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Company and Commercial Law

Business Families and Family Businesses:

The STEP Handbook for Advisers

Company Formation: A Practical Global Guide, Second Edition

Directors' Liability and Indemnification: Second Edition

International Franchising: A Practitioner's Guide

Mergers & Acquisitions: A Practical Global Guide

Welcome to the first Globe Law and Business catalogue focusing exclusively on company and commercial titles.

During the past few years we have developed a niche within the company and commercial sphere, publishing some best-selling titles including *Directors' Liability and Indemnification* and *Company Formation*.

We have some new editions available, including an updated version of *Directors' Liability and Indemnification*. Full details of this book are featured in this catalogue.

We are also very pleased to announce the new Globe Law and Business digital editions. You can now access your Globe Law and Business books electronically, wherever you have an internet connection. You can opt to receive your fully searchable digital version along with the hard copy at a small additional cost.

We welcome proposals from authors for new book ideas, particularly in company/commercial law from an international perspective. Are there any topics that you think are not sufficiently covered by existing publications? Full details can be found on our website at www.globelawandbusiness.com/Info/AuthorInfo.

I hope that you will find something enclosed that will be useful for your practice. I would also encourage you to look at our full range of books at www.globelawandbusiness.com. As always, we would welcome your views on our titles and would love to hear from you.

Kind regards

Sian O'Neill
Publisher

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Business Families and Family Businesses

The STEP Handbook for Advisers

The resilience of family businesses has been evident from their success over centuries and across continents. It remains common for practitioners to advise families whose principal source of wealth is or has been a successful family concern, and to provide guidance on the specific and complex relationships and issues that arise in this context.

This guide, edited by the Society of Trust and Estate Practitioners, features chapters by leading practitioners in the field, including the Family Firm Institute, HSBC Private Bank, Boodle Hatfield and Sand Aire. The book considers what makes business families and family businesses unique, and examines the issues that advisers are often called upon to address when assisting them. It helps practitioners to deepen their understanding of how families operate, and to develop the skills and knowledge necessary to advise on such complex areas as conflicts between working and non-working family members, structure, succession, wealth management, governance and meeting a family's philanthropic objectives.

The guide provides a comprehensive handbook for all practitioners who advise business families, including lawyers, accountants, financial advisers and wider family business advisers.

Consulting editors:

Ian Macdonald – Wright, Johnston & Mackenzie LLP; Jonathan Sutton – Dixon Wilson

Publication date: **May 2009**

Format: **Hardback**

Length: **279 pages**

Price: **£110**

ISBN: **978-1-905783-25-0**

Web: www.globelawandbusiness.com/bfg

View a sample chapter online



The STEP Handbook will undoubtedly become required reading for advisers across the disciplines such as the trust and legal, accounting, HR and other professions who set out to deliver high standards of service for their family business clients.

Grant Gordon

Institute for Family Business



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Company Formation

A Practical Global Guide, Second Edition

Company Formation: A Practical Global Guide, Second Edition is an updated and expanded edition of the popular title on how to set up a company in a wide range of key jurisdictions. The new edition features chapters from 43 jurisdictions by leading practitioners. These experts compare the advantages of different types of limited liability company available in their jurisdiction.

New for the second edition are chapters on the BVI, Bulgaria, Costa Rica, Luxembourg, Malaysia, the Netherlands, Panama, Poland, Romania, Singapore, South Africa and Sweden.

The 856-page major work features practical coverage on a wide range of legal issues including: administration of the company, capital stock, company reorganisation, dissolution, domicile, equity, financial statements, incorporation and tax.

This book is essential reading for all lawyers who advise companies on setting up in a new jurisdiction and heads of business planning to expand their companies on to the global market.

General editor: **Agustín Jausàs – JAUSAS**

Publication date: **August 2009**

Format: **Hardback**

Length: **856 pages**

Price: **£140**

ISBN: **978-1-905783-27-4**

Web: **www.globelawandbusiness.com/cf09**

View a sample chapter online

Review for first edition:



Company Formation is clear, concise and practical, and offers great value for money.

Anka Helsen

Manager, Legal Group

Toyota Motor Europe NV/SA



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Directors' Liability and Indemnification

A Global Guide, Second Edition

Directors' liabilities have been a key concern in boardrooms since the various high-profile corporate failures in Europe and the United States over the past two decades.

The recent financial crisis will inevitably bring with it greater risks and challenges for directors. There is an increasingly aggressive environment for civil claims, fuelled by insolvencies, shareholder pressure and public outcry. The attention of the regulators is also ever more sharply focused on directors' conduct. Directors are understandably looking closely at the protection available to them, through both indemnification and directors' and officers' insurance.

The exposures faced by directors and the extent to which indemnification and insurance may provide protection vary significantly around the world. This comprehensive second edition features contributions by leading experts on the important aspects of directors' liability, the protection available to directors and the risks of doing businesses in multiple jurisdictions.

