



Philip regularly advise clients in regard to international contracts of various types. Our work first of all concerns the drafting and negotiation of international sale and delivery agreements, agency and distribution agreements and different types of joint venture contracts. We also advise clients in regard to the financing of international sales transactions, e.g. in relation to the use of escrow agents and credit instruments under the UCP600 rules.

One of the areas of particular specialisation of our firm concerns development projects in Vietnam, Switzerland, Rumania and the Baltic States. In connection with these types of projects we provide legal services to Danish investors, architects, engineers, contractors and developers with respect to establishing joint venture companies with local partners, the acquisition of rights to real estate, drafting and negotiating of construction contracts and consultancy agreements, negotiating with authorities, etc.

The contracts in these projects are often based on international standard forms such as the ones published by FIDIC, AIA, ORGALIME and ICC. Often these agreements are made subject to Swiss law or UNIDROIT, whereas local law naturally plays a dominating role in all relations with public authorities, e.g. in regard to environmental issues, tax legislation, labour regulations, and especially in relation to the acquisition of rights to the land area where the project is to be constructed.

We are able to ensure that our clients receive competent and expedient legal advice on the issues that are regulated by the laws of foreign jurisdictions through our firm's contacts with foreign law firms and academic partners abroad, including in particular through our membership of the worldwide network of law firms, the International Alliance of Law Firms (www.iala.wfirms.com).