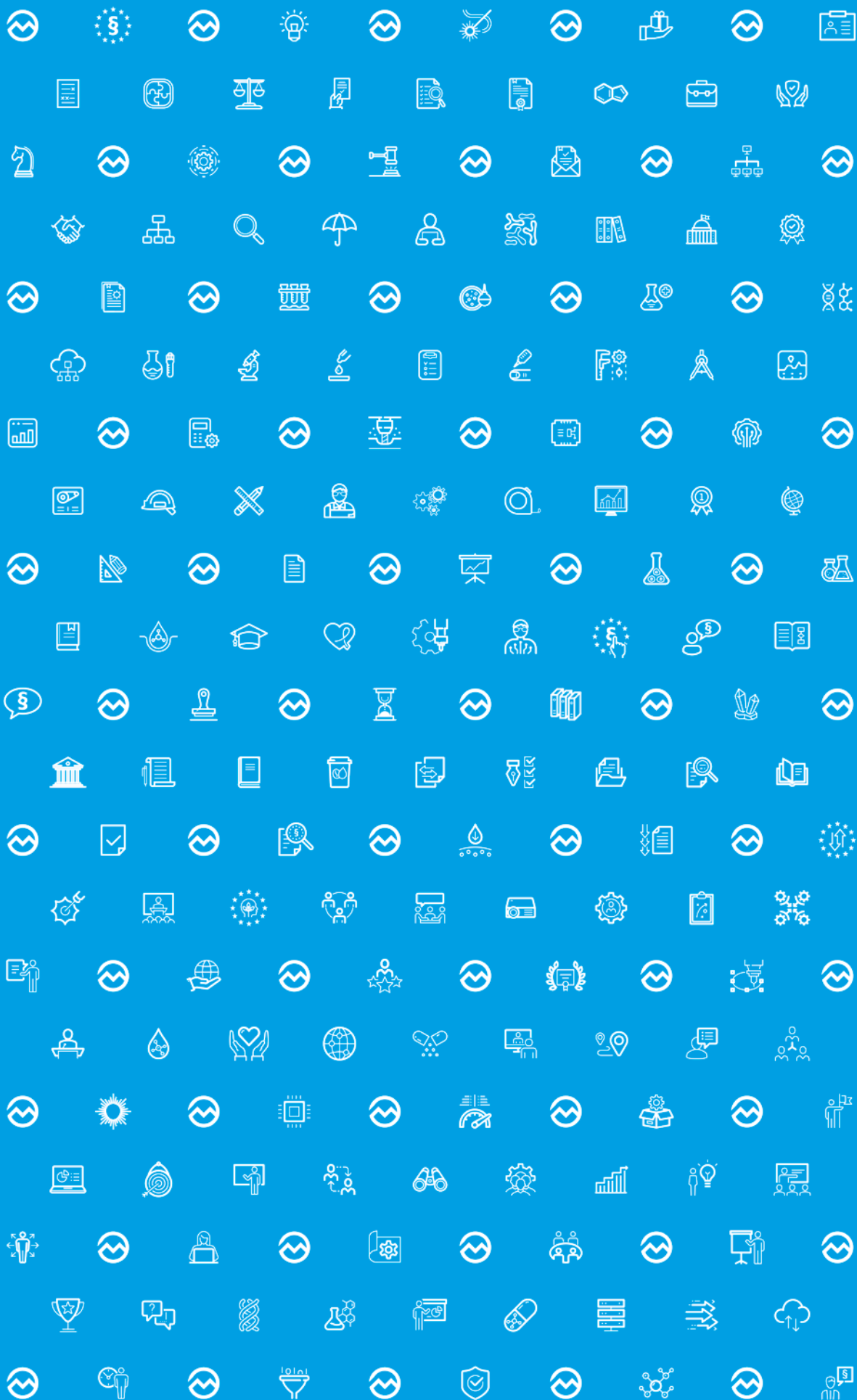




**MAIWALD**  
INTELLECTUAL  
PROPERTY



Helping you  
shape  
the future.

