinguished media lawyers in Germany' whose 'level of service is perfect', while the 'extremely qualified' Christian Pleister is recommended for copyright advice that focuses on solving clients' problems 'in a psychological as well as financial way'. Pleister is furthermore 'constantly aware of the larger context and its implications' and 'is not afraid of doing unpopular things'. Martha Köhnke also impresses clients, while Berlin-based media-sector M&A specialist Alexander Ritvay, who advised KKR/Permira on the €3.1bn purchase of a majority stake in ProSiebenSat.1 Media, is admired too. Long-standing client ORF1 and ORF2 recently instructed the firm on the cable feed-in in Baden-Württemberg, while contentious work included representation of VG Wort and ProSiebenSat.1, the latter in youth protection proceedings. SES Astra, Gema, and the Discovery Group are among the client base.

**Schwarz Kelwing Wicke Westpfahl's** large team is best known for its work in the area of film and TV production, as well as increasing its activity in new areas such as IPTV. The presence of Mathias Schwarz, described as 'the best copyright lawyer in Germany', is a key draw, and clients also recommend Christoph Haesner and Andreas Peschel-Mehner; all three are based in the firm's strong Munich office. Clients include EOS Entertainment, DZ Bank, Granada Television, the barefoot film (with Til Schweiger), Blue

Eyes Fiction, NDF Neue Deutsche Filmgesellschaft and Studio Babelsberg on transactions, as well as various other TV stations, independent producers and well-known individuals in film and TV. In addition to Schwarz, the firm's celebrated copyright practice benefits from the presence of Munich-based Konstantin Wegner, which this year advised Constantin Film, Bavaria Film and Ravensburger on copyright matters. The firm saw a new partner arrival at its Berlin office when Eberhard Kromer moved over from **Sasse & Partner**.

**Clifford Chance's** media practice has an unsurprisingly strong transaction and finance focus, which gives the firm access to numerous clients in the banking sector that instruct the firm frequently in connection with major media transactions. For example, this year the firm advised a syndicate led by Mediaset in connection with its acquisition of 75% of Endemol from Telefonica, and acted for Springer Science & Business Media on the sale of its B2B construction division. Part of the team that provided advice in the latter deal was Marc Besen, who clients describe as 'very efficient and commercially minded', and as someone who 'always keeps the broad picture in mind'. Bernd Meyer-Witting and Claudia Milbradt are also well known. Film and TV rights-related matters, copyright and licensing (where Summit Entertainment is a recent client) are among the practice's key strengths, while geographically its Frankfurt and Düsseldorf offices stand out.

**Freshfields Bruckhaus Deringer** restructured its practice in 2007; Cologne-based Norbert Nolte now heads up the TMT department. Thomas Tschentscher is frequently recommended, and kept a high profile in 2007 through advice to Arena Sport Rechte und Marketing (Unity Media Group) on setting up a TV channel and distribution platform after the acquisition of the German Football League rights, and to KKR/Permira and SBS Broadcasting Europe on the takeover of ProSiebenSat.1 and its subsequent restructuring. Klaus Beucher, the global head of the firm's IP/IT practice group, was mainly recognised in 2007 for his advice to RTL Group on the intended takeover of a Polish TV broadcaster; he also advised RTL Hrvatska regarding a DTH platform. The practice's other clients include RTL II, Columbia Pictures, Sony Computer and Sony Pictures, the latter of which the firm is advising on copyright matters.

**Hogan & Hartson Raue LLP** is considered 'excellent' for film, entertainment and broadcasting matters. The key figure is Christoph Raue, who advised PubliGroupe on the joint acquisition of Zanox.de (PubliGroupe and Axel Springer jointly acquired the company in a large Web 2.0 transaction). Also recommended are Jan Hegemann and Peter Raue, who advised production company Zeitsprung in proceedings regarding the television broadcast of the film 'Only One Pill'. Twentieth-Century Fox and The Walt Disney Company also received advice in relation to media investments in Germany this year; the firm also advised the Disney



Channel on IPTV distribution matters and acted for the NRJ Group regarding radio licensing, mobile TV, and DVB-H. Other clients include ProSiebenSat.1 Media, Axel Springer and Ullstein.

**McDermott Will & Emery Rechtsanwälte Steuerberater LLP's** 'excellent' head of department Ralf Weisser is praised for his 'strong knowledge' of broadcast law. The firm mainly represents clients in the cable and satellite TV, media, and broadcasting industries, attracting big-name clients such as EM.TV AG/EM.Entertainment, RTL and RTL II, the latter on TV production agreements for *Big Brother*. Among recent highlights, Weisser advised Deutsche Telekom and its French subsidiary in connection with movie licensing agreements with major US film studios, and acted for an IPTV service provider on copyright matters and in connection with broadcasting law obligations for platform operators. Two major mobile operators also instructed the firm in connection with mobile television services, which made up a big part of the practice's workload this year.

**Poll Straßer Ventroni Feyock & Partner** has a strong copyright practice that advises clients such as Deutsche Telekom, Anschutz Entertainment, RTL II, Société Générale and BVV-Bundesverband Audiovisuelle Medien/Hamburg. Specialising in digital media and the film industry (and especially international film financing), the practice's recommended lawyers are Günter Poll and Stefan Ventroni, who are active in the film, radio and entertainment sectors and in music copyright. Günter Poll is meanwhile recognised as an expert in media copyright matters, where he has represented the news-broadcasting corporation EuroNews for many years and is the adviser of choice for a number of IT corporations, film production companies and international sports associations. The firm also acted for T-Mobile this year in relation to ringtone-related copyright matters.

