



Anticipating.
LWA's "master word" since 1995.

GENERAL PRESENTATION

As a full-service law firm, LWA is recognized for its technical expertise and its desire to innovate

16 Partners ~ 40 Lawyers

LWA is fully committed to the idea of a committed, resilient, energy-efficient, connected, supportive, sustainable and active world.

Since 1995, we have been assisting our clients with the legal issues associated with their growth and transformation projects in a controlled approach to their financial and reputational risks. In a rapidly changing economic, technological and legal environment, we offer more than just know-how

We facilitate our clients' decision-making through advice, assess risks, propose solutions and strategies, provide legal engineering services and protect them in times of adversity.













In order to meet the needs of both public and private sector operators, start-ups and large listed groups, we cultivate a collaborative and cross-disciplinary practice in order to be at the side of our clients in their development, both in the design, negotiation and implementation phases of their strategies and projects, and in the context of the litigation in which they may be involved



LWA Partners assist you and help you to anticipate, build and carry out your projects through reliable solutions adapted to your strategic challenges in Public Law, Telecoms, Corporate M&A Private Equity, Real Estate, Labour, Tax, Competition, Litigation, Urban Planning, Environment, Compliance, Digital, Maghreb-Africa



SKILLS & EXPERTISE

 REAL ESTATE	 CORPORATE	 PUBLIC LAW	 HR	 IT	 COMPETITION	 TAX	 LITIGATION	 ENVIRONMENT
Commercial leases	Acquisitions/ Disposals of investments and assets	Negotiating and drafting of all types of public contracts	Collective agreements negotiation	Drafting and negotiating IT contracts (BIM)	Merger control	Tax structuring	Contracts and liabilities	Facilities classified for environmental protection, waste
Lease in the Future State of Completion (BEFA) Sale in the Future State of Completion (VEFA)	Corporate governance	Project management assistance	Employment contracts	Personal data management	State aid	Taxation of the organization and financing of companies and public and private non-profit organizations	External growth operations	Management of polluted sites and soles
Real estate development contracts	Capital raising	Feasibility studies, legal and financial of the project	Crisis management	IOT	Anti-competitive practices	Tax audits, litigation	Internal functioning of the company	Environmental risks
Project Management Assistance Contracts	Negotiation of Joint-Ventures / strategic agreements	Project development and regulations	Risk management and corporate social responsibility (CS R)	Artificial Intelligence	Distribution and consumption	VAT and Tax Diagnostics	Relations with business partners	Partnership-based urban projects
Construction, project management	Financing	Assistance in responding to calls for tender and other consultations		Platform management (commercial & non-commercial)	Regulation and privatization	Transfer price	Business criminal law	Implementation of public policies to encourage the development of good environmental practices
Asset and property management	Restructuring		 AFRICA	 ENERGY	 SMART-CITIES	Real estate and property taxation, asset management, valuation		
Performance monitoring	Stock exchange regulations	Creation of mixed public/private structures	Transactional operations	EPC / O&M	Schematic overview of uses and services			
Legal expertise		Audits	Projects / investments	Project management	Digital development of the territory			
Building permit auditing		Administrative authorizations (urban planning, environment)	Legislative and regulatory assistance	EnR	Public Data			
			Infrastructures (ppp)	Third-party financing	Telecoms			
			Litigation and arbitration	Energy-efficient building renovation				

GLOBAL REACH

- **Members of foreign Bar Associations** : International Bar Association, New York State Bar, Law Society of England and Wales and Czech Republic Bar
- **Graduates from foreign universities and leading business schools** : Juris Doctor (Columbia University) and LL.Ms from New-York (NYU), Berkeley, Boston, Vermont, Oxford, London (King's College), Dublin, Sciences Po, HEC
- **Fluent in several languages** : English, German, Spanish, Catalan, Portuguese, Italian



LWA seen by

Chambers 2023

"The firm provides a clear and objective answer allowing us to make reasoned decisions."

"The firm was always very responsive and all our requests were processed in a relatively short time. It has very good anticipation of customer needs."

