

“Our clients are industrial groups and insurance companies with interests in France and Germany”



Interview with

FLORIAN ENDRÖS

Founding Partner,

EBA ENDRÖS-BAUM ASSOCIÉS

Leaders League. EBA Endrös-Baum Associés is a Franco-German law firm. Where does this union originate from?

The firm was initially created in 1997, as a Product Liability and Insurance law firm and its Franco-German orientation being a natural consequence of the fact that I had a double university degree from France and Germany and practiced as a lawyer admitted in both countries. Today, all the Partners and Associates in the Firm have double law degrees and are speaking three or four languages.

As a German national, I deliberately chose France, and more particularly Paris, as a location for the firm, this choice reflecting my commitment to the European idea.

I was one of the first Erasmus students, which explains my strongly marked European orientation and my motivation to contribute to the communication between the various legal systems. Later, in 2007, I initiated a spin-off from the initial firm, thus creating, together with three partners, Muriel Mazaud, Marguerite de Vaublanc and Myriam Bennaïm, the firm in its current form, with the purpose of modernizing it and turning it into a resolutely consistent, agile and responsive international structure.

Since 2007, and in order to underline the cross-border competence of our firm, Céline Lustin-Le Core reinforces our team as a bilingual partner in Paris.

Anke Sprengel is qualified to practice under German and French law and became a partner in 2018. She is in charge of litigation before German Courts and is currently developing this activity in Germany with the aim of enlarging the German litigation team. Furthermore she

also supports the team in Paris regarding litigation before French Courts

In 2025, Alexandra Berbett and Jessika Da Ponte became partners in our firm. Alexandra Berbett is French-German bilingual and fluent in English and stays in charge of complex cross-border matters in industrial risk and product liability providing extensive international experience in consulting and litigation, with a strong focus on the energy sector and environmental topics. Jessika Da Ponte is French-Portuguese bilingual and fluent in English and advises French and foreign clients on complex cross-border industrial matters in all types of court proceedings as well as in alternative dispute resolutions and specialized in bodily injuries and medical devices.

On which areas has the firm based its growth?

Our firm is dedicated to industry, its practice areas covering all aspects related to this field, such as product safety and liability, construction of energy plants, contract negotiation and management of contractual risks, insurance law, particularly dealing with cross-border issues. EBA is also focussed on renewable energy projects and electromobility.

Could you describe your client base?

Our clients are international or national industrial groups and insurance companies with interests in France and Germany. We assist our clients on issues such as contract negotiations or regulatory questions, as well as in litigation matters, notably appraisal proceedings and support them to conduct business transactions and legal proceedings as free of legal risks as possible or in full knowledge of the risks involved.

How does the firm address its clients' needs in the context of globalization?

The challenges of globalization have accelerated the firm's modernization process, particularly with respect to organizational and IT management and data protection. We constantly strive to optimize our working practices within different linguistic contexts (French, German, English, i.a.), while pursuing our efforts to facilitate our clients' comprehension, foster communication and advance negotiations. Due to this constant commitment, we have been able to obtain multiple awards, notably in the category "cross-border", becoming more and more international.

Is an intercultural approach a key factor in the way you distinguish your firm's services?

A lawyer's activity is, in a way, concentrated on a strictly national framework, considering that they are of course required to have thorough knowledge of his national law in order to be able to advise his clients from abroad.

However, assisting clients from foreign countries also consists in offering them a comprehension of the differences between their own legal system and the French one, anticipating their expectations and working approaches, which can be quite different from what one is used to encounter within a French or German context. It is therefore essential for a law firm seeking to establish itself and expand internationally to not only bank on legal know-how but also on communication and responsiveness.

What is your vision of the evolution of your activity?

For several years now, we have been witnessing the gradual de-industrialisation in France and the glaring lack of investment in industrial enterprises with high potential, which would be worth investing in.

Given these unfavourable conditions, our clients need quick clarification and economic solutions of problems and disputes in France. For this reason, our law firm is focussing on and specializing in all kinds of alternative dispute resolutions, such as mediation, conciliation and other structured methods of settlement discussions.

We work in very a specific area, in which our clients' needs are multifaceted and subject to permanent changes. Also, our clientele has less and less time to delve into the cases in detail, yet each and every one of their decisions has to be intelligible, documented, and above all auditable. Thus, it is important that our clients have the possibility to be permanently informed.

Anticipating the new constraints of our clients, that is, the requirement and need for immediate communication in today's rapidly changing working world, is part of the innovative culture of EBA. Next to our Paris office, we have substantially developed our office in Munich with a highly skilled and experienced team around Marguerite de Vaublanc, in order to allow French companies to increase their activity in Germany and to face complex litigation. In addition, we have created a branch office in Marseille in 2019, extending our activity to the South of France, and another branch office in Lyon, in 2020.

While remaining committed to the European idea and consolidating its established networks and partnerships, notably in Italy and Eastern Europe, our firm is also exploring new horizons, seeking to establish new network partnerships in order to be able to offer our clients quick and pragmatic services in the sense of a rapid reaction force.