



LEADERS LEAGUE

présente

EBA

# Endrös-Baum Associés

Avocats / Rechtsanwälte

**LEADERS LEAGUE**  
Intelligence Report & Directory Series

2017-2018 EDITION

## LITIGATION & COMPETITION

COMMERCIAL & CORPORATE LITIGATION - CIVIL LITIGATION - FINANCE LITIGATION  
ANTITRUST & COMPETITION - LITIGATION SUPPORT

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Extract from the report  
Litigation & Competition 2018

## INDUSTRIAL RISK & INSURANCE LITIGATION

France Best Law Firms

The firms are listed alphabetically within each band

| FIRM                                      | LEADING PARTNERS   |
|---|--|
| <b>LEADING</b>                            |  |
| <b>1</b>                                  |  |
| <b>HMN &amp; Partners</b>                 | S. Xerri-Hanote, J. Vogel, B. Mettetal, S. Ndiaye, G. Honig, C. Wucher-North, V. Rostan d'Ancezune     |
| <b>Holman Fenwick Willan</b>              | Guillaume Brajeux, Pierre-Olivier Leblanc, Olivier Purcell   |
| <b>2</b>                                  |  |
| <b>Clyde &amp; Co</b>                     | G. Rostain, Y. Samothrakis, R. Lopin, M. Casati-Ollier, D. Méheut, E. Diamantis, D. Brown, A.-I. Torti |
| <b>Kennedys</b>                           | Christian Bouckaert, Aurélie Cadain, Alexis Valençon, Nicolas Bouckaert                                |
| <b>Moureu Associés</b>                    | Patrick Moureu, Xavier Lebrasseur, Philippe El Fadl, Stéphanie Luttringer                              |
| <b>Ormen Passemard-Orpa Legal</b>         | Rémi Passemard, Pascal Ormen   |
| <b>Raffin &amp; Associés</b>              | M. Patrimonio, S. Launey, L. Cazelles, C. Mauduy-Dolfi, C. Raffin-Patrimonio, P. Le Touarain-Laillet   |
| <b>Soulié &amp; Coste-Floret</b>          | Jean-Marie Coste-Floret, Mohamed Zohair, Emmanuelle Lutfalla, Isabelle Allemand, Amélia Brault         |
| <b>EXCELLENT</b>                          |  |
| <b>1</b>                                  |  |
| <b>BFPL Avocats</b>                       | Arnault Buisson-Fizellier, Christophe Pech de Laclause, François Berbinau                              |
| <b>Carakters</b>                          | Xavier Marchand  |
| <b>Delrue Boyer Gadot</b>                 | Étienne Boyer, Jean-François Delrue, Alexandre Gadot   |
| <b>EBA Endrös-Baum Associés</b>           | <b>Florian Endrös, Marguerite de Vaublanc, Myriam Bennaïm, Céline Lustin-Le Core, Muriel Mazaud</b>    |
| <b>H&amp;A Hascoët &amp; Associés</b>     | François Hascoët, Pierre-Étienne Kuehn, François-Genêt Kiener, Catherine Dupuy                         |
| <b>HW&amp;H</b>                           | Dominique Heintz, Michel Wolfer, Béatrice Deshayes   |
| <b>PHPG</b>                               | Françoise Hecquet, Jean-Baptiste Payet-Godel, Jean-Marie Prael   |
| <b>2</b>                                  |  |
| <b>Adrien Avocats</b>                     | Christophe Adrien, Florent Salesses, Florent Schapira, Lorraine Duzer                                  |
| <b>Altana</b>                             | Christophe Lapp, Guillaume Forbin, Louis des Cars, Julien Balensi, François Muller                     |
| <b>Beldev</b>                             | Michel Bellaïche, Emmanuelle Devin, Carine Détré, Louise Fourcade                                      |
| <b>Dizier &amp; Associés</b>              | Arnaud Dizier  |
| <b>DWF</b>                                | Romain Dupeyré   |
| <b>Gide</b>                               | Richard Ghuelldre, Aurélien Boulanger, Capucine Bernier  |
| <b>Grenier Avocats</b>                    | Patrice Grenier  |
| <b>Hogan Lovells</b>                      | Cécile Derycke, Christine Gateau, Thomas Rouhette  |
| <b>Lambard &amp; Associés</b>             | Nathanaël Rochard, Fabrice Hagège, Laurence Maillard, Christian Lambard, Nicole Jami                   |
