

# BUSINESS REVIEW 2016

• STEP UP •

2015 proved to be a year rich in developments both in France and abroad, with many new clients and major cases from loyal clients. Here is a selection of some of the cases that best represent our activities.

## CONSTRUCTION

Assistance to one of the largest French logisticians in the construction of 3 port container terminals in Africa.

Advisors to a Lebanese company in a dispute with a subcontractor regarding the construction of a pipeline in Abu Dhabi.

Assistance to a subsidiary of a French leader in construction and global actor in building and public works in the execution of a contract for the construction of a major tunnel in France.

Defense of a construction group in a liability lawsuit before the administrative courts, arising from an arrangement between two companies that was sanctioned by the French Competition Authority, related to public works contracts.

Advisors to subsidiaries of major construction actors in a complex bridge construction operation.

International arbitration between a Romanian company and a German company regarding the renovation of a water treatment plant in Romania.

## ENTERTAINMENT / MEDIA

Advice to an entertainment subsidiary of a Japanese electronics flagship in the acquisition of a French VOS supplier, in collaboration with the Japanese firm TMI.

Assistance to a New York media group in the disposal of certain French and European subsidiaries.

Delineation, guidance and advice to an entertainment company on all of their litigations with foreign correspondents. Coordinated defense of worldwide trademark compliance.

## MASS CONSUMPTION

Comprehensive assistance to a telecom subsidiary of a large French group in the rules applicable to mobile operator installations.

Assistance to a Japanese department store company in the distribution and marketing of its products on the French and European markets.

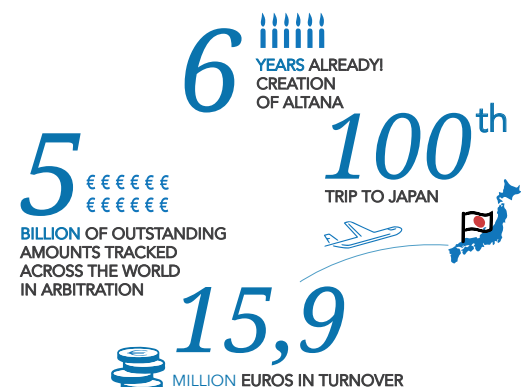
## BANKING

Assistance to a Canadian bank in acquiring an equity share of a Pan African insurance company.

## LUXURY

Advice to a famous Chinese haute-couture designer in its installation on the French and European markets.

Advice to a celebrated Spanish fashion designer in the acquisition of its future flagship store in Paris.





## HIGH TECH

Advice to a Chinese investor in the acquisition of a majority share of a French high-tech electronic device manufacturer.

Advice in Competition Law to one of the largest South Korean groups in the « white » and « brown » sectors.

## INDUSTRY

Assistance to a Japanese manufacturer of tractors, civil engineering machinery and working equipment, in its installation in France.

Advice to a French children's clothing distributor during its acquisition by one of its competitors.

Advice to a South African company in the acquisition of a factory in France.

Advice to an independent energy producer in the exploitation of a bioethanol combustion turbine generator.

Assistance to an agricultural seed breeder for the execution in France of a sentence rendered in Belgium against a German company.

## HEALTH

Advice to a listed company specialized in the development of oncology orphan medications during the acquisition of a biotech company.

## AUTOMOBILE

Assistance to a worldwide leader in publishing and content production in the transfer of its activities in the electronic vehicle sector and in the closing of sites.

## TOURISM

Advice to a French company in arbitration in the hotel industry.

## REAL ESTATE

Advice to a real estate company in the context of the demolition of offices to erect two 50,000 m<sup>2</sup> residential towers (town planning rules applicable to high-rise buildings).

Assistance to a real estate company in the transformation of a château into a luxury hotel.

Assistance to a mass distribution group in the development and marketing of a shopping center (70,000 m<sup>2</sup>) and a residential tower (25,000 m<sup>2</sup>) in Luxembourg.

Despite the significant activity of the Criminal law team during 2015, it has been decided to not provide any information on this activity.

# SEMINARS

Throughout the year, the lawyers of Altana moderate and participate in numerous seminars in France and abroad. Here are the past year's highlights.

## JANUARY

Arnaud Fayolle participated in the conference organized in Kitzbühel by the AIJA on the theme "M&A Reloaded: A comprehensive view of the M&A process".

## FEBRUARY

Jean-Nicolas Soret participated in the IBA's "3<sup>rd</sup> European Private Corporate and Private M&A Conference".

## APRIL

Seminar with the association Capitant, moderated by Michel Jockey on the Macron Law: "The new instruments for treating corporate difficulties", with Professors Dupichot and Lucas.

## MAY

Philippe Goossens participated in the seminar organized in Shanghai by the Paris Bar.

Philippe Goossens moderated a debate with the students of the Royal University of Cambodia on criminal law and the criminal procedure.

Pierre Lubet and Jean-Guy de Ruffray participated in the 137<sup>th</sup> annual meeting of the INTA (International Trademark Association) in San Diego.

## JUNE

Moderation of a "Mastering Compliance and International Disputes" roundtable by Jean-Philippe Thibault at the International Legal Alliance Summit and Awards (ILASA) in New York.

## OCTOBER

Seminar on "Contract reform" organized in partnership with the association Capitant, with Christophe Lapp and Guillaume Forbin, and the participation of Professors Mazeaud, Dupichot and Grimaldi.

Philippe Goossens moderated a debate on corporate cyber-security during the Business Legal Forum organized in Paris.

Marianne Franjou participated in the Deauville Women's Forum on the theme "Energizing the world", with 1,500 participants from 70 countries.

