

# GrenierAvocats

CABINET D'AVOCATS - LAW FIRM

THE DYNAMICS OF  
LEGAL STRATEGY  
FOR YOUR GLOBAL NEEDS



## **Our specialty:**

industrial issues

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Widely recognized in France and abroad for its legal expertise in industrial issues, Grenier Avocats law firm has worked closely over the last 15 years and more with leading industrial groups (in fields as varied as defense, automotive, construction materials, transport infrastructure engineering, energy and agri-food), and with insurance and reinsurance companies, as well as brokers.

Grenier Avocats offers its clients a broad range of skills: support on cases of liability for breach of warranty of merchantability or arising from defective products; drafting and litigation of commercial contracts; setting up and revision of contracts associated with insurance programs; litigation in public and private law, particularly for project owners, project managers, entities providing assistance to owners and for contract holders.

Grenier Avocats prides itself on an empathetic approach to its clients, with a close relationship with managers and in-house lawyers, and makes every effort to provide intensely personalized support that goes well beyond the firm's primary role of defending clients' interests.

Our team puts in the time and effort required to become familiar with its clients' business, environment and processes as the first step towards clearly identifying their specific needs.

This client-tailored approach ensures that our clients benefit from ever more practical and pertinent advice on anticipating risks, resulting in a greater margin of comfort and protection.

# Responsiveness

In line with its emphasis on personalizing the solutions it offers its clients, Grenier Avocats also makes every effort to be a real presence in regular interchanges and, even more so, in emergency situations. The team's ethos is to respond to clients without loss of time and be ready for swift action in support of clients at critical moments. Grenier Avocats has become a privileged and regular partner for many of its clients.



## 3 QUESTIONS TO CLAIRE LAPORTE

### **Your training included an element of social sciences. That must be very useful?**

Beyond a doubt, given that the human dimension is central to the profession of attorney. I have a DEUG (two-year university diploma) in sociology. On the legal front, I specialize in business law and hold a Master 2 in Business Law from the University of Paris 12. I was called to the Paris Bar in 2010.

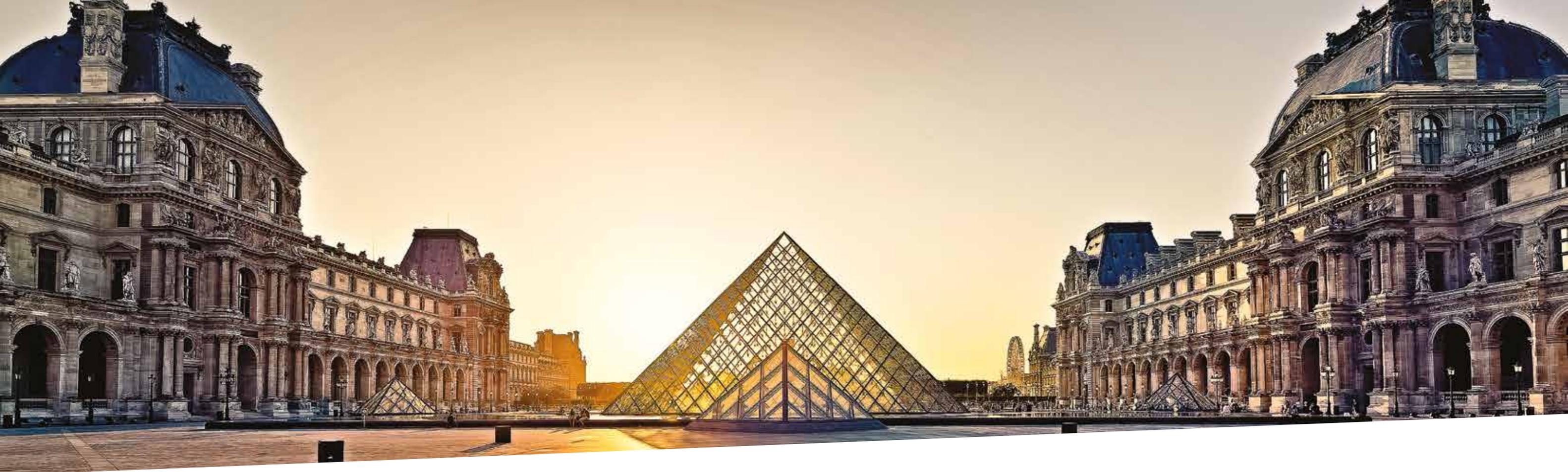
I took my first professional steps as an intern in the financial section of the public prosecutor's office at the Tribunal de Grande Instance in Paris, which paved my way into the criminal side of business litigation.