| <b>LMT Avocats</b>                        | Christian Connor, Alexandre Gruber   |
| <b>LPA-CGR Avocats</b>                    | Gilles Gassenbach, Alexia Eskinazi, Arnaud Molinier  |
| <b>Mussat &amp; Landault</b>              | Jean-Marc Landault, Patrick Mussat   |
| <b>Ngo Jung &amp; Partners</b>            | Gérard Ngo, Pierre Jung, Grégory Lévy, Philippe Bernard  |
| <b>Simmons &amp; Simmons</b>              | Jacques-Antoine Robert, Alexandre Regniault, Étienne Kowalski  |
| <b>Squire Patton Boggs</b>                | Valérie Ravit, Carole Sportes  |
| <b>Trillat &amp; Associés</b>             | Pascal Trillat   |
| <b>HIGHLY RECOMMENDED</b>                 |  |
| <b>1</b>                                  |  |
| <b>Allen &amp; Overy</b>                  | Erwan Poisson, Denis Chemla  |
| <b>August Debouzy</b>                     | Alexandra Cohen Jonathan, Marie Danis, Morgane Boucher, Aude Vandenbroucq                              |
| <b>Bernards</b>                           | Thierry Bernard  |
| <b>Bird &amp; Bird</b>                    | Marion Barbier   |
| <b>BJMR</b>                               | Juliette Ribeiro, Bertrand Joliff  |
| <b>Boivin &amp; Associés</b>              | Jean-Pierre Boivin, Frédéric Defradas, Manuel Pennaforte, Steve Hercé, Malik Memloul                   |
| <b>Comolet Mandin &amp; Associés</b>      | Gilbert Comolet, Jean-Marc Zanati, Amélie Chiffert, Marylise Comolet, Éric Mandin, Stanislas Comolet   |
| <b>Courrégé Foreman</b>                   | Mauricia Courrégé, Simon Foreman   |
| <b>Dentons</b>                            | S. Hotellier A. Chardeau, P. Poupelin, P. Lévêque, C. Sèvere, F. Meslay-Caloni, M. Simonet             |
| <b>Évelyne Naba &amp; Associés</b>        | Jérôme Grandmaire, Delphine Aberlen, Emmanuelle Bock, Évelyne Naba                                     |
| <b>Fizellier &amp; Associés</b>           | Patrick Fizellier  |
| <b>Houle</b>                              | Yanick Houle   |
| <b>Karila &amp; Associés</b>              | Laurent Karila, Jean-Pierre Karila   |
| <b>Normand &amp; Associés</b>             | Ralph Boussier, Gilles Cariou, Charlotte Cret, Juliette Barré, Pascal Paillard                         |
| <b>Paetzold Avocats</b>                   | Stephan Paetzold   |
| <b>Reed Smith</b>                         | Benoît Charot, Marie Albertini   |
| <b>Rieuneau Avocats</b>                   | Sylvain Rieuneau, Charlotte Machtou, Maud Chamoux  |
| <b>Rome Associés</b>                      | Juliette Mel, Arnaud Rogel   |
| <b>Simon Associés</b>                     | Simone-Claire Chetivau, Joachim Bernier  |
| <b>Stephenson Harwood</b>                 | Barthélemy Cousin, Nicolas Demigneux   |
| <b>2</b>                                  |  |
| <b>Amadio Parleani Gazagnes</b>           | Gilbert Parleani, Jean-Marie Gazagnes  |
| <b>Baro Alto</b>                          | Géraldine Brasier Porterie   |
| <b>Boken</b>                              | Franck Poindessault  |
| <b>Cabinet Cavoizy</b>                    | Renaud Cavoizy   |
| <b>Cornet Vincent Segurel</b>             | Cécile Létang, Alban Pousset-Bougère   |
| <b>De Gaulle Fleurance &amp; Associés</b> | Béatrice Fleuris   |
| <b>DLA Piper</b>                          | Vonnick Le Guillou, Bruce Mee  |
| <b>DS Avocats</b>                         | Yvon Martinet, Patricia Savin, Patricia Cuba-Sichler, Arnaud Constant                                  |
| <b>Eversheds Sutherland</b>               | Frédérique de la Chapelle, Rémi Kleiman  |
| <b>Frêche &amp; Associés</b>              | Alain Frêche, Julien Lampe, Thomas Grancher, Emmanuelle Morvan, Hugues Vignon                          |