"Latournerie Wolfrom Avocats has always put the necessary resources and skills into the processing of cases. The lawyers have good knowledge of the subjects."

"They are serviceable and very much available in an environment where we deal with complexity internationally."

"I appreciate the team's responsiveness, pragmatism, commitment and ability to meet deadlines and provide good support."

Legal 500 2023

"A good level of competence."

"Reactivity, adaptation."

"The team takes into account the evolution of the sector and listens to clients in order to reinforce its capacities and competences in a particularly dense and evolutionary subject."

"Great experience and efficiency of the associates".

Customers

"Excellent team / company with full spectrum of services available Great involvement from Christian Wolfrom as Founding Partner to the other partners, the other lawyers and the teams (...)"

(MML Capital)

"LWA is an efficient, knowledgeable and trusted law firm, composed of motivated lawyers who demonstrate the passion for their profession in an energetic and dynamic way. LWA team show an excellent understanding of legal matters and the financial and business context, a high commitment and an impressive ability to guide clients through complex issues with a result-oriented perspective. Their direct and pragmatic approach, ability to propose creative solutions and their remarkable responsiveness make them a valued business partner with whom I had the pleasure to collaborate in different areas over the years."
Gisela Süß- Head of the Institutional Law Division – (ESA)



Best Lawyers



Latournerie Wolfrom Avocats



Option
DROIT & AFFAIRES

Le Point

Contacts / Partners



Jean Latournerie
Public law



Marion Delaigue
Public law,
Public real property



T rence Cabot
Public law, TMT,
Maghreb/Africa



Pauline Leddet
Environmental law



Coline Warin
Commercial litigation



Chantal Cordier-Vasseur
Commercial litigation



Christian Wolfrom
Corporate, M&A
Private equity



Pierre Lafarge
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Herv  Castelnaud
Corporate, M&A
Maghreb/Africa



Thibaut Kaz mi
Corporate, M&A
Maghreb/Africa



Godefroy Le Mintier
Corporate, M&A
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Pauline de Lanza
Competition, Regulation,
Distribution



Julien Desclozeaux
Real estate



Am lie d'Heilly
Labour & social
protection law



Sarah-Jane Mirou
Labour & social
protection law



Jean-Luc Marchand
Tax law



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CROSS-CUTTING & CROSS-SECTOR APPROACH

LWA IS A PLAYER THAT IS FULLY DEVOTED TO THE DESIGN AND CONSTRUCTION OF **TOMMOROW'S CITY**, AROUND THE IDEA OF A COMMITTED CITY, WHICH IS RESILIENT, ECONOMICAL WITH RESPECT TO ENERGY, CONNECTED, SOCIAL, LONG-LASTING AND ACTIVE.

While being alongside the public contracting authorities and private operators, project managers and developers while not forgetting the layout contractors, energy contractors, data managers or even property companies, LWA's lawyers are dedicated to serving your projects from their initiation up to their implementation.

We have developed an extensive engineering line in **real property contractual law, data law (personal and public), public-private arrangements, construction law, energy law, real property tax and corporate law to support projects that are complex and mixed in essence.**





COMPLIANCE / ETHICS / CSR & HUMAN RIGHTS : HIGH STRATEGIC STAKES FOR THE COMPANY

Ignoring these stakes triggers consequences that can lead well beyond the severe financial sanctions incurred: this could lead to a major destruction of value for the company, the loss of key markets or serious reputational damage susceptible of compromising its future

While being aware of these stakes and of the complexity that they generate for the company, our Compliance practice has for concern, by focussing on anticipation, prevention and assistance over time, to change compliance regulations from no longer being a constraint but a growth lever, company dynamics

FIELDS OF INTERVENTION :

- **TRANSVERSALITY** : A transversal and dedicated cluster formed of lawyers from our various teams and our expert partners, working in common to apprehend all the legal, financial, HR, digital and communication dimensions of compliance.
- **INDEPTH KNOWLEDGE OF ADMINISTRATIONS AND PUBLIC AUTHORITIES** : Other than our knowhow in the fields of counselling and litigation, we have in-depth knowledge of how administrations operate and benefit from a network of top level contacts with the public authorities and the independent administrative authorities.
- **FOREFRONT EXPERT PARTNERS** : Our expert partners in the fields of IT, finance, human resources, crisis communication or change management have been carefully selected and interact with us in the same manner as if they formed part of an integrated team

SCOPE : Prevention ; Defense ; Relationships with the public authorities ; Internal & external crisis communication.

