

Dr. Michael Malterer

Partner



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Munich

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Overview

Dr. Michael Malterer is a Corporate and M&A partner in the Munich office of Dentons. Michael is a global automotive expert and car enthusiast, focusing on transactions and strategic commercial work in the automotive and related manufacturing sectors in Europe, co-leading the automotive and manufacturing groups of Dentons in Germany and Europe. Michael advises clients on all aspects of connectivity, autonomous driving technology, sharing, and electrified driving. Michael is a member of our group working on autonomous driving, and frequently participates in all major automotive conferences. Michael presents regularly at conferences in Europe and China on developments in the automotive sector. Michael has a deep technical understanding of producing cars and the interaction of the industry with new technologies. Michael qualified in 1999, provide advice to automotive companies for more than 15 years. Michael graduated from the University of Regensburg (law degree, 1996; Dr. jur. 1999) and was admitted as a lawyer (Rechtsanwalt) in Munich, Germany, in 1999.

Experience

- **Premium Manufacturer:** Advising on autonomous driving Level 4 in Germany and California / US, and on Level 3 in Europe and East Coast USA and Asia, Australia.
- **Premium Manufacturer:** Advising on a Truck business project, a car sharing project and the set-up of Knowhow Management System.
- **Japanese Manufacturer:** Advising on type approvals, ISO, sampling requirements, certification in Germany, Europe, Australia, Asia.
- **Battery producers:** Advising on supply and technology development agreements, recycling, import questions, GB/T Labelling China.
- **Schramm Coatings:** Advising on the acquisition of German International Coatings Producer Schramm on behalf of Korean investors, followed by an IPO in Hong Kong (the first of a German company), with add-on acquisitions in China and other countries, including Auction Sale Public Takeover (AkzoNobel) on the Hong Kong stock exchange, Squeeze-out (according to German laws and Hong Kong listing rules) and Handling of Post Squeeze-out Litigation in Germany.

- **Solera Holdings:** Advising the US stock listed company Solera Holdings on various acquisitions in Europe; advise the group companies including Audatex and CAP on various annuity issues.
- **Norwegian aluminium company:** Advising a global production, sales and trading business on the sale of a German aluminium alloy extrusion billet producer to a Munich Private Equity Company.
- **German tool manufacturer:** Advising the owners of a German SME on selling the business to a Chinese competitor.
- **German automotive supplier:** Advising on conversion into a Societa Europea (SE) and moderating renegotiation between family owners and Private Equity Company (2015).
- **German car producer:** Advising on the strategic trade-sale of a majority stake in its subsidiary IT consultancy group to a Japanese telecommunication company.
- **Indian automotive supplier:** Advising on acquisition of substantially all of the global rear view mirror assets of a German/ UK company.
- **Saudi technology and construction company:** Advising a Saudi investor group on the proposed acquisition of Schwing Stetter concrete construction technology trucks and machines.
- **HypoVereinsbank:** Advising on the carve-out and Sale of the Institutional Real Estate Asset Management Business from HypoVereinsbank to Invesco Real Estate.
- **Korean conglomerate:** Advising a Korean conglomerate on the corporate restructuring of its European business.
- **Korean technology and construction company:** Advising on the US\$4 billion acquisition of a US competitor.
- **Korean technology conglomerate:** Advising on commercial work in context of deliveries of displays to Continental, BMW, Audi, Daimler, Bosch; including compliance training.
- **Private Equity companies:** Advising on distribution of cars of a German premium car producer in Turkey, on two investments with specific investigation needs and on product recall issues in automotive industry.
- **Corporate Clients:** Advising various corporate clients in M&A projects with desktop research and ABC and compliance due diligence on country risk, transaction risk, market & business risk and organizational risk, and scaling and tailoring of such exercise, including decisions on go or break-up of such transaction.
- **Global retail business:** Advising a major German retailer on compliance strategy for market entry in new countries.
- **Steel company:** Advising on the design, implementation and improvement of its global anti-corruption program, with investigations, gifts & entertainment and third party due diligence.
- **German industrial business:** Advising on international anti-corruption issues and evaluating investigations results from the SEC investigation.
- **Korean aerospace and defense business:** Advising on the handling of certain criminal exposure and implications from EU and US sanctions.
- **Content delivery network services and Software and IT technology companies:** Advising of world market leading companies on annuity business in Europe, contracts and compliance.

