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Dr Michael Steinhauer, LL.M.

Michael advises on all aspects of distribution law including all relevant areas of antitrust law and competition law. In addition to providing ongoing advice to purchasing and sales departments, he specialises in structuring and drafting contracts for distribution systems, both from the perspective of the system provider and the system user. A further key practice area is commercial and distribution law-related litigation, in particular commercial agent compensation claims.

He also advises companies on the implementation of antitrust compliance audits for purchasing and sales departments.

Recent work

- Providing ongoing legal advice to the sales and purchasing department of a medium-sized chemical raw materials distribution company (turnover in excess of EUR 1 billion)
- Advising a Chinese manufacturer of smoke alarms on the drafting and negotiation of a contract manufacturing agreement with a European client (contract value c. EUR 150 million)
- Implementing and providing legal support for a compliance audit for the German subsidiary of an international energy and infrastructure group (>140 companies) and related legal enforcement of civil law claims against employees and managing directors
- Providing legal advice to a medium-sized mineral oil supplier on the demerger and sale of individual parts of its business (petrol stations, heating oil, lubricants)
- Providing legal advice to several medium-sized mineral oil companies on the construction and operation of electric charging stations as part of their petrol station network
- Legal representation of more than 20 municipalities in the enforcement of claims for damages in connection with lorry cartel matter
- Providing ongoing advice to a large German company in the shoe trade on distribution and antitrust law issues
- Advising a large number of manufacturers and retailers from various sectors in online distribution (B2B, B2C) on distribution law, antitrust law, competition law and consumer protection law
- Advice on distribution and antitrust law in the establishment and contractual structuring of distribution arrangements in the technical trade sector
- Developing a contract management system for an M-Dax group company
- Restructuring of a petrol station distribution system for several major mineral oil companies (each with over 100 petrol stations)
- Providing comprehensive advice to a manufacturer of pet food on the conversion of an exclusive distribution system to a selective distribution system in various European countries, including the drafting of all necessary contracts

Curriculum vitae

- Studied at the University of Heidelberg, 1997 to 2001
- PhD on economics, 2001 to 2004
- Master's at the University of Technology (Sydney, Australia), 2002
- Legal clerkship at the Higher Regional Court Düsseldorf, 2004 to 2006
- Lawyer since 2006, at Kapellmann since 2010

Further qualifications and memberships

- Speaker at numerous seminars on distribution law and distribution-related competition law

PRACTICE GROUPS

► **Corporate and commercial law**

SECTOR GROUPS

► **Trade and logistics**

EXPERTISE

- Commercial and distribution law
- Competition law
- Corporate compliance
- Intellectual property and unfair competition law