

Jean-Luc Soulier

SENIOR PARTNER

MEMBER OF THE PARIS AND BRUSSELS BARS



Jean-Luc is the managing partner of Soulier Avocats. He obtained an LL.M from the University of Michigan, Ann Arbor, and practiced as a foreign associate in the New York- based law firm Sullivan & Cromwell in the early 1980's before getting back to France and developing the international practice of the Firm.

Jean-Luc has over 30 years' experience in providing guidance and counseling to French and foreign listed and unlisted corporate clients operating in a wide range of sectors with respect to their operations and business dealings in France and Europe. His practice covers M&As and international corporate transactions, international contracts, infrastructure projects, competition & antitrust law as well as complex litigation and international arbitration. He also provides legal advice to associations, foundations and endowment funds.

Jean-Luc Soulier served as Director of the World Law Group and President of the World Law Group Marketing Committee from 2003 to 2005 and is registered as ICC arbitrator since 2003. He is a member of several professional associations and the author, co-author or co-editor of numerous national and international publications.

Selected Operation Summary

M&As

Assisted a group specialized in the manufacture of silicon-based electronic products and chips in connection with the acquisition of a manufacturing unit in France; supervised the subsequent downsizing of the activities on site, structured and implemented a collective lay-off plan for more than 300 employees

Acted as lead counsel, for the French part of the transaction, in the acquisition of a European business enabler by the global leader of domain name registration and protection

Advised the owners of the world's leading manufacturer of texturing machines in connection with the sale of their shares to a Swiss group

Contracts

Assisted a US company in connection with the negotiation of an engineering and technology transfer agreement with the state-owned telecommunications operator for the installation of the first mobile phone infrastructure in France

Advised a NYSE listed US paper manufacturer on structuring international exclusive supply agreements and general terms of sale for the marketing of industrial machines in Europe

Prepared and negotiated, on behalf of a leading French wine producer, distribution and sponsorship agreements with US partners



Expertise

MERGERS & ACQUISITIONS

INTERNATIONAL CONTRACTS

INFRASTRUCTURE PROJECTS

HEALTH & ENVIRONMENT

COMPETITION & ANTITRUST

INTERNATIONAL LITIGATION AND
ARBITRATION

jl.soulier@soulier-avocats.com

Tel + 33 (0)1 40 54 29 29

Fax + 33 (0) 1 43 18 00 75

www.soulier-avocats.com

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Infrastructure Projects

Assisted a consortium of major electricity companies in negotiating and preparing construction agreements for the completion of a nuclear power plant in Slovakia

Assisted a US engineering company specialized in the construction of data centers in connection with the implementation of large-scale infrastructure projects in Saint-Denis and Marseille

Assisted the Australian Government in connection with the construction of the Sir John Monash Centre on the site of the Australian National Memorial next to the military cemetery in Villers-Bretonneux

Health & Environment

Defended the interests of one of world's leading chemical companies accused of being responsible for the abnormally high death rate among the bee population in a high-profile public health case before criminal and administrative courts

Defended the Chairman of an intermunicipal association that owned an incinerator before the criminal court in the highly publicized "dioxin" public health case

Advised a world leading manufacturer of chemical products on the applicable requirements with respect to the classification, labelling and data safety sheet for phytopharmaceutical products following changes of classification of substances

Competition & Antitrust

Assisted the leading producer of pay-tv channels in France in a dispute concerning unfair competition practices and breach of non-compete covenants against the former shareholders and officers of one of its subsidiaries

Performed a competition due diligence investigation of fifteen French subsidiaries of an international industrial group from Northern Europe following prosecution of the officers of one of its subsidiaries in a cartel trial in the USA

Defended a major overseas container handling company before the French Competition Authority against claims of illegal price fixing

Litigation & Arbitration

Defended one of the largest manufacturers of fuel pipes in court-ordered expert investigations concerning alleged pollution in more than 100 gas stations across the French territory

Defended a Japanese company in ICC arbitration initiated following incidents involving commercial aircrafts

Defended a French Ligue 1 football club before the Court of Arbitration for Sport in a dispute concerning the transfer of a Brazilian player

Background

- Sullivan & Cromwell, New York, 1980-1981

Main Publications

- *Getting the Deal Through: Government Relations*, Law Business Research Ltd., 2019
- *Getting the Deal Through: Government Relations*, Law Business Research Ltd., 2018
- *Unfair Trade Practices: A Global Comparative Law Survey*, World Law Group Ltd., 2016
- *International Securities Law Handbook*, 4th edition, co-editor, Kluwer Law International, 2015
- *International Business Acquisitions: Major Legal Issues and Due Diligence*, 4th edition, Kluwer Law International, 2014
- *WLG Merger Control Basics 2010*, World Law Group Ltd., 2010
- *International Securities Law Handbook*, 3rd Edition, co-editor, Kluwer Law International, 2009
- *Confidentiality of Communications between Lawyers and their Clients*, World Law Group Ltd., 2007
- *Comparative International Business Acquisitions*, 2nd edition, Kluwer Law International, 2007
- *International Securities Law Handbook*, 2nd Edition, co-editor, Kluwer Law International, 2004
- *International Business Acquisitions*, Kluwer Law, 1999
- *Euro Handbook, France chapter*, World Law Group Ltd., 1999
- *Comparative Environmental Law and Regulation*, Oceana Publications, 1997
- *Securities Law in France, International Securities Law Handbook*, Graham & Trotman/Martinus Nijhoff, 1995
- *Creating and Structuring International Joint Ventures in France*, International Business Lawyer, 1991
- *Guide Juridique et Fiscal de l'exportateur*, C.F.C.E., 1987

Credentials

- Co-led a conference on Brexit in partnership with Faegre Baker Daniels LLP and Lazard Frères Gestion, March 2017
- Lecturer, post-graduate degree program *Juriste Manager International*, EMLYON (one of France's 4 top business schools), 2009-2011
- Former lecturer on International Trade Law and European Competition Law, University Lyon III
- Director of the World Law Group and President of the WLG Marketing Committee, 2003 – 2005
- ICC arbitrator since 2003

Professional Associations

- International Association of Defense Counsel
- European-American Chamber of Commerce
- France Invest

Education

- LL.M, University of Michigan, Ann Arbor, 1980
- Master of Law, University Lyon III, 1977

Languages

- French
- English