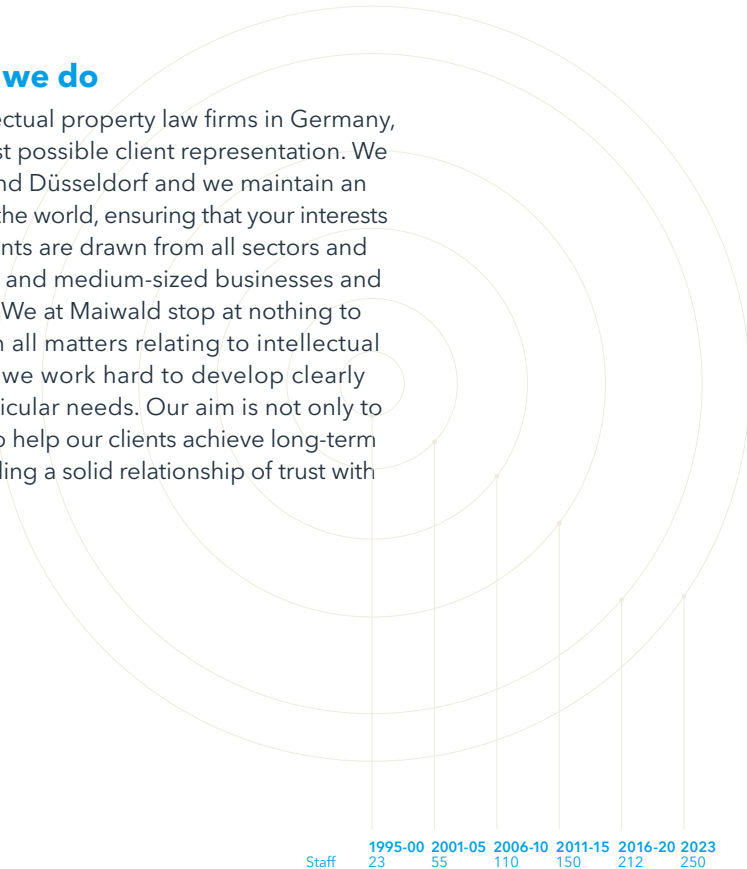


# Our Company

Our multidisciplinary team of patent attorneys, attorneys-at-law and in-house patent researchers supported by a team of highly motivated and experienced paralegals are dedicated to achieving the most favourable outcome for each individual client, however complex or innovative the technology involved. The many successful outcomes achieved on behalf of our clients are based on expert and friendly personal service, creative thinking and far-sighted planning. We advise and represent businesses across a wide range of industries, keeping a sharp eye on new developments in these times of rapid technological and economic change.

## Your interests are at the heart of what we do

As one of the largest and most highly regarded intellectual property law firms in Germany, Maiwald is steadfastly committed to providing the best possible client representation. We employ around 250 people out of offices in Munich and Düsseldorf and we maintain an excellent network of cooperation partners from around the world, ensuring that your interests are always at the forefront of our endeavours. Our clients are drawn from all sectors and many types of enterprises that include start-ups, small and medium-sized businesses and large industrial groups both in Germany and beyond. We at Maiwald stop at nothing to ensure you receive competent and expert support in all matters relating to intellectual property, and regardless of how complex the issue, we work hard to develop clearly formulated, pragmatic strategies tailored to your particular needs. Our aim is not only to offer workable and practical short-term solutions, but to help our clients achieve long-term commercially and economically sound outcomes. Building a solid relationship of trust with our clients is one of our top priorities.



# How we support you



# Protect

We help you to protect and defend your intellectual property rights and other corporate assets. We have particular expertise in coordinating global patent, design and trademark portfolios as well as in liability protection.

# Litigate

We represent you in disputes relating to infringement and validity of IP rights before the ordinary courts, the Federal Patent Court, the German and European Patent Offices and the European Court of Justice. We are also there to assist you in other types of legal disputes or in administrative proceedings.

# Deal

We provide professional support in contract negotiations and handle M&A transactions on aspects of patent law, design law, trademark law and compliance.

# Consult

In the area of IP, we advise you on filing strategies and evaluate freedom-to-operate and IP validity issues. We also provide strategic and preventive advice on compliance and data protection.

# Competence from a single source

You can rely on Maiwald's all-round expertise; we not only have a thorough knowledge of all facets of IP law and offer the full range of IP services from a single source, but also support you in managing and resolving other business-relevant legal issues that frequently impact directly on your intellectual property.



Our highly qualified lawyers and patent attorneys working in collaborative teams bring together important skills: sound legal expertise, extensive litigation experience, effective negotiation skills, business management competence and a wide range of technical and scientific know-how. Utmost professionalism, efficiency and focus on the needs of each individual client are an essential part of our service. You benefit from the synergies that result from integrating different areas of law as well as obtaining support and advice from lawyers and patent attorneys, all from a single source! With our legal and technical background and training coupled with our hands-on knowledge and practical experience in industry, you can be sure that you will receive the most professional and reliable support and advice.



## Personal service

Our focus is on your particular needs, which is why the cornerstone of our practice is providing dedicated and personalised service. We employ around 100 highly qualified lawyers and patent attorneys, in-house researchers as well as numerous project-specific teams of assistants. Our legal advice is underpinned by comprehensive industry knowledge and a high level of efficiency, a high degree of flexibility and exceptional personal commitment. Our goal is to achieve a successful outcome for you the client. We are your expert partner for enforcing and defending your IP rights and coordinating international trademark, design and patent infringement proceedings. We provide expert advice on creating, developing and managing trademark and design portfolios cost-effectively and securely. We also advise on regulatory, competition, antitrust and compliance issues and on questions relating to German employee invention law. This broad and mutually complementary range of services works to our common benefit in the form of solid and enduring business relationships.

# Our expertise at a glance

## Technological property rights

- › Advice in connection with the entry into force of the Unified Patent Court and Unitary Patent
- › Developing offensive and defensive strategies in connection with IP rights infringements
- › Enforcement or prevention of potential border seizures and coordination of cross-border patent infringement disputes
- › Devising (international) protection strategies and preparing freedom-to-operate reports
- › Advice on supplementary protection certificates
- › Non-judicial and judicial enforcement and defence of patents, utility models and supplementary protection certificates
- › Representation in proceedings before the German patent litigation chambers, the Federal Patent Court and the Unified Patent Court

## Trademark law

- › Enforcement and defence of trademarks
- › Developing international protection strategies
- › Evaluating and managing portfolios
- › Clarifying the availability of trademark
- › Worldwide trademark registration
- › Representation in unilateral and adversarial proceedings before the German Patent and Trademark Office (GPTO) and the European Union Intellectual Property Office (EUIPO)
- › Drafting of complex prior rights, co-existence and licensing agreements

## Design law

- › Developing international protection strategies
- › Worldwide registration and management of design rights
- › Training seminars for client's staff on preliminary work before filing
- › Defending designs against oppositions before the EUIPO and GPTO
- › Support in defending designs before national offices, through global cooperation partners
- › Taking over representation of design portfolios
- › Enforcement and defence in border seizure proceedings
- › Enforcing and defending design rights
- › Evaluating design infringements
- › Gathering evidence of design infringements at trade fairs
- › Defence in cases of alleged design infringements before the ordinary courts
- › Drafting license agreements
- › Drafting cooperation agreements between designers
- › Drawing up development contracts with designers