ENERGY : LWA WORKS ALONGSIDE OPERATORS OR INVESTORS, BOTH ON CONTRACTUAL ASPECTS, FINANCING AND PROJECT STRUCTURING

Our interventions aim to enlighten our clients on the applicable legal regimes and procedures and to assist them throughout the deployment of projects.

Our assistance covers strategic advice and analysis, contract negotiation, structuring, planning and documentation aspects of transactions.

With our experience in managing both industrial contracts (EPC, O&M, provision of public services, offtake agreement, etc.) and financing documents in the context of highly regulated projects, one of LWA's strengths is to be able to mobilize varied expertise: public law, territorial impact, corporate, real estate, tax, digital, state aid, environmental law.





REAL ESTATE TO ASSIST YOU IN IDENTIFYING, STRUCTURING AND SECURING YOUR REAL ESTATE ARRANGEMENTS, BEING AN ACTOR AT YOUR SIDE AND SUPPORTING YOUR URBAN REAL ESTATE, CONSTRUCTION AND ESTATE DEVELOPMENT PROJECTS.

Our practice covers all public and private real estate law and in particular: state ownership, development, town planning, public procurement, land management, environmental law, construction law, sale, leases, liability of professionals, financing, taxation real estate...

With our multidisciplinary approach, we intervene at all stages of the real estate operation, from the choice of the assembly to its implementation. Often involved in complex projects, we rely, if necessary, on a network of proven technical or financial partners, with the aim of offering a complete and "tailor-made" service.

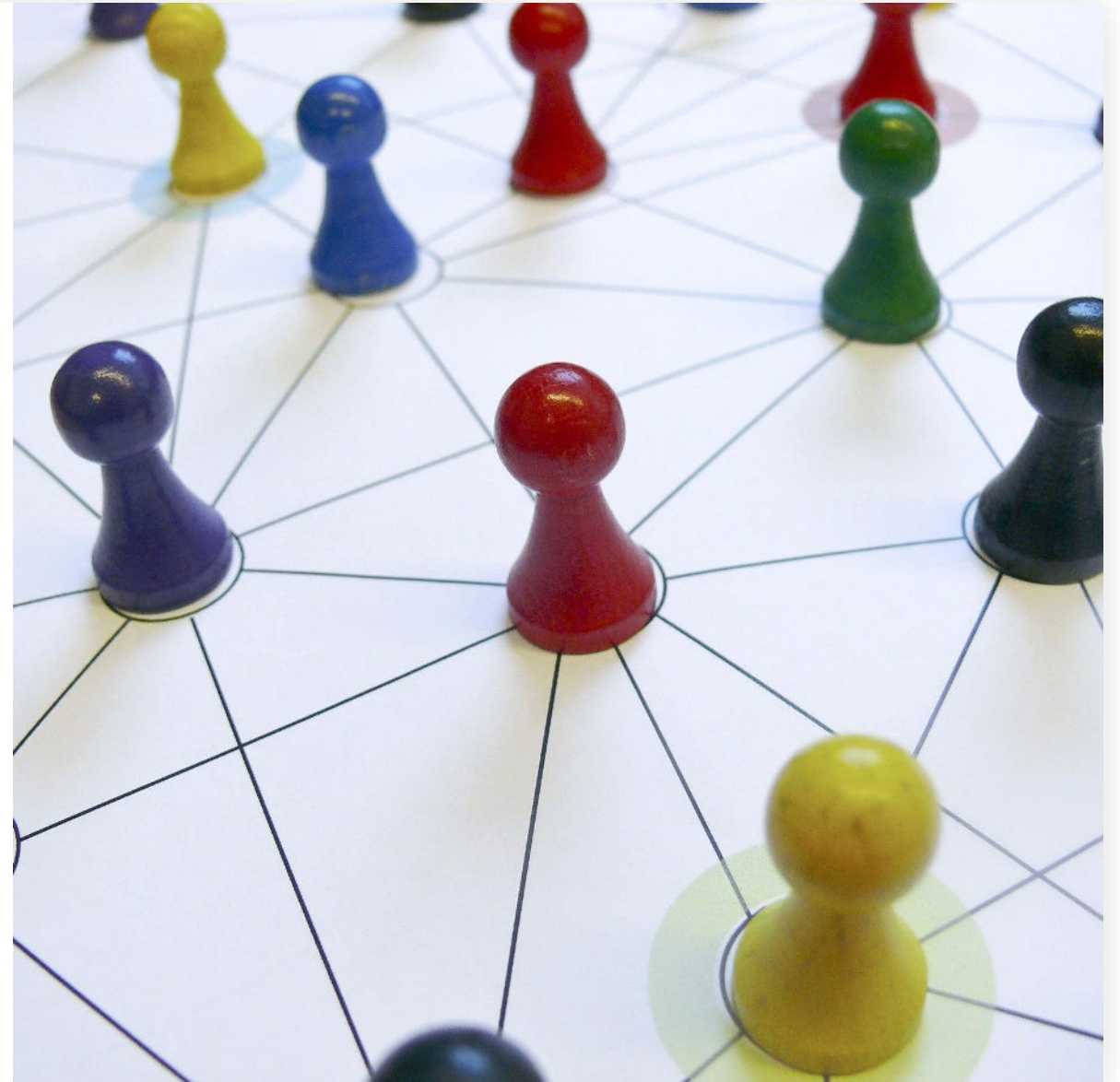
In the event of a contentious situation, we also assist our clients to find a solution or, if necessary, to implement any contentious actions,