Recognition

The Legal 500 EMEA in 2011 reports “The ‘excellent’ Michael Malterer ‘makes things happen’”, in 2010 that “Michael Malterer has a ‘great attitude towards his clients’ and the team’s ‘timeliness and quality of advice is first rate’,” and previously described Michael Malterer as “responsive and effective” and “knowing what clients want.” J UVE

Handbook German Commercial Law Firms describes him as leading a “centre for German Asian mandates,” part of a “powerful team of younger partners” and he has been mentioned as “often recommended” for various categories. *Best Lawyers 2019* recognizes Michael as a leading lawyer for “Mergers and Acquisitions Law.”

Insights

- “The Rise of the Smart Grid,” *Monthly M&A NEWS* and more, 2016
- Upcoming: From “Baksheesh” to Bribery: Examining the Global Fight against Corruption and Graft, report on Germany, to be published in 2016/2017
- Various commentaries to books and articles, *Beck Newsdienst*, 2013-2015
- “Britisches Strafrecht verschärft Compliance Unsicherheit,” *Börsenzeitung*, 2011
- “Unternehmen brauchen Legal Compliance Audits,” *Platow Recht*, 2009
- “Frisches Geld aus Hong Kong,” *Finance*, 2010
- “Pioneer Listings,” *Business Forum China*, 2010
- “German Corporates at the Hong Kong Stock Exchange,” *Corporate Finance*, 2010
- “Börsengang in Hong Kong,” *Going Public*, 2010
- “Lord Woolf’s Access to Justice,” *Studien zur Rechtswissenschaft*, 1999
- “Streitverkündung/ selbständiges Beweisverfahren, Anm. Gottwald/ Malterer,” *Juristen Zeitung*, 1998

Activities and Affiliations

Presentations

- “Importance of Anti-Corruption and Bribery Due Diligence in M&A projects,” Compliance seminar for in-house counsels together with Korean law firm Bae, Kim & Lee at the COEX in Seoul, 2014
- “Korruption und Prävention im Auslandsgeschäft,” IHK Schwaben, Augsburg, 2013; Korruption und Prävention im Auslandsgeschäft, IHK Schwaben, Augsburg, 2011
- “Börsengang Hong Kong, Invest Hong Kong,” Stuttgart, 2014; Börsengang Hong Kong, Österreichisches Honorarkonsulat, Stuttgart, 2012

Memberships

- Member, Working Group Compliance at European Business School, Law School, Wiesbaden; including representing sponsor of EBS Law School in the advisory board for the center of compliance, Prof. Dr. Michael Nietsch
- Member, German-Asia Pacific Business Association
- Member, Munich Compliance Circle, 2011-2013

Prior and Present Employment

- Partner, Dentons, 2016 to date
- Partner, Norton Rose Fulbright, 2004-2016

- Associate, Norton Rose Fulbright, 2001-2004
- Associate, Schmidt-Sibeth Heisse Weisskopf, 1999-2001

Areas of focus

Practices

- Corporate
- Corporate in Germany
- Securitizations
- Mergers and Acquisitions
- Corporate Governance
- Compliance
- Capital Markets
- Capital Markets in Germany

Industry sectors

- Communications
- Life Sciences and Health Care
- Automotive
- Technology
- Automotive in Germany
- Autonomous Vehicles

Education

- 2002, Special examination in tax laws
- University of Regensburg, 1998, Dr. iur.
- Legal clerkship, 1997-1999, Regensburg
- University of Regensburg, 1996, Legal studies

Admissions and qualifications

- Admitted to the bar, Germany, 1999

Languages

- English
- German