## Agreements

- › Research and Development cooperations
- › Technology transfers and support for M&A projects
- › National and international licensing agreements
- › Protection of know-how
- › Contract development agreements
- › Clinical studies and clinical trials contracts
- › Manufacturing and distribution contracts
- › Dossier and marketing authorization purchase agreements

## Pharma- and Life-Sciences

- › Medicinal products and medical devices law
- › Legal support of clinical trials
- › Therapeutic products advertising law
- › Medicinal product and medical device approval
- › Regulatory Affairs

## Employee inventions law

- › Drafting and reviewing standard operating procedures and templates
- › Setting up and reviewing remuneration systems, and drafting and negotiating remuneration and rights buy-out agreements
- › Automated calculation of employee remunerations on behalf of employers
- › Enforcement and defense in relation to claims under employee invention law
- › Representation before the Arbitration Board of the German Patent and Trademark Office and the German courts

## Law against Unfair Competition (UWG)

- › Examining the legality of advertising measures under the UWG
- › Written warnings for infringements of competition law
- › Representation in cases of infringements of competition law in and out of court
- › Enforcement as well as defence against claims for injunctive relief and damages

## Therapeutic products advertising law

- › Appraisal and review of promotional activities
- › Upholding and defending products and services not covered by IP rights

## Combating product piracy

- › Representation in national and pan-European border seizure proceedings
- › Interim injunction proceedings for the purposes of product seizure, including trade fair injunctions

## Data protection

- › Legal implementation and enforcement of the requirements of the GDPR and the Federal Data Protection Act (Bundesdatenschutzgesetz)
- › Analysis of data protection-relevant procedures within the enterprise or organization
- › Customised data protection concepts
- › Review and drafting of data protection-specific contracts

## Protection of business secrets

- › Individual concepts for protecting business secrets
- › Drafting contracts concerning protection of business secrets (especially NDAs and MTAs)
- › Training employees

## Software and IT law

- › Software development contracts
- › Software maintenance contracts
- › Software distribution contracts
- › Representation in specific disputes
- › IT Compliance and data protection

## Implementation of M&A projects

- › Conducting due diligence audits with the main focus on IP and pharmaceutical law as well as compliance
- › Drafting and reviewing typical M&A contracts (share deal and asset deal)

## Distribution antitrust law

- › Providing support with regard to association activities in compliance with antitrust law
- › Legal advice and representation in antitrust actions
- › Defending against or asserting antitrust damages claims
- › Contractual clauses relevant to antitrust law

## Copyright

- › Advice on protecting creative works
- › Granting of rights of use
- › Prosecuting and defending against infringements

# Legal fields



## Patents & Utility Models

Patents and utility models play a crucial role in the protection of all technical inventions, and publication of an invention makes a significant contribution to technical progress. On the other hand, the time-limited right affords the holder the right to prohibit others from using the invention or, as the case may be, to grant licenses for its use. Our lawyers are there to assist you in all matters relating to patents and utility models, not only with regard to the most suitable strategies for obtaining, utilizing and defending your IP rights, but also and especially when it comes to enforcing your rights, both in and out of court, and to defending your rights in the event of infringement.

In Germany, the so-called separation principle is applied in the judicial enforcement of patents, with the consequence that patent infringement proceedings and nullity proceedings, which are frequently conducted in parallel, are heard before separate courts. Consequently, the proper coordination and management of patent infringement and nullity proceedings requires specialized knowledge and experience and calls for close cooperation between the lawyer conducting the infringement proceedings and the patent attorney handling the nullity proceedings. Our collaborative teams comprising both lawyers and patent attorneys are the best guarantee for seamless cooperation and optimum

results. The result of this collaborative teamwork between lawyers and patent attorneys is – as clients frequently attest – outstanding quality. Moreover, the synergies created in this way also have the effect of reducing costs. With us, you will receive everything from a single source and can rely on the outstanding quality and extensive experience of our lawyers and patent attorneys.

When conducting international patent infringement litigation, our lawyers work closely with a network of international colleagues. Thanks to this strong network we are well placed to conduct cross-border proceedings before the Unified Patent Court. You can rely on teams that have been working together for many years and will continue to achieve the best possible results for you in the enforcement of, or defense against, claims of patent and utility model infringement.

## Supplementary Protection Certificates

With supplementary protection certificates (SPCs), pharmaceutical and crop protection product manufacturers can extend their patent protection by a maximum of five and a half years. In this way, the legislator aims to compensate patent holders for some of the time lost, as well as the resultant commercial losses, between patent application and market approval.

However, the SPC does not extend the entire scope of protection of the patent, but only the protection for active substances that have already obtained marketing authorization. The lawyers and patent attorneys at Maiwald specializing in the fields of pharmaceuticals and plant protection can advise you on all issues relating to supplementary protection certificates and can coordinate the related proceedings. Maiwald's exceptional expertise is evidenced by the question it referred to the European Court of Justice (ECJ), which concerns how to deal with situations where the active ingredient for which the SPC is sought is not explicitly mentioned in the underlying patent. Our experience in the field of supplementary protection certificates is reflected in particular in the handbook "Supplementary Protection Certificates (SPC)", edited by Dr. Stief.

Since the implementation of the SPC manufacturing waiver in Regulation (EU) 2019/933, we have also been providing comprehensive advice to clients on all questions surrounding the applicability and implementation of the waiver.

## Trademarks & Designs

Trademarks and designs, as unique distinguishing features, play a vital role in the successful marketing of products and services. The possibilities they offer are however just as varied as the potential pitfalls. Therefore, before filing a trademark or design application, applicants should take time to have in place a well-thought-out and personalized strategy that takes into account the legal landscape, including the latest developments in case law and any prior rights of third parties, not forgetting the possibility of having to enforce rights against imitators at some unspecified time in the future. We are there to advise you, both before filing your application regarding the selection and design of the appropriate protective right, and later in enforcing it against competitors. We represent you in oppositions and infringement or nullity actions before the German and European authorities and courts. Because of our wide experience and our extensive network of colleagues worldwide, we can successfully represent your interests at a national and international level.