# “Our clients are industrial groups and insurance companies with interests in France and Germany”



Interview with

**FLORIAN ENDRÖS**  
Founding Partner,  
**ENDRÖS-BAUM ASSOCIÉS**

**Leaders League.** EBA Endrös-Baum Associés is a Franco-German law firm. Where does this union originate from?

The firm was initially created in 1997, its Franco-German orientation being a natural consequence of the fact that I had a double university degree from France and Germany and practiced as a lawyer admitted in both countries. As a German national, I deliberately chose France, and more particularly Paris, as a location for my firm, this choice reflecting my commitment to the European idea. I was one of the first Erasmus students, which explains my strongly-marked European orientation and my motivation to contribute to the communication between the various legal systems. The guiding idea of the newly-founded law firm was fostering exchange and cooperation between actors of the French and German industrial sectors, by using the law and its instruments to establish a communication between spheres which do not necessarily have much in common. Later, in 2007, I initiated a spin-off from the initial firm, thus creating, together with three partners, Muriel Mazaud, Marguerite de Vaublanc and Myriam Bennaim, the firm in its current form, with the purpose of modernising it and turning it into a resolutely consistent, agile and responsive structure. Since 2007 and in order to underline the cross-border competence of our

firm, two bilingual partners enforced our team, Céline Lustin-Le Core in Paris and Tim Jakobs in the Munich branch office. Currently, we are increasing our presence in Munich and on the German market. On a more personal level and to be in harmony with my experience as a go-between in language, culture and law, I recently acquired the French nationality and became a French/German bi-national.

**On which areas has the firm based its growth?**

Our firm is dedicated to industry, its practice areas covering all aspects related to this field, such as product safety and liability, construction of energy plants, contract negotiation and management of contractual risks, insurance law, particularly dealing with cross-border issues.

**Could you describe your client base?**

Our clients are international or national industrial groups and insurance companies with interests in France and Germany. We assist our clients on issues such as contract negotiations or regulatory questions, as well as in litigation matters, notably appraisal proceedings. We are committed to offer our clients the necessary support allowing them to conduct business transactions and legal proceedings as free of legal risks as possible or in full knowledge of the risks involved.

**How does the firm address its clients' needs in the context of globalisation?**

The challenges of globalisation have accelerated the firm's modernisation process, particularly with respect to organisational and IT management. We constantly strive to optimise our working practices within different linguistic contexts (French, German, English, i.a.), while pursuing our efforts to facilitate our clients' comprehension, foster communication and advance negotiations. Due to this constant commitment, we have been able to obtain multiple awards, notably in the category "cross-border".

Today, the firm's activities are no longer exclusively centred on Franco-German relations. It also assists companies located abroad and seeking to establish a branch in France, and helps French companies expanding their activity abroad, especially in Germany with the assistance of our branch office in Munich, and notably in other European countries.

In this context, we have developed informal networks with law firms in a number of European countries, particularly in Eastern Europe.

**Is an intercultural approach a key factor in the way you distinguish your firm's services?**

A lawyer's activity is, in a way, concentrated on a strictly national framework, considering that he is of course required to have thorough knowledge of his national law in order to be able to advise his clients from abroad. However, assisting clients from foreign countries also consists in offering them a comprehension of the differences between their own legal system and the French one, anticipating their expectations and working approaches, which can be quite different from what one is used to encounter within a French context. It is therefore essential for a law firm seeking to establish itself and expand internationally to not only bank on legal know-how but also on communication and responsiveness.

**What is your vision of the evolution of your activity?**

For several years now, we have been witnessing the gradual deindustrialisation in France and the glaring lack of investment in industrial enterprises with high potential, which would be worth investing in. To a large extent, this is due to the French tax policy as well as its legal and regulatory environment, which, among companies outside of France, is considered as too risky and uncertain.

Despite these unfavourable conditions, we can pride ourselves in working with French industrial groups asserting themselves on the French market and exporting their success in Europe, as well as with European groups resisting the negative trend and maintaining their activity in France.

