

# Jean-Luc Soulier

Partner

Member of the Paris Bar

**SOULIER & BUNCH**

STRATEGIC LAWYERING

Jean-Luc holds an LL.M. from the University of Michigan, Ann Arbor, and began his career in the early 1980s as a foreign associate with the New York law firm Sullivan & Cromwell. He later returned to France, where he developed the international practice of Soulier Avocats before co-founding Soulier Bunch.

Jean-Luc provides 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. He focuses his practice on 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 served as Director of the World Law Group and President of the World Law Group Marketing Committee from 2003 to 2005 and acts 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.



## Representative Matters

### Litigation & International 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

Assisted a manufacturer of dual-use goods subject to customs investigations, and negotiation of a settlement agreement that avoided a trial and significantly reduced the sanctions and penalties initially faced

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

Represented and successfully defended a publicly traded Korean pharmaceutical corporation against claims brought by a multinational French pharmaceutical company before the ICC International Court of Arbitration, Paris, France

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

Defended one of the world's leading glass manufacturers against a French leading energy company in ad hoc arbitration

### Corporate Transactions

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

### EXPERTISE

INTERNATIONAL LITIGATION & ARBITRATION

CORPORATE TRANSACTIONS

INTERNATIONAL CONTRACTS

COMPETITION LAW

WHITE COLLAR CRIME

HEALTH & ENVIRONMENT

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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 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

Assisted the global leading provider of cloud-based compliance, connected data and reporting solutions in connection with the preparation and review of commercial contracts

### 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 on all issues related to 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

Assisted leading chemical and glass companies in negotiating or renegotiating construction, operation and supply contracts for facilities supplying industrial gases such as hydrogen or oxygen, or for biomass steam power plants

Assisted a French company in negotiating a subcontract agreement for the ventilation works package of a major tunnel construction project under the streets of Cairo

Assisted a French company in connection with the construction of a logistics center in Spain Assistance d'un consortium d'entreprises d'électricité occidentales dans le cadre de la négociation et de la rédaction de contrats de construction pour l'achèvement d'une centrale nucléaire en Slovaquie

### 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

## Background

- Soulier Avocats, Managing Partner, 1981-2025
- Sullivan & Cromwell, New York, 1980-1981

## Main Publications

- *WLG Whistleblower Guide 2024*, World Law Group Ltd., 2025
- *Getting the Deal Through: Government Relations*, Law Business Research Ltd., 2021
- *WLG 2021 Venture Capital Guide*, World Law Group Ltd., 2021
- *WLG Merger Control Guide 2020*, World Law Group Ltd., 2020
- *Getting the Deal Through: Government Relations*, Law Business Research Ltd., 2020
- *2019-2020 Report on Global Trade Policy*, World Law Group Ltd., 2019
- *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*, 4ème édition, coéditeur, Kluwer Law International, 2015
- *International Business Acquisitions: Major Legal Issues and Due Diligence*, 4<sup>ème</sup> édition, 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

- Chargé d'enseignement dans le cadre du Mastère Spécialisé *Juriste Manager International*, EMLYON, 2009-2011
- Ancien chargé d'enseignement en Droit du Commerce International et Droit Européen de la Concurrence, Université Lyon III
- Administrateur et Président du Comité Marketing du World Law Group, 2003-2005
- Arbitre ICC depuis 2003
- Classé dans The Best Lawyers in France™ pour la catégorie Litigation depuis 2020
- Classé dans The Best Lawyers in France™ pour la catégorie Mergers & Acquisitions en 2020

## Professional Associations

- International Chamber of Commerce
- European-American Chamber of Commerce

## Education

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

## Languages

- French
- English