## Agreements

We provide a comprehensive package of support to our clients throughout the life cycle of their products – be it product protection, development of patent strategies, market entry cognizant of the regulatory environment, client's own marketing, or licensing and partnering, all areas where effective contract drafting can play a key role. It is not only important for the effective enforcement and safeguarding of clients' interests, but also for collaborations with partners from industry and/or the public sector, such as university research institutions. We support clients from across the board, from entrepreneurial start-ups to university institutions to international corporations in all contract-related matters, from the initial idea to the finished product. Drawing on extensive industry knowledge and litigation experience, our attorneys provide comprehensive advice on all aspects of contract drafting and assist in contract negotiations. We make it our business to identify – often in integrated teams of lawyers and patent attorneys – opportunities and risks often buried in contractual small print, thereby helping create the basis for clients' commercial success. Our experts routinely draft service, manufacturing, contract manufacturing, distribution, licensing and R&D agreements, as well as co-operation agreements, non-disclosure agreements (NDAs) and material transfer agreements (MTAs). With our strong trademark practice, we also advise clients on marketing and sales-related agreements regarding IP protection for designs, trademarks or copyrights and provide support with marketing activities, naturally with due regard to antitrust law and other compliance-relevant areas of law.

## Pharmaceutical Law

Pharmaceutical law covers a broad cross-section of legal issues relating to medicinal products and medical devices. But the focus is not exclusively on legal issues: other important factors are the interpretation, influence and analysis of scientific findings when working out pragmatic legal solutions. In the field of pharmaceutical law, Maiwald can offer clients advice from an interdisciplinary team of legal experts, pharmacists and patent attorneys that is unique in Germany. Our specialists have many years of professional experience in the life sciences sector; they have access to an extensive network of colleagues worldwide, permitting market trends to be identified early on, thereby facilitating short- and long-term legal planning. From developing regulatory strategies to drafting and reviewing complex pharma related contracts to data protection in the pharmaceutical industry, Maiwald offers clients a full range of consulting services in this vital and highly regulated industry.

## Employee Invention Law

The law of employee inventions plays an important role in patent law, since more than 90 percent of all patent filings are based on inventions made by employees. Among these so-called service inventions are all those innovations that follow from the employee's own on-the-job experience or activity in the company. According to the Employee Inventions Act (ArbnErfG), every employee inventor is obliged to report a service invention to his employer without delay. The employer can either claim the service invention or relinquish any claim to it. If he does not declare his relinquishment within four months after notification of the invention, the invention is deemed to have been claimed by the employer. In this case, the employee inventor is entitled to an appropriate inventor's compensation or remuneration. Companies wishing to encourage inventive activity on the part of their employees can do so by means of a system of company incentives. On behalf of our clients, we develop legally watertight reporting systems and procedurally simplified company remuneration systems (e.g. incentives, purchase of rights, lump-sum remuneration). In addition, we assist our clients in calculating and verifying the exact inventor compensation (e.g. using our own calculation tools), mediate in disputes between employee inventors and employers and, if mediation fails, conduct arbitration proceedings before the Arbitration Board for Employee Inventions of the German Patent and Trademark Office (DPMA) as well as legal proceedings before the ordinary courts. We also offer in-house training seminars on the ArbnErfG.

## Competition & Antitrust Law

There are numerous situations where competition and antitrust law play an important role; examples worth mentioning here are exclusivity agreements in supply contracts, non-compete clauses in project development contracts, setting up of new sales structures, participation in bidder negotiations in connection with tenders and holding of association meetings. Antitrust law also prohibits certain vertical agreements, for example between manufacturers and distributors or suppliers. Not forgetting certain instances where a company holds a dominant position in the market. In all these situations, there is a risk that a company might inadvertently violate antitrust law thereby exposing itself to heavy fines. With a solid background in antitrust law, including representing clients in antitrust litigation and antitrust damages actions, Maiwald's attorneys have accumulated extensive expertise in competition and antitrust law.

With many years of experience in medical device law, we can help clients avoid legal snares in this area. We also provide support in cases of so-called "slavish imitation" and advise on all competition law related matters concerning the advertising of products or services.

## Compliance

The purpose of compliance is to minimize the risk of a company violating the law by taking organizational and preventive measures. If no compliance management system (CMS) is in place in an organization, there is a risk of its management body being held liable (under civil law and possibly even under criminal law). If violations have already occurred, it may be necessary to carry out a self-cleaning process before being able to participate in public procurement – which also involves the implementation of compliance measures. The purpose of compliance is to minimize the risk of a company violating the law by taking organizational and preventive measures. If no compliance management system (CMS) is in place in an organization, there is a risk of its management body being held liable (under civil law and possibly even under criminal law). If violations have already occurred, it may be necessary to carry out a self-cleaning process before being able to participate in public procurement – which also involves the implementation of compliance measures.

## Data Protection

Data protection law is gaining ever greater importance in today's information society. Protection of personal data represents one of the biggest challenges of our time. Due to the complexity of the subject-matter and ever more rapid technological changes, most data protection concepts must undergo a regular process of adaptation. The General Data Protection Regulation (GDPR) is the most notable example and at the same time the most important legal building block for safeguarding personal data in Europe.

Maiwald attorneys are there to assist you in the legal implementation of the GDPR requirements and the German Federal Data Protection Act. We analyse data protection-relevant processes within companies and organizations and design customized data protection concepts based on this analysis. Clients seeking advice on data protection law reap the benefit of our experience and insights acquired over many years in sometimes highly regulated sectors of industry such as the pharmaceutical industry.