We support real estate companies, developers, users, particularly in the tertiary sector and industry, public and private project owners and investors.

MOBILITY : LWA IS PARTICULARLY ACTIVE IN THE MOBILITY SECTOR WHERE IT ASSISTS ITS CLIENTS BOTH WITH THE IMPLEMENTATION OF NEW DISPLACEMENT POLICIES AND WITH THE CREATION OF TRANSPORTATION INFRASTRUCTURES

Our interventions are varied and are intended to clarify the legal regimes and procedures that are applicable to our clients and for assisting them all along the rollout of the projects.

One of LWA's assets is to have the ability to mobilize diverse fields of expertise, which proves to be particular necessary in the transportation sector given the diversity of questions that are susceptible of being raised (public law, taxation of transportations, use of personal data, IP, state aids, environment...).



LWA SUPPORTS YOU IN CONTROLLING THE **TAX DIMENSION** OF YOUR BUSINESS, YOUR ACTIVITIES AND YOUR ASSETS.

Whatever your profile, your strategy or your projects, we support you in the development of creative tax solutions, adapted to your priorities and your needs, based on mastery and in compliance with the tax regulations in force in: Taxation of companies, International taxation, Taxation of public actors, Taxation of non-profit organizations, Personal taxation of executives and managers, Estate taxation, Tax control and litigation, etc.

Jean-Luc Marchand (Tax - Partner) is founder of 'Sphère Fiscale' and member of the International Fiscal Association.



