



ANDREW HILDEBRAND

Andrew is one of the UK's most sought-after commercial mediators. Recognised as a leading mediator by **Legal 500 and Chambers**, he has a high success rate. A dealmaker and former top-ranked GC, Andrew has a knack for managing hostile parties, knocking heads together and driving talks through to settlement. He is regularly instructed by leading London and national firms and a lot of his mediation work is with high profile and high net worth UK and international clients. Andrew is in the **Legal 500 Hall of Fame** and is a **Fellow of the Civil Mediation Council**.

'I don't think I have ever come across anyone who has worked so hard to make the mediation work. That was great.' Solicitor, Licensing dispute

'Andrew's wonderfully empathetic manner invites open and direct discussions. He gains trust quickly and deals with mediations excellently; he has an excellent style, asks the right questions, and puts a lot of work into the pre-mediation period and pre-meetings with the parties, which very much helps on the day.' Legal 500

Andrew has successfully mediated a wide range of contentious commercial cases, including **Copyright/IP, Family Business, Partnership/Shareholder, Professional Negligence, Insurance, Insolvency, Public Sector, Entertainment, Media, & Sport, Reputation Management and Trust & Probate** and he has mediated for the Court of Appeal.

Early Mediation/Deal Brokering: With his background working in industry for over 20 years Andrew is often brought in early to mediate sensitive pre-action cases. He is adept at preventing problems escalating into litigation or getting into the public eye and getting relationships back on track. He brokers complex multi-party, multi-national negotiations, as well as highly charged commercial disputes, often involving business partners or family members, a subject he addresses in **STEP's 'Business Families & Family Businesses' Handbook**.

'Andrew resolved the issues in one day, as opposed to months of arbitration. He understood the client's needs and objectives, handled matters well... and was aware and proactive. Without him, we simply wouldn't have got a deal.' Solicitor, Insurance dispute

'He excels at handling fractious disputes and difficult personalities. He steers people past conflict without getting ruffled and goes the extra distance to help them settle and move on.' Client, Media Dispute

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Mediation Style & Approach: engaging, diplomatic and proactive: Andrew keeps mediations moving and makes clients feel the mediation will succeed. He defuses volatile situations and acts as bridge and buffer, cutting through complex legal and commercial issues and, according to **Legal 500** *'works hard to understand the emotional aspects of cases and clearly establish parties' trust; he is also very well prepared, thorough and quietly persuasive without resorting to browbeating'*.

Entertainment & Media: Chambers endorses Andrew's *'unique experience, as an Entertainment, Sports & IP mediator'*. Andrew has an international practice. He has mediated with most Hollywood studios and UK broadcasters and in 2018 helped settle the Producers Guild / Bectu Terms of Trade for all high budget 'blockbuster' films that shoot in the UK. He regularly handles film, TV, fashion, advertising, rock band, brand licensing, sports and sponsorship disputes and is a **WIPO, Sports Resolutions** and **IFTA panelist**.

'Andrew is an unsung hero of our industry. We were facing an impasse that was capable of costing the film industry many millions. Through Andrew's skills we were able to achieve in a matter of months what had eluded us in years of stalemate'. Iain Smith

Background: Before becoming a mediator in 2006, Andrew worked in industry for over 20 years as a top-ranked in-house General Counsel, heading up legal and business departments for private and public organisations, resolving disputes and closing multi-party deals with UK and International partners.

He joined Mishcon de Reya in 1987 after qualifying at Taylor Wessing. Andrew became a Partner at 28 before moving to Channel 4 as Head of Business Affairs and subsequently setting up and running the commercial side of FilmFour. Andrew has executive produced for former client, Richard Attenborough and co-financed over 150 feature films and TV productions, including 'The King's Speech' and 'Trainspotting'. He is a Bafta, Royal Television Society and MCC member.

Andrew practises independently and through IPOS.

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Publications: Andrew has been featured in Spear's and written for Lexis Nexis' 'Singapore International Arbitration', STEP's 'Business Families and Family Businesses' handbook, OUP's 'EU Mediation Law & Practice', British Airways' Business Life, Institute for Family Business, Expert Witness and Law Society Gazette.

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