At **Unverzag - von Have**, clients praise 'outstanding media lawyer' Ralph Oliver Graef, considering him to be a 'superb negotiator' who is 'very well connected in the entertainment industry'. The team as a whole impresses clients with 'very short response times' and 'excellent litigation skills', while 'the Anglo-American legal background' is an added attraction. Harro van Have and Kai May are also recommended. Eight partners in Hamburg and one in Berlin have a focus in the film and TV sector, where the team has advised a number of big-name clients for some years, including Commerzbank (on film financing matters) and Studio Canal Image (on international film production). Studio Babelsberg, Constantin Film and Senator Film are among other film-sector clients. In the TV sector the client list reads like a who's-who of TV channels, and includes RTL, Sat.1, BBC Worldwide Germany, ORF Wien, Viva TV, Vox TV and RTL Enterprises. The firm has begun developing its presence in Cologne with the addition of one new media lawyer.

## OTHER RECOMMENDED FIRMS

**Beiten Burkhardt** ♦

**Damm & Mann**

**Gleiss Lutz** ♦

**Kornmeier Kollegen Rechtsanwälte**

**Scheuermann Westerhoff Strittmatter**

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**Boehmert & Boehmert** advises on all aspects of copyright law across key media sectors, while anti-piracy and internet-related issues are areas of specialism, where several major US film studios provide a steady stream of work. The firm's representation of talent is another interesting facet; this part of the practice is handled by of counsel Wilhelm Nordemann. His sons, Axel and Jan Nordemann, as well as Christian Czychowski and Martin Schäfer, are all recommended for their work in the film and music industries, where they represent major film, music, and entertainment companies as well as musicians and music labels. Martin Schäfer, an ex-vice president and legal counsel of the Bertelsmann Music Group, meanwhile brings in-house experience to the table.

**CMS Hasche Sigle** accomplished a coup this year by hiring Thomas Summerer, the former general counsel of DFL Deutsche Fußball GmbH; the move significantly strengthened the firm's profile in the area and was widely noticed in the market. The additional presence of Michael Fricke, described as 'skilled, and knowledgeable in various matters' as well as 'judicious and experienced', is a further attraction. The firm recently advised Vodafone on the establishment of a video-on-demand platform, and acted for the Federal German Film Board FFA regarding the amendment to the Film Promotion Act. The firm also provides media regulatory advice to Deutsche Telekom, Premiere, ProSiebenSat.1 and Accenture, while the European Commission and several film studios are also among the firm's clients.

Paul Hertin is the main attraction at **Hertin Anwaltssozietät**, drawing client praise thanks to his 'excellent reputation and outstanding knowledge of the music sector'. The team's service in the sector is 'optimum', displays 'very sound industry knowledge' and 'stands out as exceptional'; it is furthermore 'best value for money'. The firm, which boasts a strong copyright practice, has continued working on contract negotiations in the entertainment sector, while its representation of artists is typified by Hertin's advice to author Günter Grass, as well as advice to artists such as Alphaville, Maike von Bremen and Marco Schreyll. Some personnel changes this year saw Oliver Spieker move to **GÖRG Partnerschaft von Rechtsanwälten**, but Urs Verweyen join the firm from McKinsey & Company.

**Lausen Rechtsanwälte's** Matthias Lausen is considered to be 'top of the market' for copyright matters, and overall perceived as being 'excellent'. As well as copyright work, the firm is also a good choice for new media, IT, telecommunications and internet matters, where Martin Schippan is recommended. The firm has a solid reputation for piracy issues too, GEMA instructing it this year in connection with internet piracy issues against platforms such as Youtube or MySpace. The comparably small practice nevertheless works for several large clients such as WDR Media, to which the firm provides ongoing advice on music and licensing matters. The firm also acts for numerous private and public broadcasting corporations, production companies and licence dealers in the film industry.

Boutique operation **Lichte Rechtsanwälte** is noted for its 'outstanding' expertise in copyright and music-sector matters, where Walter Lichte is considered to be one of the leading figures. Musicians and music producers such as Rammstein and Peter Dinklage, as well as TV personalities like Tim Mälzer and Verona Pooth, make up a big part of the client base, as do film producers and agencies such as Jung von Matt. Based in Hamburg, the firm has a particularly good reputation in northern Germany.

As **Linklaters LLP's** media practice focuses on finance and transaction-related matters, principally from Berlin and, increasingly, Munich, the closure of the Cologne office (and the resulting departure of Gert Dittert) has not had as great an effect as might be expected. Headed by Stefan Lütje in Munich, the practice advised ProSiebenSat.1 Media on the secondary buyout by KKR/Permira, as well as the German government in connection with the introduction of the new Film Subsidy DFFF. Among the firm's clients are Paramount Pictures, MTV Networks and SES Astra, the latter of which turned to the firm for advice on the planned establishment of a digital satellite infrastructure in Germany, as well as on EU merger control proceedings concerning a joint venture with Eutelsat.

**Lovells LLP** strengthened its Frankfurt office, as well as its ability to handle media transactions, this year by hiring Wolfgang Hess from **Simmons & Simmons**. Hess, along with Christine Jury-Fischer, formerly an in-house lawyer at ProSiebenSat.1 Media, and recommended lawyer Andreas Bothe display strong media expertise. The core of the entertainment group remains in Hamburg. The firm has provided ongoing advice to ProSiebenSat.1 Media on broadcasting rights, sports marketing and copyright, while a recent highlight saw the firm act for Konami on the marketing of the German Football Bundesliga.

Respected lawyer Martin van Albrecht left **Taylor Wessing** this year, although the decent reputation of the Hamburg and Berlin teams mean that his loss is not seen as significantly detrimental. Hamburg-based Andreas Meissner is a regular choice for entertainment industry clients seeking