



Audience in the Law Society



Dr Hermann Knott



## REGION UK

### LONDON CONFERENCE: M&A TRANSACTIONS INVOLVING GERMAN MITTELSTAND COMPANIES - SECURING GROWTH AND CONTINUITY

On February 4th 2016, the British Chamber of Commerce in Germany and its sustaining member Luther law firm welcomed about 80 members and guests of the BCCG to the conference titled: "M&A Transactions involving German Mittelstand companies – Securing growth and continuity". Held at the Law Society in London, the event featured an outstanding line-up of speakers.

Dr Stefan Kraus, honorary legal advisor of the British Chamber of Commerce in Germany and partner of Luther law firm and Dr Kordasch, representative of the German Embassy in London, welcomed the audience and the speakers, and gave a brief overview of the topics to be discussed during the conference.

They pointed out the unique character of the German Mittelstand business and emphasised its leading position and importance for the world economy. These companies, however, are not just important internationally; without them Germany's economy would not function as it does.

Dr Kraus and Dr Kordasch then welcomed Professor Dr Sabine Rau as the keynote speaker of the conference. As a Professor of entrepreneurship and family business at King's College London and herself being a member of a well-known German business family, Professor Dr Rau was the ideal person to give the audience an inside view of the structure and perspective of Mittelstand companies. She provided a further understanding of the success story of this very German kind of business. Professor Dr

## ANNOUNCEMENTS

### REGIONAL COMMITTEE UK

The UK Regional Committee was reformed in July 2015 and is now headed by Christian Kiock as chairman and York-Alexander von Massenbach as co-chairman. A number of new members have been added to the Regional Committee since then and further BCCG members have already expressed an interest in contributing to the committee's work. The new Regional Committee has worked hard to organise several interesting events (among others, one about the German "Mittelstand" and one about a potential Brexit). At the same time great emphasis has also been put on finding new members in the UK for BCCG membership, and to help grow the BCCG network in the UK.

Christian Kiock, Regional Chairman UK  
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Alexander Altmann, Chairman Christian Kiock, Co-Chairman York-Alexander von Massenbach and Dr Stefan Kraus, Honorary Legal Advisor (Carsten Rumberg missing)



Prof Dr Sabine Rau, Dr Thomas Kuhnle, Dr Henneke Lütgerath and Ralph Betz



Prof Dr Sabine Rau, King's College London

Rau outlined that since Mittelstand businesses are largely equivalent to family businesses, investors have to deal with other circumstances than those relating to large stock companies. For example, a family company follows a mixture of economic and non-economic goals, such as family obligations, harmony and reputation. According to Professor Dr Rau, these specific family business' characteristics are important to keep in mind as an investor.

The keynote was followed by the panel discussion. The discussion was moderated by Dr Hermann Knott, partner of Luther law firm. The panel of illustrious speakers included Dr Henneke Lütgerath, partner of M.M. Warburg & CO, Ralph Betz of EQT Credit, Professor Dr Sabine Rau from King's College London, and Dr Thomas Kuhnle, partner

of Luther law firm. The experts discussed in which way German Mittelstand companies are attractive to financial investors and pointed out the specific needs of these companies. Apart from potential contract and agreement issues between investors and the companies, they discussed which kind of financial investors are able to contribute to the growth and functionality of such businesses. Following the speakers' remarks, Dr Knott invited the audience to take part in a discussion. A lively conversation continued between speakers and guests throughout the reception that followed.

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## UK REGION, BRISTOL

Kai von Pahlen, a lawyer at DAC Beachcroft, has launched a new branch of the British Chamber of Commerce in Germany (BCCG) at an event held at the international firm's Bristol office. A litigation lawyer who was born in Germany, Mr von Pahlen has been meeting with other Bristol professionals, as well as Business West (which includes the Chambers of Commerce for both Bristol and Bath) with a view to working together on events covering the German market in Bristol and establishing a local branch of BCCG to promote British-German trade.

The official launch of BCCG in Bristol is scheduled to take place on 18 April and has already generated significant interest. A host of distinguished professionals and local entrepreneurs are set to appear.

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