## M&A Transactions

Our lawyers and patent attorneys have many years of experience in national and international M&A transactions and can advise you not only on IP-related issues, but also on compliance as well as on regulatory and corporate law aspects. More and more frequently, technology is a key value factor for a business. It is therefore important to ensure the transferability, freedom from third-party rights and legal validity of the IP rights involved, and also to ensure the continued existence and availability of know-how, and to identify any problems at an early stage.

Our lawyers and patent attorneys have extensive experience in managing technology transfers. We recognize the classic stumbling blocks and know how to avoid them. Our attorneys are well-versed in the evaluation and strategic development of already existing patent and trademark portfolios, and are expert in the law of employee inventions, know-how protection as well as in the areas of compliance, data protection and product approval.

Due to our high degree of specialization, in any given case we can assemble individual teams with long experience in the particular technology or industrial sector.

In addition to the usual evaluation of opportunities and risks as part of the due diligence process, our lawyers are happy to advise you on the practical implementation of a business deal and its optimal protection.

## Copyright

Copyright provides legal protection for an individual who expresses original ideas and creative works in certain forms, the most common forms being writing and visual images including videos; it may even be a slogan or a physical object such as an item of furniture. Businesses of all kinds are often faced with the challenge that texts, images and similar works can be copied quickly and easily on the Internet. We help you to safeguard your creative works; for example, we advise you on how to secure protection for your rights through contractual means, but also on how to enforce them in court in the event of infringement. Furthermore, we are also the right people to contact if you wish to acquire rights of use from third parties or if you have been the recipient of a warning letter for an alleged infringement of copyright.



# Your partners

## Individual attention to each client

Our prime focus is on your particular business concerns. This is why client-oriented and personal consultation form the whole basis of our professional approach. About 100 highly qualified patent attorneys and attorneys-at-law, an in-house patent search department and numerous client-specific teams of assistants are at your disposal. Day by day these dynamic teams apply their skills to solving your IP problems. Both sides gain from the cooperation, as is evidenced by the many long-standing business relationships with satisfied clients.

250

Employees  
in Munich and  
Düsseldorf

100

highly qualified  
patent attorneys and  
attorneys-at-law

25

Practice areas

### Legal areas

- › Patents & Utility Models
- › Supplementary Protection Certificates
- › Trademarks & Designs
- › Copyright
- › Competition & Antitrust Law
- › Agreements
- › Employee Invention Law
- › Pharmaceutical Law
- › Compliance
- › Data Protection
- › Plant Variety Protection

### Sectors

- › Pharma & Biotech
- › Organic Chemistry & Polymers
- › Inorganic & Construction Materials
- › Food & Agriculture
- › Electrical & Mechanical Engineering
- › Communication & Information Technology
- › Mobility & Energy
- › Displays & Light
- › Measuring & Process Technology
- › Medical Technology & Imaging
- › Artificial Intelligence & Digitalisation

### Strategy

- › IP Consulting
- › IP Search
- › UPC



### Dr. Marco Stief, LL.M. (Chicago)

/ Partner

/ Attorney-at-Law

/ Representative before the UPC

#### Practice areas

- › Patents & Utility Models
- › Employee Invention Law
- › Supplementary Protection Certificates
- › Agreements
- › Competition & Antitrust Law
- › Pharmaceutical Law

#### Languages

- › German, English

Marco has been a Partner at Maiwald since 2013 and has headed the legal department there since 2017. He has over 20 years of experience in national and international patent infringement litigation. He also advises companies on complex IP contracts and on technology transfer agreements. He is the author and co-author of numerous publications in German and English, including "Handbook of Patent Law" and editor of the European Handbook "Supplementary Protection Certificates" and "Contract Handbook Pharma and Life Sciences."

He lectures in patent law at the Ludwig-Maximilians University in Munich, on intellectual property law at the University of Dresden and on patent, pharmaceutical and international contract law at the University of Marburg.

Before joining Maiwald, he was a lawyer with the "Magic Circle" law firms Clifford Chance, Freshfields Bruckhaus Deringer and Baker & McKenzie as well as, most recently, Global Director Legal for the Fresenius Group.

He studied law at the universities of Bayreuth and Tübingen graduating in the top one percent of his class. His outstanding academic achievements were rewarded with scholarships from, among others, Fulbright International, Rotary International and the German Academic Exchange Service. After further law studies at the prestigious University of Chicago, where he graduated at the top of his class, he received his Master of Laws (LL.M.) degree in 2001. In 2019, he received his Doctor of Laws degree from the University of Basel.

### Awards (Selection)

- › Listed in **Who's Who Legal 2019 and 2020** as one of the six most distinguished German attorneys in the field of patent law, as **Thought Leader (Germany)** in the field of patent law (2021), **Global Leader IP-Patents** (2021), **Life Sciences Patent Litigation** (2022), **National Leader Germany-Patents** (2022, 2023), **Thought Leader Germany-Patents** (2022), **Global Leader IP-Patents** (2022).
- › **Who's Who** writes: "Marco Stief is applauded for his broad experience and expertise, and is described as a fantastic patent litigator by impressed sources."
- › Listed as Leading Lawyer in the category Patent Litigation in the **JUVE Patent Rankings Germany 2022**.
- › For many years, he has been listed in the **JUVE Handbuch** as "frequently recommended attorney", who clients particularly appreciate for his pragmatic approach.
- › Recommended in the **Leaders League Rankings Germany 2022 and 2023** in the category Patent Litigation.
- › **Legal 500** recommends him as "pragmatic, fast, results-oriented and professionally always at the highest level." [...] "Brilliant Marco Stief gives excellent strategic advice, frequently finds creative solutions to difficult IP problems and is absolutely convincing before the court" [...] "Marco Stief's Munich team is characterized by excellent industry knowledge, is quick and flexible, and is appreciated for a very good price-performance ratio."
- › **WirtschaftsWoche** has repeatedly recommended him as one of the best lawyers in Germany.
- › Recommended in **Handelsblatt** | Best Lawyers "Germany's Best Lawyers" 2019, 2020, 2021, 2022 and 2023.
- › For many years now recommended in **MIP IP Stars**.
- › Listed for many years in **IAM Patent 1000** "World's Leading IP Litigators".
- › Listed for many years in **IAM Strategy 300** "World's Leading IP Strategists".
- › Recommended in **Expert Guides - Life Sciences** for the categories IP and Regulatory 2019.
- › Recommended in **Chambers Europe** 2018.
- › Winner of the "**Client Choice Award** 2015/2016 for Patent Law".