### **So your practice essentially consists of litigation?**

I built up my experience in firms specializing in advising businesses, M&A and also in business criminal law. 80% of my cases for Grenier Avocats involve business litigation, particularly in civil liability law, insurance law and industrial risk. Litigation is very demanding; it requires you to be at once creative, responsive and reassuring for clients who may quite legitimately feel vulnerable in these situations.

### **In more concrete terms, what issues are you involved in?**

I work on behalf of industrial clients specializing in fields such as construction, industrial vehicles, products, materials and equipment, and also in technical inspection, both in France and abroad (managing claims involving products delivered, environmental impacts). Although I am frequently called upon to plead before both civil and commercial courts, I also act as counsel to my clients on the drafting of contracts (commercial contracts, limitation of liability clauses, representations and warranties, analysis of insurance policies) with a view to limiting the risk our clients face on a daily basis. Over the years, I have found my litigation practice invaluable in providing the clients I also counsel with the best possible advice, especially as regards commercial leases.



## Our scope

international

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Grenier Avocats has the skills and experience required to offer its clients, inside and outside France, the full range of legal services on industrial issues to be expected of an international firm.

Our team, all completely bilingual in English, spends half its time working on international cases.

The firm is in constant contact with over 50 overseas correspondents, mainly based in Africa, Asia and the USA.

In all its international dealings, Grenier Avocats takes pains to put together teams with highly specific expertise in the cases in question, tailored to meet clients' needs.

Grenier Avocats is also the French affiliate of the Clausen Miller International (CMI) network.

# Adaptability

This attribute of being familiar with working with several legal systems and having access to very different parts of the world encourages a spirit of openness, an understanding of differences, and calls for a real ability to adapt.

## 3 QUESTIONS TO STÉPHANIE IMBAULT

### Could you tell us something about your training, which shows strongly international leanings?

I have a Masters 2 in International Economic Law, specializing in international business law (Paris I - Sorbonne) and an LLM in International Legal Practice obtained in Australia following a Bachelor's degree in Political Sciences from the University of Versailles. As a general rule, my training has always been very much focused on acquiring specific expertise in the world of business and trade. I was called to the Paris Bar in 2010.

### Where did you acquire your expertise in the industry field?

I gained my experience in international firms in France and Australia, in the fields of business and energy project financing law. I have spent much of my time working on Africa, and have become very familiar with OHADA law (Organization for the Harmonization of Business Law in Africa, covering 15 African countries). My particular fields of work are commercial and corporate law, investment law and energy law. These days, I may be involved as counsel on the drafting of commercial contracts, audits or commercial operations such as M&A. In particular, I have considerable experience in supporting industrialists in the drafting and negotiation of contracts and legal documents in a number of French- and English-speaking African countries.

### And are you also involved in litigation here at Grenier Avocats?

My work as counsel continues to be an important part of my work for the firm, even though litigation now accounts for some 30% of my time. I work in the field of civil liability, and more specifically in the area of industrial risk, the firm's specialty. I am also regularly involved in pre-litigation work when clients are seeking an amicable settlement rather than often long and costly legal proceedings.

## **Our expertise:** 7 major fields

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Grenier Avocats is highly specialized in legal practice relating to industrial risk and collectively possesses a wide range of skills.

This breadth of expertise also puts the firm in an ideal position to raise awareness, advise and support its clients on all matters pertaining to their ethical, economic and political risk.

### **Industrial risk management**

Grenier Avocats has worked over a number of years for clients from very different sectors (automotive, transport, energy, construction materials, agri-food and more). This broad range of clients coupled with a degree of specialization has made the firm adept at rapidly identifying and anticipating industrial risk.

