



Pierre Ferroud

Position Partner

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Qualifications

Pierre is a law graduate from the Panthéon-Assas University and holds a LLM from the Humboldt Universität in Berlin and a doctorate degree from the Sorbonne university.

Language capabilities

Pierre speaks French, English and German

Previous experience

Clyde & Co LLP (Paris)

Project, Energy and Infrastructure | Associate | 2014 – 2021

Watson, Farley & Williams LLP (Paris)

Corporate, M&A | Associate | 2008 – 2014

Presentation

Pierre is a member of the Paris bar. His practice focuses on business law, both in relation with transactional matters (M&A and projects) and litigation aspects (arbitration).

Pierre devotes a large part of his activity to the hydrocarbons sector, assisting oil and gas companies in the negotiation of exploration and production sharing contracts with States or during the process of acquiring oil interests. He has in-depth knowledge of the legal, contractual and regulatory framework for oil and gas in most French-speaking African countries, particularly in Mauritania, Gabon and Senegal. Pierre also assists traders in downstream issues of importing petroleum products into non-petroleum producing countries.

Pierre originally specialized in business law and spent several years working extensively in the field of mergers and acquisitions and private equity, representing both targets / management or investors. He has in-depth knowledge and corporate expertise in terms of investment and / or share purchase protocols, shareholder agreements, issuance of complex securities, management incentive packages, etc. that he now uses to the benefit of investors into or from the African continent.

Pierre also devotes a large part of his activity to international arbitration cases. He notably represented Mauritania for four years in an ICSID arbitration and regularly intervenes in the framework of multiple international arbitrations, in particular before the ICC and the DIS.

Illustrative experience

Oil & Gas / Mining

- Advising an Indonesian oil major in the negotiation with the Gabonese State of several exploration and production sharing contracts concerning new deep offshore blocks (negotiation of economic and fiscal conditions with the Ministry of Hydrocarbons, drafting of

contractual agreements (PSC), advice re establishment of SPV compliant with OHADA in Gabon).

- Advising an Indonesian oil major in connection with the acquisition of oil interests in a deep offshore exploration and production sharing contract in West Africa: short due diligence on the terms of the farmout agreement and required authorizations.
- Advising an oil and gas company in connection with the termination of an oil supply agreement concluded with Electricité de Guinée for the supply of several electrical installations in Guinea.
- Advising a Canadian mining company in negotiations with the Mauritanian government on the conversion of a gold exploration permit into an exploitation permit in Mauritania.
- Advising an Indonesian oil major in connection with a project to sell oil interests West Africa.
- Advising a Chinese oil and gas company in its negotiations with the National Hydrocarbons Commission and SNIM as part of the renewal of its exclusive contract for the import of hydrocarbons in Mauritania.
- Advising an Indonesian oil major in connection with a project in Congo.

M&A / Private Equity

- Advising an asset manager based in the United Kingdom in the context of the investment by an American fund in a data center located in Switzerland (acquisition price and financial commitments in excess of CHF 350 million). Preparation of a Vendor Due Diligence Report, negotiation of a letter of intent, negotiation of the management contract and the Long-Term Incentive Package of the asset manager).
- Advising a French major oil company in the potential acquisition of the energy branch of a major player in the Internet of energy specializing in the management of smart grids (automated Demand Response) (due diligence of the French, Belgian and Dutch entities of the company).
- Advising a renewable energy producer with an installed capacity of 465 MW in the sale of its interests in a French hydropower production group (amount of the transaction: 17 million euros). Drafting of the SPA including intra-group cross-selling, negotiation of exit conditions.
- Advising British private investors for the acquisition of a majority stake followed by several rounds of investment in an French energy company, a big data and IoT platform allowing energy performance players to monitor and control their energy consumption in real time.
- Advising a French energy company specializing in urban lighting systems for the acquisition of its partner within a JV established in Morocco.
- Advising the founder of a software publisher in the reorganization of his group alongside new investors, and the acquisition of new targets in France and Switzerland.
- Advising a major film production and distribution company, and owner of a number of cinema chains, in the context of its withdrawal from a project to build a multiplex in a shopping center in Abidjan. Negotiation of exit terms with the lessor and local contractors. Parallel negotiation of the economic terms of a transfer of the project to a local buyer.
- Advising a French clean energy group within the framework of a call for tenders procedure relating to a construction, installation, commissioning, operation and financing project for two

photovoltaic power plants with an anticipated cumulative total installed capacity ranging from 60 to 80 MWac, located in Togo

- Advising a French clean energy group in the context of a tender procedure relating to a project to build, install, commission, operate and finance a wind farm in "a total installed capacity of 100MW located in Beruniy in the region of Karakalpakstan, Uzbekistan
- Advising French clean energy developer in relation with photovoltaic projects in Algeria.
- Advising multiple City insurers within the framework of the review of the tax regime applicable to compensation for claims (withholding tax issue) occurring on oil equipment damaged during their trans-shipment in Congo (Brazzaville).

International arbitration

- Advising an oil trading company in the context of an ICC arbitration procedure initiated against him by the manager of the oil depot at the port of Nouadhibou
- Advising an oil and gas company in an ICC arbitration against their former lessor in Nouackchott.
- Advising a distributor of medical equipment (at hospitals located in Gabon, Cote d'Ivoire, Niger and Chad in the context of arbitration proceedings against its supplier pending before the DIS in Germany.
- Advising a parastatal Mauritanian company in several ICC arbitrations relating to oil trade disputes.
- Advising the Islamic Republic of Mauritania against a conglomerate of foreign investors led by the Indonesian mining group Bumi, in the framework of the first ICSID arbitration for the country.
- Advising a building contractor vs. a global steel group and in several other disputes subject to jurisdiction against clients located in Liberia, Iraq and the UAE.
- Advising the shareholders of a Gabonese national company in an ICC arbitration against Gabon following the cancellation of the concession in Gabon for the production and distribution of driving licenses and secure vehicle registration documents.