



Gorrissen Federspiel

Investments and Acquisitions

The current situation

As tariffs and trade barriers impact trade agreements and relationships between countries, supply chain and revenues of businesses becomes uncertain. Amid the uncertainties, valuations of businesses become more and more difficult, resulting in significant fluctuations in prices, as also evidenced by the stock markets throughout 2025.

Nations are introducing new laws, regulations and executive orders at an unseen pace, many of which results in compliance exposures as well as impact on ability to operate across borders. This makes navigating the regulatory landscape increasingly difficult.

When investing in businesses, these uncertainties and challenges necessitates new focus areas, including in relation to tax/customs, supply chain and revenues, ESG and sanctions as well as IT infrastructure, both in relation to due diligence and in relation to transaction terms and implementation.

Key challenges

The introduction of these significant uncertainties and challenges gives rise to multiple risks and concerns in a transaction process:

- Risk identification, diligence and mitigation considering new focus areas
- Protection of value of the investment from uncertainties in future revenues and supply chain challenges
- Operation and risk allocation during processes amid rapidly developing markets, industries and regulatory landscapes
- Risk of non-compliance with unclear new laws, regulations and orders, mitigation and impact of businesses' non-compliance
- Impact on ongoing transaction processes and earn-out periods that have not been prepared in light of the new 2025 developments
- Sudden shifts in incentive structures and increased employee turnover

We can assist

Being a full-service law firm, we help clients navigate these new challenges and risks when selling or acquiring investments. We also help clients safeguard their investments and mitigate impacts amid a vastly developing market, including:

- Identification of key risk of the investment, including considering the new developments
- Provision of expert knowledge and sparring on how to navigate such risks in a transaction process and mitigate impacts
- Implementation of legal and commercial contractual measures, protecting clients against risks and uncertainties, while enabling the execution of the transaction
- Ongoing monitoring of (potential) new exposures
- Post-Closing mitigation of impacts, ensuring as much protection of clients as possible

Get in touch



Andreas Hertel

Partner

M +45 30 18 34 53

anh@gorrissenfederspiel.com



Jacob Gunst

Partner

M +45 51 94 37 56

jgu@gorrissenfederspiel.com



Louise Celia Korpela

Partner

M +45 27 80 40 64

lck@gorrissenfederspiel.com



Read more about how Gorrissen Federspiel can assist you in relation to geopolitical risks