

CHAMBERS & PARTNERS

# CHAMBERS EUROPE

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for Business

2009

The Client's Guide

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Braut Nicolas <i>Watrin Braut Associés</i>
Bretonnière Jean-Francois <i>Baker &amp; McKenzie SCP</i>
Colombet Stéphane <i>Vivien &amp; Juvigny</i>
de Dampierre Marie-Aimée <i>Lovells LLP</i>
De Gaulle Louis <i>De Gaulle Fleurance &amp; Associés</i>
Dunaud Patrick <i>Latham &amp; Watkins LLP</i>
Lamoureux Gérard-Gabriel <i>Hirsch &amp; Associés</i>
Larere Emmanuel <i>Gide Loyrette Nouel AARPI</i>
Masson David <i>Salans</i>
Moatty Myriam <i>Cousin &amp; Moatty</i>
Naumann Stefan <i>Denton Wilde Sapte</i>
Pecoraro Anne-Marie <i>Aklea</i>
Romet Isabelle <i>Véron &amp; Associés</i>
Ullmann Virginie <i>Baker &amp; McKenzie SCP</i>
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George-Picot Marie <i>Cotty Vivant Marchisio &amp; Lauzeral</i>
Schaffner Marianne <i>Linklaters</i>
<i>Alphabetical order within each band. Band 1 is the highest.</i>

praise for his "excellent legal insight and client relationships." Emmanuel Baud is highly regarded for his expertise in soft IP issues. Patrick Dunaud is acclaimed for his exceptional media practice.

## Lovells LLP

See firm profile p.1362

Benefiting from a broad international network, Lovells' IT practice distinguishes itself with a transactional focus and a proficiency in cross-border litigation. The firm covers the full range of IP services and has strengths in technology and media, while its domain name practice frequently sees the lawyers representing leading Internet companies. "A pugnacious fighter with brilliant litigation skills," Dominique Ménard (see p.339) has a forte in both patents and dispute resolution. His clients are essentially multinational companies and he is representing several medical equipment manufacturers in multi-jurisdictional patent disputes. The "thorough and talented" Marie-Aimée de Dampierre (see p.331) focuses most of her time on litigation and is a specialist in trade mark, design, copyright and unfair competition law.

## Salans

See firm profile p.358

This "excellent team" wins praise for its expertise in soft IP issues, namely trade marks, and is also skilled in the licensing, litigation and transactional aspects of IP work. With a much-admired client base in the luxury goods sector, Gérard Delle (see p.332) is acting for a leading French manufacturer on several criminal trade mark infringement issues concerning counterfeiters. He's highly valued by clients for his strategic advice and is considered a "tough litigator." The firms counsels and represents companies from a broad range of industries and particularly shines in the IT industry. David Masson (see p.338) is "extremely responsive, to-the-point and pleasant to work with," clients say.

## Band 3

### Baker & McKenzie SCP

See firm profile p.1335

A newcomer to the tables, Baker & McKenzie receives glowing praise for the "sophisticated and pragmatic advice" provided by its team of 13 IP experts. Clients highlight the group's innovative approach and recommend the firm for trade mark litigation and unfair competition issues. The team acts for high-profile names from the beauty, sports, pharmaceutical and media industries, including Estée Lauder, Calvin Klein, Esprit Holding and Kontron Medical SAS. Partners Jean-Francois Bretonnière (see p.329) and Virginie Ullmann (see p.344) are "extremely efficient, creative and always aware of their clients' needs."

### Clifford Chance Europe LLP

See firm profile p.1341

Comprising a strong team of six industrial property specialists, this firm offers both advisory and contentious expertise to clients from the electronics, pharmaceutical, food and fashion industries. Acclaimed for their responsive and dynamic approach, the lawyers devote half of their time to litigation, with a particular focus on patent cases. They

also have a specialisation in the healthcare industry and act for laboratories on IP and regulatory matters. In addition, the lawyers manage client portfolios and have an acclaimed transactional practice. Highlights here include advising L'Oréal on the acquisition of Yves Saint Laurent Beauté and related trade mark issues. Multi-talented Jean-Frédéric Gaultier (see p.334) is an all-round IP specialist and wins praise for his "analytical mind and incredible availability." The group's clients include Airbus, Gap, Carrefour and Sagem.

## De Gaulle Fleurance & Associés

This independent French firm's IP practice stands out with its strong IT expertise and excellence in soft IT, software and media-related matters. Especially renowned for copyright and trade mark work, the firm has an impressive client base that includes Microsoft, Christie's and major film studios. The lawyers are also handling an increasing amount of patent litigation for clients in the pharmaceutical, biotech and IT sector. Clients applaud the firm's "international approach and excellent service," while name partner Louis De Gaulle wins applause for his "negotiating skills and deep knowledge of IP/IT issues."