New to the second edition are chapters on China, the Czech Republic, India, Ireland, Kazakhstan, Slovakia, South Korea, Ukraine, the United Arab Emirates and a new section on the Nordic region. In addition to civil claims and indemnification, each chapter now includes commentary on regulatory and criminal liability. Particular focus is placed on the impact of the credit crisis. There is also a new section dealing with regulatory issues surrounding global directors' and officers' programmes and their ability to provide cover in all intended jurisdictions.

Unique in its approach, this new second edition is a powerful tool in assisting directors, officers, in-house counsel and the private practice lawyers advising them to make well-informed judgements about the risks they are taking.

Consulting editor: **Edward Smerdon – Sedgwick Detert Moran & Arnold LLP**

Publication date: **January 2011**

Format: **Hardback**

Length: **627 pages**

Price: **£145**

ISBN: **978-1-905783-34-2**

Web: www.globelawandbusiness.com/dli10



This volume will likely prove a valuable resource for insurance advisors and others called upon to counsel companies in connection with the associated liability exposures and related insurance considerations.

Kevin M LaCroix

The D&O Diary



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International Franchising

A Practitioner's Guide

Franchising has become a global phenomenon. Many brands have grown beyond their national markets and proved that this business expansion model can work around the world. Meanwhile, in comparison to growth on a national scale, it is clear that cross-border franchising involves additional divergent business models and requires solutions to different issues in order to succeed.

This major title, published in partnership with the International Bar Association, is a concise, practical guide for all those involved in planning and operating an international franchise programme, from in-house counsel to managing directors to those in private practice. The book is divided in two parts: the first part provides general information on preparing for international franchising and the second part applies know-how and industry experience to the most popular franchise industries such as hospitality, internet and technology, services and retail.

The lack of a harmonised franchise regime or dispute resolution system across the major jurisdictions means that this is not a simple exercise from a legal perspective. In addition, many jurisdictions require specific pre-contractual disclosure and/or registration. In addition to classic legal questions, efficient tax planning is required to secure success. In parallel, the book reviews questions on data protection and intercultural communication during a franchise partnership as well as financing possibilities from various national perspectives.

Uniquely, this title applies and reflects general practical and technical franchising know-how to specific franchised industries and highlights typical sector-by-sector questions and solutions in an international franchise context.

Consulting editor: **Marco Hero, TIGGES Rechtsanwälte**

Publication date: **May 2010**

Format: **Hardback**

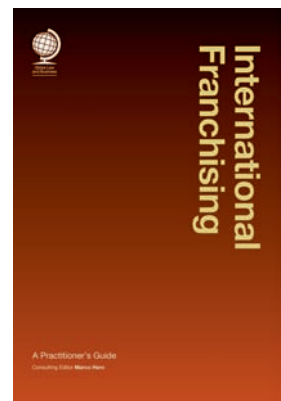
Length: **376 pages**

Price: **£130**

ISBN: **978-1-905783-40-3**

Web: **www.globelawandbusiness.com/ifp**

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Mergers & Acquisitions

A Practical Global Guide

The M&A market has expanded significantly year on year. Due to increasing globalisation, even the business of small to medium-sized companies transcends national borders. In the case of major M&A transactions, the parties involved must generally now comply with the legal systems of several different jurisdictions.

This practical title features 27 chapters by leading experts on the various factors to consider when acquiring a company in their jurisdictions, including the pitfalls to avoid and proposed solutions. In addition to dealing with the advantages and disadvantages of asset and share deals, chapters include coverage of the structure of the M&A agreement, seller's and buyer's liabilities, arbitration agreements, choice of law clauses, and acquisitions of insolvent companies and listed companies.

This book is a comprehensive guide to the legal framework applicable internationally in the field of M&A for companies, banks, private equity funds and private investors and their legal advisers.

Consulting editor: **Andreas Lachmann – Rotthege Wassermann & Partner GbR**

Publication date: **August 2007**

Format: **Hardback**

Length: **453 pages**

Price: **£128**

ISBN: **978-1-905783-09-0**

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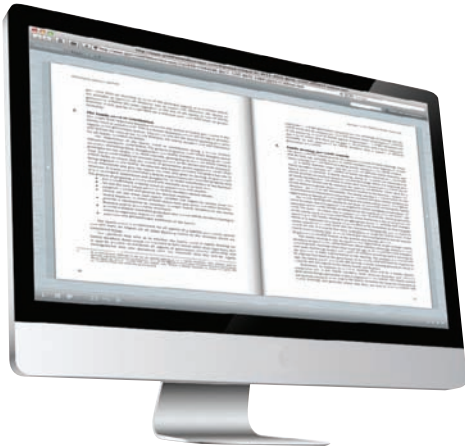
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