**Dr. Alik Busse**

/ Partner  
/ Attorney-at-Law  
/ Certified IP Lawyer

**Practice areas**

- › Trademarks & Designs
- › Copyright
- › Competition & Antitrust Law
- › IP Consulting

**Languages**

- › German, English

Alik has been advising clients – mainly medium-sized companies with a strong focus on trademarks and design – in Germany and abroad for more than 25 years regarding the registration and defence of their trademarks, designs and copyrights. As a principal shareholder in one of Europe’s largest design & development companies, she has a thorough knowledge of the business and knows “what’s what” when it comes to the creation and design of new products.

Developing international intellectual property strategies that are adapted to the specific business is something particularly close to her heart.

She also specializes in competition law, advising clients on advertising of medical products or remedies as well as on strategies for dealing with unlawful copying or “slavish imitation”.

Through her work as a consultant to Aktion Plagiarius e.V., she is also familiar with the problems faced by smaller businesses in enforcing their rights in other European countries and, thanks to her wide professional and international network, she can offer her clients solutions in this area as well.



**Dr. Christian Meyer**

/ Partner  
/ Attorney-at-Law  
/ Certified IP Lawyer  
/ Representative before the UPC

**Practice areas**

- › Patents & Utility Models
- › Pharmaceutical Law
- › Supplementary Protection Certificates
- › Competition & Antitrust Law
- › Employee Invention Law
- › Copyright
- › Agreements

**Languages**

- › German, English

Christian represents domestic and international clients from a broad range of industries. While the bulk of his work concerns validity and infringement litigation issues, his expertise extends to all areas of intellectual property and competition law with a particular emphasis on infringement proceedings relating to patents and utility models as well as trademarks and designs. He advises on employee invention law, pharmaceutical law, enforcement of standard essential patents (SEPs), product piracy as well as on drafting and execution of all types of contracts pertaining to IP rights.

Christian is an IP specialist and regularly publishes and lectures on intellectual property issues. He also teaches patent law at the University of Marburg.



### Susanna Heurung

/ Partner  
/ Attorney-at-Law  
/ Certified IP Lawyer

#### Practice areas

- › Trademarks & Designs
- › Competition & Antitrust Law
- › Agreements

#### Languages

- › German, English, French, Spanish

Susanna advises clients on all aspects of German, European and international law relating to trademarks, designs, competition, food and copyright. This includes preparing and filing IP applications as well as representing clients in and out of court in opposition and nullity proceedings, preliminary injunction and infringement proceedings and advising on cease-and-desist claims.

Besides representing clients before the competent German and European tribunals and courts, right up to the European Court of Justice, she also holds regular lectures and publishes articles in professional journals on various topics relating intellectual property law.

Susanna has headed the firm's trademark department since 2018.

She has been a practicing intellectual property lawyer since 2004. Before joining Maiwald, she was a partner in the law firm Kotitschke & Heurung as well as in the law firm Kador & Partner.



### Heike Röder-Hitschke, LL.M. (Strasbourg/Dresden)

/ Counsel  
/ Attorney-at-Law  
/ Certified IP Lawyer  
/ Representative before the UPC  
/ LL.M. (International Studies in Intellectual Property Law)

#### Practice areas

- › Patents & Utility Models
- › Supplementary Protection Certificates
- › Employee Invention Law
- › Agreements
- › Trademarks & Designs
- › Competition & Antitrust Law

#### Languages

- › German, English, French

Heike has more than 20 years of practical experience as an attorney-at-law, specialized in the field of intellectual property in 2004 and has been a certified IP lawyer since 2010. She advises national and international companies in all areas of intellectual property, competition and IP-related antitrust law with a particular focus on patent law and employee invention law. A significant part of her workload is devoted to advising on and drafting IP and technology-related agreements. She has many years of experience in accompanying international FTO projects as well as in managing and coordinating national and cross-border infringement proceedings (patents, utility models, supplementary protection certificates) and participates in parallel validity proceedings. While the main thrust of her work is directed towards pharmaceuticals/life sciences and engineering, she also has extensive expertise in trademark matters.

Heike is a lecturer at the Technical University of Dresden and gives lectures and seminars on patent and licensing law as well as IP procedural law.

Prior to joining Maiwald in 2013, she worked for well-known law firms in Berlin and Dresden and, most recently, for several years in the IP team of the Frankfurt office of Arnold & Porter Kaye Scholer LLP.



**Dr. Gisela Grabow, LL.M.**

/ Counsel  
/ Lawyer (England/Wales)  
/ LL.M. (International and European commercial law and dispute resolution)

**Practice areas**

- › Industrial Property Protection
- › Contract negotiations
- › Dispute Resolution
- › Regulatory issues
- › EU-regulatory issues (Pharma, medical products, Biotech and food)
- › Legal support in cross-border antitrust and competition law proceedings

**Languages**

- › German (native), English (native), French

Gisela is particularly active in international legal issues involving contractual, cross-border, regulatory and EU matters in the pharmaceutical, biotech, foodstuff, medical devices and automotive sectors. She has over ten years of experience in negotiations of (international) agreements, from development collaborations to patent portfolio sales, manufacturing, marketing authorisation to distribution and large scale licensing.