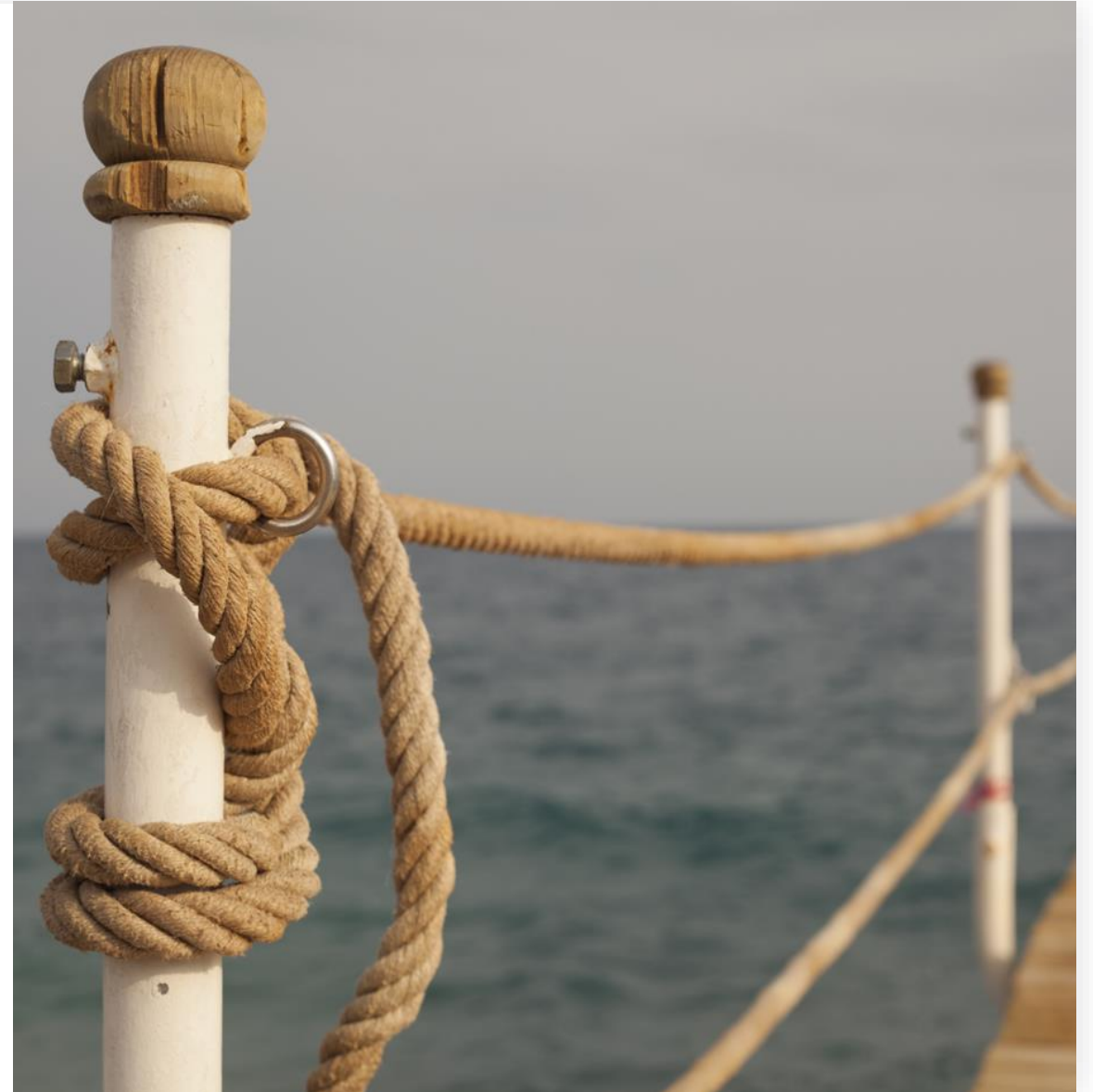
ASSISTING THE SENIOR MANAGERS OF FRENCH AND INTERNATIONAL COMPANIES, THEIR LEGAL AND FINANCIAL MANAGEMENT DEPARTMENTS WITH ALL THEIR **TRANSACTIONS AND CORPORATE MATTERS.**

Private Equity : We assist French companies (start-ups or small and medium size companies (PMEs) or intermediate-sized companies (ETIs), international groups and French or foreign investment funds with their M&A, Private Equity and stock market transactions when performing French of multijurisdictional transactions. We operate in a perfectly integrated manner with the other practices of LWA (tax, labour, digital, IP/media, public, environmental, competition, real property and litigation practices). Our experience is recognised in the telecommunications, media, new technologies, health, real property, transportation and energy areas.

A broad spectrum of intervention : LWA assists with small and mid-cap transactions for companies valued between 10 and 300 million euros. We advise many French and foreign funds (institutional, independent or corporate funds) in connection with transactions in which they are involved alone or in the context of a co-investment. We regularly provide assistance, in particular, to management teams in connection with the negotiation of management packages.