## Other Notable Practitioners

Muriel Antoine-Lalance of Cabinet Antoine & Benoliel is an "excellent litigator" and enjoys a tremendous reputation for her work in trade marks, models and designs. Marie George-Picot of Cotty Vivant Marchisio & Lauzeral makes her debut in the IP tables following excellent client feedback. An "insightful and no-nonsense litigator," her recent election to partnership has boosted the firm's IP activity. Stefan Naumann of Denton Wilde Sapte is "commercially astute and extremely sensitive to his clients' needs." He focuses on the advertising, pharmaceuticals, distribution and motion picture production fields. Xavier Buffet Delmas of Hogan & Hartson MNP is a strong IP litigator and is especially proficient in patent disputes and IT-related work. Marianne Schaffner of Linklaters heads the IP team and shines in sophisticated multi-jurisdictional patent cases. She is involved in the healthcare, pharmaceutical, hi-tech, electronics and telecoms sectors. Stéphane Colombet of Vivien & Juvigny is praised for his "outstanding client service" and is described as a "real problem solver" by enthusiastic clients. This versatile practitioner also excels at soft IP matters. Nicolas Braut of Watrin Braut Associés is "exceptionally knowledgeable and a great litigator." A trade mark and copyright specialist, he attracts a high-profile client roster from the media and Internet industries. Anne-Marie Pecoraro of Aklea left Bignon Lebray & Associés to co-found the new boutique. Valued for her "direct style," this soft IP specialist is renowned for her strong TMT practice and proficiency in music law. A "first-rate name in IP," François Greffe of Cabinet Greffe is an expert in trade mark and advertising and remains a reference point in the market for models and design issues.

## Pharma/Life Sciences: Intellectual Property

## Leading Individuals

## Band 1

Cousté Marina *Howrey LLP*Lenoir Pierre *Allen & Overy LLP*Véron Pierre *Véron & Associés*

## Band 2

Desrousseaux Grégoire *Hirsch & Associés*

## Pharma/Life Sciences: Product Liability

## Leading Individuals

## Star Individuals

Robert Jacques-Antoine *Simmons & Simmons*

## Band 1

Gorny Alain *Bird & Bird AARPI*Poupelin Pascale *Salans*

## Band 2

Drouault-Gardrat Paule *Reed Smith*Gouesse Etienne *Vivien & Juvigny*Lafarge-Sarkozy Valerie *Proskauer Rose LLP*

## Band 3

Martinet Laurent *Jones Day*Paley-Vincent Catherine *Ginesté Magellan Paley-Vincent*Rouhette Thomas *Lovells LLP*

## Pharma/Life Sciences: Regulatory

## Leading Individuals

## Band 1

Geneste Bernard *CMS Bureau Francis Lefebvre*Job Jean-Marie *De Gaulle Fleurance & Associés*Lucas-Baloup Isabelle *Cabinet Lucas-Baloup*

## Band 2

Devred Thomas *Baker & McKenzie SCP*Drouault-Gardrat Paule *Reed Smith*Hénin Christophe *Intuity*Lantrès Olivier *Field Fisher Waterhouse*Poupelin Pascale *Salans*

Alphabetical order within each band. Band 1 is the highest.

## Band 3

## Baker &amp; McKenzie SCP

See firm profile p.1335

This group offers valued regulatory, contractual and litigation services to its clients in addition to access to a superb European network. The lawyers are known for their "record-breaking responsiveness," and Thomas Devred (see p.332) draws particular praise for his deep knowledge of the life sciences sector and his highly technical advice. A much-admired regulatory expert, Devred manages a busy practice advising clients on the commercialisation of pharmaceutical products and on medical device issues. The firm has strengthened its practice with the recent hire of litigator Valérie Mel, a pharmaceutical and healthcare industries law specialist.

## CMS Bureau Francis Lefebvre

See firm profile p.347

This firm is well known for its excellent advice on competition law aspects of the healthcare industry and boasts a much-admired regulatory practice. Bernard Geneste (see p.334) handles advisory as well as contentious work for his clients, focusing on drug and medical device issues. Peers declare him "the best tax specialist in the pharmaceuticals industry," and he often works with public authorities, handling price fixing and tax issues as well as regulatory audits and acquisitions. The firm also benefits from a product liability practice and attracts major names in the healthcare sector.

