

Kjetil Vågen



Partner

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Kjetil Vågen has extensive experience in advising clients within the various types of chain operations, with main focus on the retail/trade segment.

Vågen assists a great number of chain operators, both franchise chains and chains in which the distributor owns all distribution channels, as well as chains that are a combination of such chains. The client base includes international, European, Nordic and Norwegian actors. An increasing degree of the assistance Vågen provides is connected to international actors who wish to start operations in the Nordic or Norwegian market by establishing corporate structures, acquisitions, establishing master franchise agreements with the associated sub franchise agreements and/or joint venture agreements, along with the accompanying clarifications of Norwegian legal requirements in connection with, inter alia, the regulatory requirements connected to e-trade (including possible concession requirements for payment companies under PSD2), competition law, privacy laws, with special focus on customer rights.

The client base mainly operates within the retail segment, but clients also include restaurant chains and service businesses, such as hotel chains.

Kjetil Vågen assists clients with mergers and acquisitions, corporate law, franchise agreements, trademark law, competition law, public procurements, distribution agreements, joint venture agreements, privacy protection/GDPR, lease agreements, bankruptcy and contract law.

In the yearly lawyer survey in Norway for 2018, 2019 and 2020 which is facilitated by Finansavisen (Norwegian newspaper within finance/economy), Vågen was ranked as number 1 within the category retail/trade. Read more about the survey [here](#).

Finansavisen – Advokatundersøkelsen 2018, 2019 and 2020

Kjetil Vågen is described as “a great franchise lawyer” who is “skilled, works fast and is knowledgeable about the retail business in the Norwegian market”.

Who's Who Legal 2020

Kjetil Vågen gains widespread praise thanks to his excellent reputation in the field and considerable experience of working with clients on international franchise structures.

Who's Who Legal 2019 version – Franchise

Always delivers on time. He is a specialist.
IFRL 1000 – 2019 version

Practice areas

Corporate/M&A

Retail

Commercial real estate

Background

Partner, Advokatfirmaet CLP DA (2013)

Attorney/Senior Associate, Advokatfirmaet CLP DA (2008-2012)

Attorney/associate, Law firm Gram, Hambro & Garman (2005-2008)

Associate, Norwegian Claims Link AS (2004-2005)

Publications

Getting the Deal Through – Franchise (2018, 2019 and 2020 edition) –

<https://gettingthedealthrough.com/>

“Business transfer – the identity condition” in the publication “Tidsskrift for Arbeidsrett” nr. 4, 2004

Education

Licensed Attorney-at-Law, Norwegian Bar Association (2006)

Master of Law, University of Oslo, Norway (2004)

Faculty of law, University of Vienna, Austria (2003)

Other

Several board positions