



Nordhues & Cie. LLP

Company presentation

Nordhues & Cie. LLP

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Dr Hans-Günther Nordhues

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We are a specialist in international capital-market financing

Market developments

- Clients increasingly prefer personalised advice and support to the anonymous atmosphere of a large law firm.
- There is a demand for investment banking advice outside banks.
- Investors choose their advisers on the basis of financial-market expertise and knowledge.

Our answers

- A boutique firm which develops tailor-made solutions by entrepreneurs and for entrepreneurs.
- An intermediary between clients and investment banks.
- A financing expert who can act as an investment bank: We have a thorough knowledge a financial mathematics, develop straight through financial models and are in a position to document and to clear transactions.
- A transaction specialist who translates technical problems into its client´s language and analyses economic consequences of a range of possible legal structures.

What we do (1/3)

Nordhues & Cie. LLP offers the following services

Financing

- Advice on and support for all investment and financing activities for banks, financial investors, strategic investors and institutional clients

Transaction management

- Taking care for the complete handling of a transaction (structuring contract award process, monitoring performance and acceptance of services, managing communication between all parties involved)

Investment advice

- We help to bundle different clients' investment potential. We learn in the framework of our business which parties might benefit from getting in touch with each other in order to open up new opportunities or realise synergies.

What we do (2/3)

Nordhues & Cie. LLP offers the following services

Crisis management

- If transactions fall into crisis, we will act as external services for credit institutions and accompany them during all phases of a restructuring or a workout (after termination or in case of an imminent termination of the loan).

Interim management

- In this area we use our specialist know-how in financing, transaction and project management within an existing corporate structure. Together with shareholders and decision-makers we develop concepts for the successful completion of a task or the realisation of a project.

Refinancing procedures

- Thanks to our expertise in financing we know market practices; can better assess the status of negotiations and explain it to the borrower; can get around overly restrictive terms and conditions by developing alternative concepts.

What we do (3/3)

Nordhues & Cie. LLP offers the following services

Adopting role as CFO

- We take over the role of a representative of an undertaking as a Chief Financial Officer. As such we will represent the undertaking on usual appointments where the undertaking is presented to investors and where it is marketed for investments.

We offer „one-stop shopping“ to our clients

In a transaction we ...

- ▶ act as negotiators and intermediaries between the parties
- ▶ identify the structural characteristics and its optimal timetable
- ▶ draft a plan for the project
- ▶ manage communication
- ▶ monitor third parties
- ▶ ensure that it proceeds without delay
- ▶ accompany it until the deal is signed

Why Nordhues & Cie. LLP?

Different approach

- At Nordhues & Cie. LLP we stand for an approach which reverted to the core value of giving legal advice rather than counting chargeable hours.
- We offer personal advice – advice to those who want counsel rather than a document production service.
- We help clients formulate and achieve their objectives rather than papering deals which are already agreed.

Difference to other law firms

- Pointing out difficulties and identifying obstacles is not enough. We also develop and implement optimal solutions.
- Clients want to know how their investment ideas can be realised. We do not tell them what cannot be done, but what can be done and how we are going to do it.
- We make all necessary adjustments, if any. Our mission ends when the transaction is completed.

People (1/2)



Dr Hans-Günther Nordhues

Hans-Günther Nordhues (born in 1962) is Senior Partner of Nordhues & Cie. LLP.

He has been working as a lawyer since 1990.

He specialises in international finance, structured finance and securitisation.

After having been partner in the banking departments of Clifford Chance and Ashurst, he joined Nörr Stiefenhofer Lutz (today Noerr LLP) and became head of the Corporate Finance Department of the firm.

People (2/2)




Katharina Hoffmann

Katharina Hoffmann (born in 1964) is Of Counsel at Nordhues & Cie. LLP.


She has extensive experience in complex financing (real-estate portfolio purchases, real-estate fund financing, project financing), loan syndication and negotiations and preparation of lending, syndication and collateral agreements.

After having worked for several law firms, she joined the real-estate lending department of Landesbank Hessen-Thüringen between November 1999 and her joining Nordhues & Cie. LLP in 2007.


Transaction experience




Team has more than 40 years of experience in the financing business



Participation in a number of large transactions (several billions of euros in each of the last few years)



Seasoned experts in investment banking, debt capital markets, restructuring, acquisition finance, derivatives etc



4 lawyers



Contact

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Nordhues & Cie. LLP // Building bridges