She studied law at universities in England, Germany and Den Haag. After her studies, she worked as a legal trainee for law firms in Germany and London, and then as a temporary Lawyer (foreign services) in Texas, USA and at an international organisation. Gisela specialised, inter alia, in international and European commercial law, including IP law, and international and European law on dispute resolution (settlement of cross-border disputes) during her graduate and postgraduate studies LL.M.) as well as for her PhD.

Gisela also worked in Legal Consultant positions at an international organisation. As president of a European legal commission, she regularly publishes comments on legislative proposals of the EU Commission and monitors changes in EU law.



**Sebastian Haase**

/ Counsel  
/ Attorney-at-law  
/ Certified Compliance Officer (Univ.)

**Practice areas**

- › Competition & Antitrust Law
- › Compliance
- › Agreements
- › Employee Invention Law
- › Pharmaceutical Law
- › Data Protection

**Languages**

- › German, English

Sebastian studied law at the Philipps-Universität Marburg and completed his legal clerkship in Frankfurt am Main. During his legal clerkship, he attended a postgraduate course in pharmaceutical law at the Philipps-Universität Marburg. With one interruption, he has been admitted to the bar in Germany since 2011 and has already worked for Maiwald from 2012 to 2019. Prior to holding senior positions in the higher judicial service of the Free State of Saxony for several years, Sebastian Haase worked as a corporate lawyer in the German legal department of one of the worldwide largest U.S. pharmaceutical companies. In 2023, he rejoined Maiwald as a lawyer, bringing with him many years of pertinent and diverse professional experience in the pharmaceutical sector.

Sebastian has extensive practical experience in commercial law and in the field of pharmaceuticals and life sciences. His main practice areas are pharmaceutical and medical device law as well as data protection law. He advises national and international clients on the drafting and implementation of complex contractual agreements. In addition, Sebastian Haase advises clients in the areas of drug advertising law, employee invention law and health-care compliance. A further focus of interest is Law and Digitalization, in particular the overlap with the pharmaceutical and life sciences sector.

Sebastian lectures in pharmaceutical law at the Philipps-Universität Marburg.



**Tobias Matschke**

/ Principal  
/ Attorney-at-Law  
/ Certified IP Lawyer  
/ Representative before the UPC

Practice areas

- › Patents & Utility Models
- › Employee Invention Law
- › Supplementary Protection Certificates
- › Competition & Antitrust Law
- › Trademarks & Designs
- › Agreements

Languages

- › German, English

Tobias advises international and national companies on all aspects of intellectual property law, in particular patent law (pharma/life sciences and engineering) and represents clients in transnational patent and utility model infringement and validity proceedings. As well as preparing infringement analyses and negotiating and drafting IP-relevant contracts (e.g., license and research agreements, assignments of IP rights, settlements), he also specializes in German employee invention law. His work in this area comprises assisting clients in reviewing and/or setting up internal remuneration systems as well as the general enforcement of claims under the German Employee Invention Act before the Arbitration Board of the German Patent and Trademark Office (DPMA) and the ordinary courts. He also advises clients on competition law matters.

Tobias was admitted to the German Bar in 2016 and is a Certified IP Lawyer. He is a member of the German Association for the Protection of Intellectual Property and Copyright (GRUR).

He regularly lectures on IP-related topics and is a lecturer for intellectual property law at the Technical University of Dresden.



**Dr. Christian Pisani, LL.M. (London)**

/ Principal  
/ Attorney-at-Law  
/ LL.M. University of London

Practice areas

- › Pharmaceutical Law
- › Agreements
- › Compliance
- › Insurance Law
- › Competition & Antitrust Law
- › Data Protection

Languages

- › German, English, French

Christian has extensive experience in German and international business law and compliance counselling as well as in insurance law, including manager liability (D&O). He advises and represents clients from regulated industries, including the pharmaceutical and life sciences sectors. He has in-depth knowledge and many years of practical experience in drafting complex contracts, also in international contexts, and in representing clients before national courts and arbitration tribunals.

Christian lectures on medical ethics at the University of Mainz as part of the master’s program as well as on insurance law at the Hagen Law School. He publishes regularly in his areas of expertise. Christian was admitted to the German Bar in 2001.

Prior to joining Maiwald in 2018, he was in-house counsel with a leading biosimilar developer in Martinsried near Munich, and worked with law firms in Berlin and Munich.

After studying law in Munich and London (LL.M.), he completed his doctorate under Prof. Dr. Ulrich Gassner with a comparative analytic of the protection of trade secrets in (European) environmental law. In 2016 he successfully participated in the Regulatory Affairs certification course at the University of Augsburg.



**Susanne Ferstl**  
/ Trademark and Design Consultant  
/ EUIPO Certified Trademark and Design Paralegal

- Practice areas**
- › Trademarks & Designs
  - › Domains

- Languages**
- › German, English, French

Susanne has been working in trademark law for over 25 years. She has been with Maiwald since 2014.

Susanne’s workload mainly covers filings, changes of ownership or name, conflict notices and priority agreements, entitlement inquiries, oppositions and infringement proceedings. She is also in charge of administrative management in the trademark department.

She is active in INTA (International Trademark Association) and, as co-chair of the INTA Subcommittee International Projects, has already successfully promoted, organized and facilitated a number of seminars, e.g. at the German Patent and Trademark Office. Since January 2022, she has been a member of the INTA Trademark Administrators Education Awareness Team and helps organize educational events, including in schools, on the importance of trademarks and the dangers of buying counterfeit products.