Eric Métais participated in the 1<sup>st</sup> edition of Immobilier en Scène (Real Estate takes the Stage): "Properly preparing your asset acquisition".

## Breakfasts

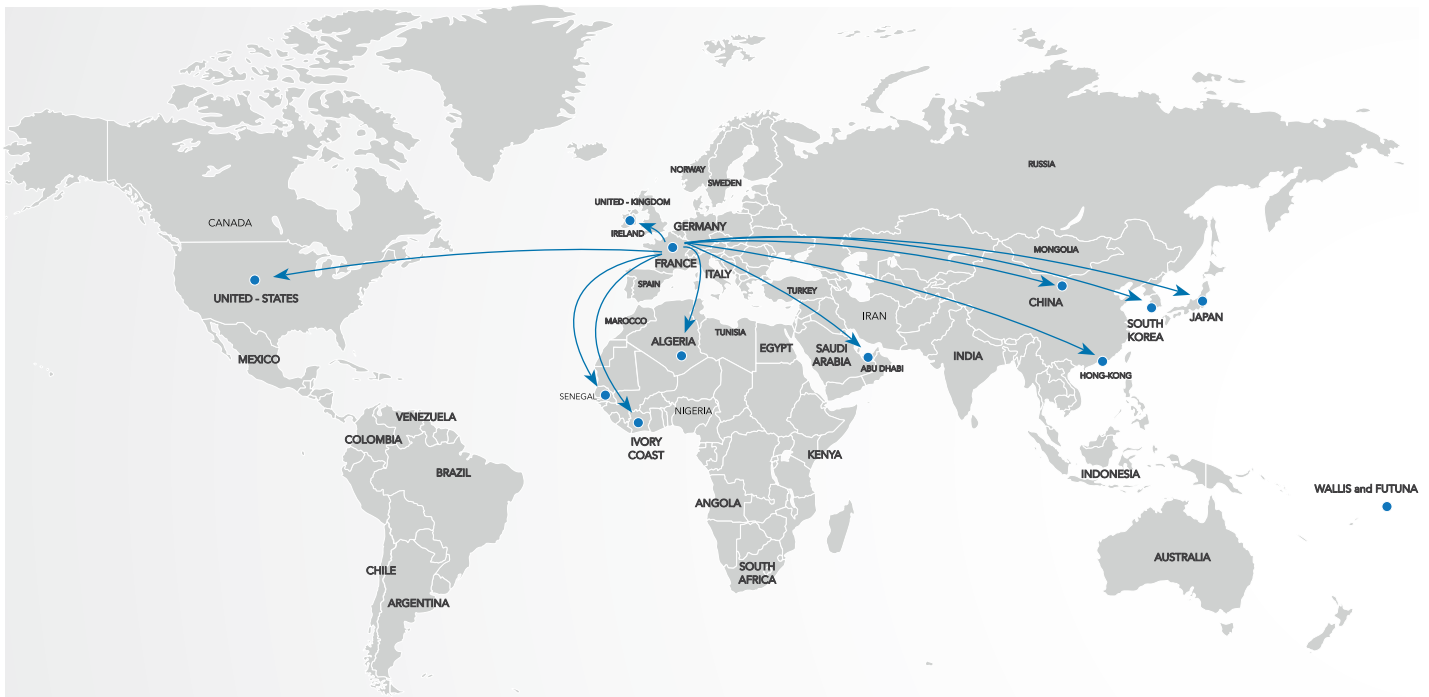
"Business relationships between professionals – The new obligations resulting from the Hamon Law and their application: yearly agreement, advance notification of General Sales Conditions, 1 March deadline, penalties for margin guarantee requests and failure to comply with the contract price" co-moderated by Jean-Philippe Thibault, Guillaume Forbin, Benoît Van Bésien and Marie Davy.

As part of the "Wake up (with) Arbitration" debates, Caroline Duclercq presented "The Secretary of the arbitral court: a 4th arbitrator?" with Marie-laure Bizeau and Jean-Yves Garaud.

## Training

Altana is a partner of the Montpellier law school's "Domestic and International Arbitration Law MOOC", with the collaboration of the FNDE and the Centre du droit de l'entreprise (Center for Business Law).

# ALTANA WORLDWIDE



## 1. Abu Dhabi

### Arbitration

Advisor to a Lebanese company against an English company. \$2.3B project concerning an oil fields worksite.

## 2. Algeria

### Arbitration

Advice in the construction of a liquid gas industrial platform.

## 3. West Africa

### Construction

Advisor to a French company in the construction of three container terminals.

## 4. Hong Kong

### Distribution

Advisor to a large Hong Kong toy company interding to open locations in Europe.

## 5. China

### Distribution

Advisor to a fashion company establishing itself in Europe, particularly in France.

## 6. South Korea

### Competition

Advisor to one of the largest South Korean groups in the "white" and "brown" product sectors in Seoul and in France.

## 7. The Ivory Coast

### M&A

Advisor to a Canadian bank in its investment in a Pan-African insurance group.

## 8. The United States

### M&A

Advisor to a New York media group for the sale of the European group Cellfish.

## 9. France

### Droit social

Advisor to a Japanese manufacturer of tractors, civil engineering machinery and working equipment in its installation in France.

## 10. Japan

### Labor

Advisor to a Japanese publishing house, Bookoff (used books).

## 11. Irlande

### Labor

Advisor to a government agency in the management of French assets in the context of its defeasement program.

## 12. Wallis and Futuna

### Construction

Advisor for the construction of a port under a FED contract.

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