In addition, we have created a contact office in Berlin and strongly developed our office in Munich with a highly skilled and experienced team around Marguerite de Vaublanc and Tim Jakobs, to allow French companies to increase their activity in Germany and to face complex litigation.

While remaining committed to the European idea and consolidating its established networks and partnerships, notably in Italy and Eastern Europe, our firm is also exploring new horizons, seeking to establish new network partnerships in order to be able to offer our clients worldwide turn-key services. ♦



**Florian Endrös**



**Muriel Mazaud**



**Marguerite de Vaublanc**



**Myriam Bennaïm**



**Céline Lustin-Le Core**



**Tim Jakobs**

## POSITIONING

EBA Endrös-Baum Associés deals with the questions, problems, projects and visions of international companies with interests in France and in Germany, providing services in a prompt, efficient, purposeful and pragmatic manner, at reasonable costs. Our Franco-German based firm intervenes both as a counselling and litigation firm before French and German jurisdictions as well as before the ICC and other Arbitrations Courts, in the practice areas of industrial risk, plant construction, industrial product liability and safety, health products (pharmaceutical products and medical devices), and the related insurance law.

International companies operating in cross-border business between French, German and English speaking countries often encounter legal and communication difficulties. These may arise from linguistic or cultural differences, or sometimes from substantial differences in law. Detailed knowledge of the foreign legal system and an understanding of linguistic and cultural differences are necessary for efficient dealings with cross border counterparts. This applies also to intra-company communication between parent and subsidiary.

### Practice areas

EBA gives advice and assistance mostly to international companies and insurance companies, in the field of industry and health in different languages (mostly German, French, and English). EBA intervenes in all industry related businesses as supply contracts, plant construction, products safety and product liability regarding industrial products as well as pharmaceutical products and medical devices.

EBA accompanies its clients throughout their life cycle by providing contract coordination as well as claim and litigation handling including alternative dispute resolution (arbitration, mediation and settlement) from the stage of entering into contracts with either public or private entities, through to subcontracts, including all questions of insurance and liability coverage, to the potential claim and litigation handling in cooperation with the insurance. The firm initially based in Paris has developed a strong team based in Munich. EBA Endrös-Baum Associés also practises on a high level in German litigation conforming to German law and gives advice and assistance for companies seeking to develop or to create industrial or insurance business in Germany.

EBA Endrös-Baum Associés has longstanding experience in expertise proceedings involving French court-appointed experts and European party-appointed experts. To ensure advice on a top-level, EBA Endrös-Baum Associés works in close cooperation with highly specialised law-firms in business areas not covered by the firm, such as tax law.

## BUSINESS

- General Business Law:
- Industrial risk
- Construction law and provision of industrial equipment
- Product liability
- Insurance law

## OFFICES

- Galeriestraße 6a  
D-80539 München  
Germany  
Phone: +49 (0) 89 2420785-0  
Fax: +49 (0) 89 2420785-10

## CONTACT

**Florian Endrös**, Founding partner, Avocat, Rechtsanwalt:  
[florian.endros@eba-avocats.com](mailto:florian.endros@eba-avocats.com)

**Muriel Mazaud**, Partner, Avocat: [muriel.mazaud@eba-avocats.com](mailto:muriel.mazaud@eba-avocats.com)

**Marguerite de Vaublanc**, Partner, Avocat (Munich):  
[marguerite.de.vaublanc@eba-avocats.com](mailto:marguerite.de.vaublanc@eba-avocats.com)

**Myriam Bennaïm**, Partner, Avocat: [myriam.bennaïm@eba-avocats.com](mailto:myriam.bennaïm@eba-avocats.com)

**Céline Lustin-Le Core**, Partner, Avocat: [celine.lustin@eba-avocats.com](mailto:celine.lustin@eba-avocats.com)

**Tim Jakobs**, Partner, Rechtsanwalt (Munich): [tim.jakobs@eba-avocats.com](mailto:tim.jakobs@eba-avocats.com)

**Solène Marais**, Avocat

**Christèle Delcamp**, Avocat

**Anke Sprengel**, Avocat, Rechtsanwältin

**Alexandra Berbett**, Avocat

**Jessika da Ponte**, Avocat

**Vuslat Turgut**, Avocat

**Julia Dressel**, Rechtsanwältin (Munich)

**Philippa Sicard**, Avocat

**Jelena Vujovic**, Avocat