**Sabine Maier**  
/ Paralegal  
/ Office manager (SKT certified)

- Practice areas**
- › Judicial and out-of-court infringement proceedings
  - › Cost assessment procedures
  - › Invoice management
  - › Organization
  - › Standardization & digitization

- Languages**
- › German, English

Sabine’s responsibilities include preparing and submitting statements of claim, protective letters, pleadings and other legal documents. She is the contact person on all questions relating to legal costs, including their judicial determination and recovery. Her responsibilities also include monitoring of all deadlines and court dates.

She handles organizational and administrative tasks in the legal department, including preparing and checking incoming and outgoing invoices. She also assists our attorneys with a wide variety of other tasks typical for a patent attorney and law firm.

She completed her training as a paralegal in a Munich criminal law firm in 2008 and subsequently worked in the field of insurance and liability law at Bach Langheid Dallmayr as well as at the IP law firm Bardehle Pagenberg. She joined Maiwald in 2019.



**Andrea Zitzelsberger**  
/ Assistenz

- Practice areas
- › Organization
  - › Back Office

- Languages
- › German, English

Andrea joined the Maiwald legal team as an assistant on January 1, 2023. She assists our attorneys with the multiplicity of tasks that need doing in a legal and patent attorney’s office. These include opening and upkeep of files, co-ordinating docketing and filing of pleadings and correspondence, as well as research tasks in connection with IP infringements in design and trademark law.

Before joining Maiwald in 2023 she worked as a team assistant at another IP law firm.



**Frédéric Dengler**  
/ Certified Paralegal

- Practice areas
- › Trademarks & Designs
  - › Domains

- Languages
- › German, English, French, Chinese

Frédéric has been a certified IP paralegal since 2015 and has many years of prior experience in the patent field. At Maiwald, Frédéric Dengler supports our clients in filing trademark and design applications and managing IP portfolios. His responsibilities include preparing trademark and design applications, oppositions and invalidity applications, monitoring trademarks and domains of younger applications as well as preparing and processing border seizure applications.

His language skills in German and English (both mother tongue) as well as in French and Chinese are a huge asset in providing the best possible support to our clients in Germany and abroad.



**Isabel Dengler**  
/ Certified Paralegal  
/ LL.B.

- Practice areas
- › Patents & Utility Models
  - › Supplementary Protection Certificates
  - › Designs
  - › Organization

- Languages
- › German, English

Isabel joined Maiwald as an experienced patent paralegal in 2011. Her work encompasses patents, utility models and designs. She has particular expertise in application procedures, transfers of rights, IP portfolio management as well as maintenance and renewal of registered designs.

Her earlier business law studies are a valuable asset and an added benefit, enabling her to deliver the excellent service expected by clients.

She was a member of the German Association of Business Lawyers (Bundesverband der Wirtschaftsjuristen e.V.) until its dissolution.

# Sustainable development

As an internationally operating law firm, we are aware of our social responsibility. For Maiwald, sustainable business practice is a core corporate value. We demonstrate our social and ecological commitment in many ways, resource conservation being a high priority. We strive for fairness within the company, encourage environmentally friendly work practices and support employees' commitment to social causes outside the company.

## **Social responsibility**

For us, social responsibility also means sensitive and responsible management of our own "human resources". Our workplace is relaxed and informal, characterized by an atmosphere of openness, mutual respect and collegiality. But also outside the office environment, our social commitment finds expression in different ways; for example we regularly donate to charitable organizations and support initiatives providing help for refugees.

## **Success through diversity**

We are in no doubt that the rich diversity of our workforce is an important factor in our success. We have found that people from many countries with different cultural and religious backgrounds and with the most varied lifestyles can work together harmoniously as equals. Practical gender equality is reflected, for example, in the high proportion of women at management level.

## **Ecological commitment**

Because environmental protection is particularly important to us, we have digitized all internal office processes and procedures and work exclusively with e-files. We have introduced various initiatives to encourage our employees to use climate-friendly modes of transport, and we also support their participation in ecological projects outside the company.



### Our social commitment:

Maiwald is committed to the 17 goals of the United Nations Agenda for Sustainable Development adopted in 2015 (Agenda 2030). In many different areas we are proactive in making the world a better place.



### Health and well-being

We foster our employees' mental health by facilitating good work-life balance, and their physical health by supporting various fitness activities and - to give another example - by providing free fruit at the workplace.



### Advanced education and training

We offer our employees numerous training and development opportunities at the office (including seminars and language courses). In wider society, we routinely donate to various educational institutions (e.g. Stiftung Lesen, a reading initiative).



### Gender equality

We place great emphasis on a balanced male/female employee ratio from junior to management level. Equal pay is also high on our list of priorities.



### Decent working conditions and economic growth

Our employees' family concerns are taken very much into account with flexible working hours and part-time working models, but also teamwork and task sharing.



### Peace, justice and strong institutions

Through our support for humanitarian projects, we make a positive contribution to a peaceful society and to social harmony.



### Climate protection measures

We work exclusively with e-files, thereby drastically reducing paper consumption. We also help protect the environment by supporting bike actions and providing travel cost subsidies for those using public transport.

# Awards

In almost all rankings, Maiwald counts among the best law firms in Germany. Our lawyers and patent attorney are among the foremost in their respective fields, both nationally and internationally. The rankings highlight our pragmatic approach, vast experience and our professionals' industry-specific knowledge coupled with sound legal and commercial judgement. Below is a selection of our current awards:



- Voted the best commercial law firm in Germany 2023 by **brandeins** and **Statista**
- **Wirtschaftswoche 2022:** Top Law Firm & Top Attorney
- **FOCUS Spezial:** Your Law 2020
- **FOCUS Spezial:** TOP Commercial Firm 2023
- **Handelsblatt:** Best Lawyers 2023



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