## De Gaulle Fleurance &amp; Associés

The well-established life sciences and healthcare practice at De Gaulle Fleurance & Associés features a team of proactive lawyers offering advice on a wide variety of concerns in the area. According to interviewees, the firm has had a breakthrough in the sector ever since hiring contract and regulatory expert Jean-Marie Job. Hailed as the firm's leading light, Job brings extremely valuable experience to the table having worked previously in the pharmaceutical industry, delighting clients with his "insightful advice and deep-rooted knowledge" of pharmaceutical issues.

## Lovells LLP

See firm profile p.1362

Lawyers from Lovells' corporate and dispute resolution departments combine their deep expertise in M&A transactions, regulatory issues and litigation to best effect when representing clients on life sciences matters. With a growing focus on this area of law, the integrated team recently hired two associates to help deal with the increasing number of pharmaceutical-related cases. Thomas Rouhette (see p.342) leads the pharmaceuticals and life sciences team and is lauded for his excellent litigation skills and significant product liability work.

## Proskauer Rose LLP

Despite the blow this firm has suffered from the departure of Olivier Lantrès from its ranks, seven partners from the private equity, competition, IP/IT and public law teams continue to provide a personable, efficient service to clients with life sciences concerns. The group handles transactional and litigation work for hospitals, clinics, pharmaceutical laborato-

ries and biotechnology groups, and counts bioMérieux and sanofi-aventis among its clients. Valerie Lafarge-Sarkozy heads up the healthcare practice and is the engine for the group's contentious work in the field. She acts on a substantial amount of product liability cases and is recommended as "a skilled litigator with a strong personality."

## Vivien &amp; Juvigny

Providing polished, technical and tailor-made advice, the lawyers at this business-oriented boutique assist clients with general commercial law, IP, corporate and antitrust issues. They are especially proficient in sector specific litigation, and clients single out Etienne Gouesse in particular for his "perfect command of cases, pragmatism and affability." He remains calm under pressure, excels in product liability and has a solid regulatory practice.

## Other Notable Practitioners

Isabelle Lucas-Baloup of Cabinet Lucas-Baloup is a long-standing expert in the medical field. She provides regulatory advice to clients and is recognised for her contractual work on behalf of clinics. "Pragmatic and proactive," Marina Cousté of Howrey LLP is a top-rated full-time IP lawyer who excels at patent litigation. She has an impressive client base in the pharmaceuticals and biotechnology industries. Previously at Proskauer Rose, Olivier Lantrès of Field Fisher Waterhouse is deemed number one for work on clinical trials by market sources. He focuses on regulatory issues and is becoming an increasingly significant name in the field as clients appreciate his "friendly approach and astute understanding of the pharmaceutical sector." Skilled and dynamic litigator Olivier Samyn of LMT Avocats is a competition specialist who focuses on comparative advertising in the life sciences sector. Grégoire Desrousseaux of Hirsch & Associés has strong technical expertise in patent litigation. He acts predominantly on behalf of generic manufacturers and is widely respected by peers for his efforts in the field. "Diligent, practical and personable," Laurent Martinet of Jones Day is a skilled litigator who is warmly recommended by clients for his proficient handling of product liability cases. Catherine Paley-Vincent of Ginesté Magellan Paley-Vincent focuses on medical liability cases and is widely recognised for her work in this area. She assists clinics, hospitals, doctors and laboratories with both advisory and contentious matters. Pierre Véron of Véron & Associés makes his debut in the sector on the back of excellent feedback. "A persuasive and influential litigator," he is extremely active in the pharmaceutical sector and is hailed for his representation of clients in patent litigation. Life sciences expert Paule Drouault-Gardrat of Reed Smith splits her time between handling regulatory work and product liability cases. She also assists clients with IP concerns, advising on licensing and patents issues. Alain Gorny recently joined Bird & Bird AARPI from boutique operation Courtois Lebel. A leading lawyer for product liability work, Gorny is a proficient litigator with a great reputation throughout the market, particularly for his "profound understanding of product liability." He offers specialist advice on advertising law and, at his previous firm, counted Medtronic, sanofi-aventis and Johnson & Johnson among his clients.

and frequently handle medical device issues, providing expert advice on all IP-related issues. Another standout lawyer in the sector is "miracle worker" Olivier Fréget (see p.333), a competition and antitrust specialist who counts GlaxoSmithKline among his clients. The firm also boasts a strong regulatory practice, thanks largely to the efforts of senior associate Laëtitia Bénard.

## Intuity

Fully dedicated to pharmaceuticals and life sciences work, this boutique outfit is emerging as a prominent player for all competition and regulatory matters in the sector, drawing praise with its team of "excellent craftsmen." The increasingly visible Christophe Hénin has a thriving practice and is highly sought after for his advice on competition matters. He is involved in regulatory issues on a European level and attracts work from major pharmaceutical laboratories.