M&A and securities law : We assist our French and foreign clients with all types of transactions, in particular: acquisitions, transfers, mergers, privatisations, restructurings, joint-ventures, public bids and other market transactions. We are active in all sectors and have a recognised experience in the areas of telecommunications, media, new technologies, real property, transportation, energy and natural resources.

Cross border transactions : We have established ties over the years with foreign independent law firms that are recognised in their jurisdiction and share the same values and quality requirements. Our clients therefore have a guarantee to benefit from a global and efficient assistance for the international aspects of the transactions that they entrust us with.





HEALTH : IN A SECTOR THAT IS CONSTANTLY CHANGING, COMPANIES AND ORGANIZATIONS IN THE LIFE SCIENCES AND HEALTH SECTOR HAVE TO FACE AN INCREASING NUMBER OF TECHNOLOGICAL, LEGAL AND LEGISLATIVE CHALLENGES.

Whether your project integrates a digital dimension, artificial intelligence, in particular, or whether it is subjected to medical liability law, LWA assists you and is able to offer you cross disciplinary skills both in the area of **counselling and litigation, regarding the contractual, tax, corporate, social, personal data, intellectual property, public, competition law and State aid aspects.**

IN A POLITICAL & SOCIETAL CONTEXT THAT IS CHARACTERIZED BY THE NECESSITY OF HAVING TO COMPLY WITH THE GROWING CHALLENGES OF ENVIRONMENTAL PROTECTION AND HAVING TO PROMOTE A SUSTAINABLE DEVELOPMENT, WE ALL MUST APPREHEND THE ISSUES OF **ENVIRONMENTAL AND SUSTAINABLE DEVELOPMENT.**

LWA, which is an engaged player in the area of sustainable development, assists its private and public clients both with counselling – in contractual or auditing matters – as well as administrative or judicial litigation, in connection with the dynamic management of their real property assets, the environmental risks relating to their activities, or even the definition and implementation of measures for reducing the ecological footprint of economic, industrial or even institutional activities.

LWA's lawyers have developed fine expertise to assist with the **energetic efficiency refurbishment of buildings, the sustainable valuation of real property assets and development of innovative arrangements in the area of renewable energies** (methanisation, hydraulic energy, biomass...), as well as with the **mastering of the technological, sanitary and environmental risks of the projects.**





DIGITAL : LWA WAS CREATED AT THE BEGINNING OF THE 'INTERNET BUBBLE' AND IS PERFECTLY AWARE OF THEM.

In these times of digital transition, sometimes forcibly imposed, so as to face the sanitary crisis linked to the COVID-19 epidemic, in particular, all players, both private and public, have to face the legal challenges of digital technology.

It has been involved since this era in the profound changes that have affected the activities of the most diversified players, whether they be domestic or international large companies, start-ups or public establishments. Some are players for which digital technology is the core business (start-ups, software editors, websites or mobile applications, vendors, suppliers of e-health services...). Others are private or public players and were pioneers or forced, for their requirements, to digitalise their professions (off-the-shelf software solutions or specific software, HR management departments wanting to rollout an HRIS...).

This **multidisciplinary vision, which is always offered and provided in a pragmatic manner, is our added value: your safety asset.**



Solar power plant / Noor

AFRICA : OUR TEAM HAS BEEN ADVISING CLIENTS FOR OVER 20 YEARS IN ALMOST EVERY COUNTRY ON THE AFRICAN CONTINENT.

One of the particularities of our Africa team is that it covers all sectors of economic activity, beyond the traditional energy and mining sectors.

For example, our team has been involved in the following sectors: telecommunications, financial institutions, water and waste management, infrastructure, pharmaceuticals, agribusiness, private equity and growth companies.

We assist our clients in the following areas

- TRANSACTIONAL OPERATIONS**
- PROJECTS / INVESTMENTS**
- LEGISLATIVE AND REGULATORY ASSISTANCE**
- INFRASTRUCTURE (PPP)**
- LITIGATION AND ARBITRATION**

Africa Desk





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