



HORTEN•CC

The New Corporate Counsel

MICHAEL R. HORTEN

Biographical Sketch



Michael Horten is a US and European educated lawyer with over 35 years experience as a practicing attorney. Mr. Horten began his legal career with Sullivan & Cromwell in New York and Paris. He then spent 25 years with King & Spalding in Atlanta. At the end of 1999, he retired from the King & Spalding partnership to launch HortenCC, a legal practice that focuses on the needs of the small and medium size companies that now play such an important role in our economy.

HortenCC employs a non-traditional practice model that is based on two key philosophical underpinnings: First, Mr. Horten founded the firm on the premise that top-rate legal advice does not have to be bundled with the “marble” and “mahogany” environment that typically is associated with top-notch legal advice. The firm has no central offices, no paper files and it uses the latest technology to create efficiencies. As a result, the firm’s fees are considerably lower than those charged by firms of comparable ability and quality. Second, HortenCC bills its clients for the value delivered and not for the time spent by the attorney. The firm does not keep track of every “six minutes,” as is the norm in most law firms. The firm believes that its clients purchase its lawyers’ skill, not their time. The firm’s work is typically performed at a fixed fee -- either a task-based fee or a monthly retainer. In some cases, the firm is also prepared to take all or a portion of its fee in equity.

Mr. Horten’s experience covers a wide variety of corporate, commercial, technology and financial transactions, including domestic and international mergers, acquisitions, securities offerings, joint ventures and strategic alliances. At King & Spalding, most of his clients were large public companies like Coca-Cola, GE Capital, UPS, Georgia-Pacific, BellSouth, and Scientific-Atlanta. Most of his present clients are private companies, primarily emerging growth companies.

Mr. Horten has written numerous professional papers and articles and is a frequent speaker on business law issues at professional seminars around the world. His publications include the following books: *Joint Ventures in den USA: Wirtschaftliche, Rechtliche and Steuerliche Aspekte* (1996, Verlag C.H. Beck, Munich) (co-author with Karl-Erbo Graf von Kageneck); *Les Joint Ventures Franco-Americaines* (1994, Larcier, Brussels, and Forum Europeen de la Communication, Paris) (co-author with Philippe Sarraillhe); and *Japanese-US Joint Ventures* (1992, Shogakusha, Tokyo).

Mr. Horten is actively involved in a number of business and civic organizations in Atlanta, including the Association for Corporate Growth, the Atlanta Technology Angels, the Atlanta Venture Forum, the MIT Forum, the Society of International Business Fellows, the Southern Center for International Studies, the Technology Association of Georgia, TiE, and several bilateral chambers of commerce.

Mr. Horten did his undergraduate studies at Washington State University. He received his law degree from the University of Copenhagen in 1970 and his graduate law degree from Columbia University in 1971. In 1974, he completed the course work for a doctorate in EU law at the University of Paris. A native of Copenhagen, Denmark, he speaks (at varying levels of fluency) Danish, French, German, Norwegian and Swedish.