

International

Capability Statement



Far-reaching legal excellence...

Wherever your location - whether you are UK-based with an international business, or are headquartered overseas with a presence in the UK - you need legal advice that operates at a global level.

Even if you don't trade internationally, your online activities are likely to cross borders. You need a legal team that understands cultural and legal differences, is familiar with cross-border issues, works efficiently within an established network of overseas law firms and understands your commercial objectives.

What we can do for you

We can help you if your business is:

- a multinational with a presence in the UK;
- an overseas company looking to do business in the UK; or
- a UK company doing business overseas.

Whether you are buying or selling a business; acquiring or licensing intellectual property; enforcing your rights; or putting in place a distribution or sales network, our team of experts delivers an innovative and professional service for all relevant jurisdictions. Simply put, we spend a large part of our time working across jurisdictions and can apply this practical legal understanding to help you operate effectively.

Our focus is not simply on the application of the law but on understanding the relevant cultural and comparative law issues and providing practical recommendations. We won't just 'quote the book at you' - we'll help you to understand how English and EU law will affect your business and strive to find the right solution for you. Our lawyers have practised in a wide range of jurisdictions and many are fluent in foreign languages. Our legal reach is extended via our network of preferred law firms worldwide, with whom we have close contacts across many disciplines. Our international experience is enhanced by the internal secondment of our lawyers, which has recently included positions with firms in Italy, Singapore, Denmark and Sweden.

Whatever you want to achieve, we'll work to understand your requirements and provide a service that's entirely relevant to you.

We can advise you on:

- buying and selling UK companies
- buying and selling UK properties
- UK employment issues
- work permits and immigration
- UK and EU intellectual property laws
- international arbitration
- European and UK regulatory laws
- EU and UK competition rules
- global registration of trade marks
- international joint ventures
- cross-border litigation
- cross-border mergers
- international manufacturing, distribution and supply agreements
- international licensing of IP
- International IP enforcement and protection

Why use Manches for legal advice?

Manches is a leading UK law firm offering comprehensive legal services in key industry sectors.

The firm has a distinguished reputation for delivering an outstanding service and clear, unequivocal advice, with access to over 170 lawyers in Oxford, Reading and London.

Our existing clients benefit from strong, lasting relationships based on understanding and trust, a friendly approach, responsiveness to the task, and the quality and delivery of results.

Our lawyers work as a team, matching the right skills to the right task. In each practice area there are specialists who are leaders in their fields as recognised by the legal media.

"Manches' corporate team advised us on the sale of Richards Gray to Vancouver-based MacDonald Dettwiler and we thought they did a great job - professional, pragmatic and accessible, with real strength in depth, particularly in their management of a complex project and quality of work across the board."

Mike Richards, Managing Director, Richards Gray Holdings Limited

...supporting global business activity

“The group increasingly acts in cases with an international element, and it advises foreign firms who are seeking advice on behalf of their English clients.”

Chambers & Partners UK 2009

“Manches provides EUSA Pharma with a first class service in all areas and in particular in the areas of intellectual property and regulatory. EUSA Pharma would have no hesitation in recommending Manches to others looking for professional and thorough legal advice.”

Zoe Evans, General Counsel and Company Secretary, EUSA Pharma

“Commentators highlight the team’s grasp of the key business implications at stake in a case or transaction, ensuring that clients are aware of all the risks involved.”

Chambers & Partners UK 2009

Examples of our innovative approach

Global patent licensing and enforcement programme

We implemented a global licensing programme for a UK biotech client owning fundamental research tool patents. We have advised for over a decade on the worldwide licensing of these patents to major industry players (mostly US-based) for aggregate licence fees and royalties exceeding US\$100m. Advice has also included strategic management of the company’s IP resources and coordination of legal representation in defending and enforcing the patents in Europe, the US and Japan.

Chinese joint venture

We acted for a UK medical devices company in a joint venture with a London-based investment bank, with a view to the development of a new medical device for the delivery of vaccines in China and the developing world. This involved the establishment of a BVI joint-venture company and preparation of a three-year R&D agreement between the JV company and our client for development of the new device.

International arbitration

We conducted an international arbitration on behalf of a UK biotech client against a major Californian biotech company. This was a multi-million dollar dispute over payment of royalties and other disputed provisions of a patent licence. The arbitration was settled on payment to our client of a sum in excess of US\$60m.

Multi-million dollar claim against US film studio

We acted for a well-known literary estate and associated parties in a claim against a Hollywood film studio for unpaid royalties in excess of \$200m, in relation to a series of three blockbuster films. We instructed local lawyers to bring the claim in the Californian courts and managed the relationship between our client and the overseas firm.

Middle Eastern joint venture

We acted for a UK life sciences company in its joint venture with the government of Qatar in the establishment of a jointly-owned and managed proteomics laboratory in Qatar. The transaction involved an exclusive licence of technology and trade marks, an exclusive agency agreement and multi-million pound contracts for research, development and related services.

International M&A

We frequently act for overseas companies on the acquisition of UK companies and for UK companies on sales to overseas companies. We recently acted for an Australian public company on its acquisition of a UK water engineering software company for a consideration of approximately £13 million. We also represented the shareholders of a UK producer of property searches on its sale to a Canadian quoted company for £17 million.

Advice on grey-market trade in pharmaceuticals

We provide strategic advice to a number of US and European pharmaceutical companies on issues relating to parallel imports and exports of pharmaceuticals, both within and outside Europe. This involves advice on trade mark law (in particular in relation to re-labelling, repackaging and re-branding), patent law (and the “specific mechanism” applying to the new East European member states), and the EU regulatory regime applying to parallel imports, as well as advice on applicable EU competition laws.

In-licensing of rights for US biotech

We advised a leading global biopharmaceutical company on an in-licensing/distribution agreement with a US pharma company for marketing an injection device in Europe. The agreement included an upfront payment along with future launch and sales milestone payments, and royalties based on sales of the device. In addition, the agreement granted our client an option to commercialise a wider product line in all other territories beyond Europe (excluding the US and Canada) and an option to commercialise certain next generation products under development.

International activities of UK research councils

Our advice to various UK research councils (such as the Natural Environment Research Council) frequently relates to the international aspects of their activities. In recent years we have defended a research council in a ground-breaking case in the House of Lords against a class action brought by Bangladeshi citizens; advised on collaboration agreements involving institutions across Europe and the Russian Federation; and advised on potential liabilities relating to research council projects carried out across the globe.

Advising US rights owners

Our media lawyers are regularly retained by US rights owners to advise on the protection and licensing in the UK and Europe of their trade mark rights and copyright in characters, storylines and other content, in connection with films, printed media and on-line exploitation.



MANCHES

The International Team is led by Chris Shelley.

For further Information, please contact Chris Shelley on 01865 813603 or by email: chris.shelley@manches.com.

Manches is a leading law firm in Oxford, Reading and London. We advise clients on all areas of business law, including property, corporate, commercial litigation and dispute resolution, employment, intellectual property and technology law.

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