### **Insurance and reinsurance**

As a result of its close links to insurance firms and brokers, Grenier Avocats has considerable experience in the legal aspects of insurance: insurance policy audit, support in defining cover, legal analysis of insurance policies, etc.

### **Business litigation and arbitration procedures**

Grenier Avocats defends its clients' interests both through classic litigation and via arbitration procedures and other alternative methods of dispute resolution.

### **Business criminal law**

Grenier Avocats is frequently called on to handle cases that could have serious consequences for senior executives of the businesses concerned. Every possible step is systematically taken to avoid criminal proceedings.

### **Civil liability**

Grenier Avocats regularly defends its clients in product liability cases.

### **Public procurement and contracts**

Grenier Avocats has considerable expertise in cases relating to public procurement and contracts, and frequently acts on behalf of both public entities and private businesses.

### **Joint ventures/international commercial and cooperation contracts**

Grenier Avocats also advises on commercial law in support of legal departments or in direct contact with operational staff. The firm advises on the drafting of commercial contracts, and also makes its expertise available in the course of negotiations.





# Competitiveness

Despite its high level of specialization in the field of industrial issues, its international reach and its dual competency in both counsel and litigation, Grenier Avocats is committed to remaining accessible whilst offering top-flight services.

## 3 QUESTIONS TO KAREL ROYNETTE

### **Would you say you had a Franco-American legal background?**

You could say that. I was called to the Bar in Paris (in 2007) and in New York (in 2010) and I have a Master II degree (LLM) from Louisiana State University. Then I spent two years in Louisiana with a firm of some 10 attorneys specializing in litigation, as a lawyer in the field of civil liability and insurance, dealing with private clients who had been victims of industrial or other forms of accident.

### **Which are the main fields you are involved in on an international scale?**

Grenier Avocats is fortunate in having a case load that is 50% international, thanks to a clientele of major industrial groups operating all over the world. Our entire team works on behalf of the headquarters and subsidiaries of these groups, which operate in fields as diverse as agri-food, mass retailing, construction materials, public infrastructure and so on. My specialties are business law, commercial contract litigation and civil liability law, international arbitration and insurance law.

### **You claim that Grenier Avocats' main advantage, over and above its "international legal competency", lies in providing both counsel and litigation services. Why is this dual expertise important for your clients?**

The firm's added value really lies in being able to offer our clients the advice they need to anticipate potential risk. Let me add that a poor grasp of insurance-related risk can have far-reaching financial consequences that could prove terminal for the business. Acting as counsel, we can become involved in business contracting, signing of internal agreements, limitation of civil liability clauses, negotiations with partners (distribution networks) or issues arising from competition law. On the litigation front, we may be called in to address very different situations, in the event of an accident, for example, or a technical failure, defective plant, delayed order execution, or equipment not to specification.



“Focus on...  
Setting up  
an insurance  
program”

Grenier Avocats is accustomed to advising its clients on the legal aspects associated with setting up an insurance program.

Concretely, a team of attorneys considers the program's architecture, advises on the cover required in conjunction with the brokers or insurers, and brings its expertise to bear on the drafting of policies, especially with regard to how these may later be interpreted by a judge.

This enables its clients to raise questions not generally brought up by the other parties involved and to anticipate future issues across the broadest possible front

# Transparency

Both in France and abroad, Grenier Avocats involves its clients closely in following the handling of their case(s). Each of our clients is well acquainted with the attorney in charge of their case(s). Clients systematically play a part in the selection of their legal partner whenever the case so requires.

## 3 QUESTIONS TO ANNE-SOPHIE LILTI

**Your training and career path to date is distinctly international. What benefits does that bring for you and for the firm's clients?**

I have a French Master degree in international business law, specializing in transport law and arbitration, plus an LLB in private law from the University of Leeds, in the United Kingdom. I registered to the Paris Bar in 2015. My professional experience is also international, as I have previously worked for two law firms, one in Paris where I was very much involved in practicing transport law, and the other in New York, with a more general business law practice. I also worked in the legal department of a major French group with a leading role in the nuclear engineering market. This international background, combining both a legal and a business environment, is very helpful in keeping an open mind and makes it easier for me to deal with Grenier Avocats' many overseas correspondents.

**What are your "specialty fields" at Grenier Avocats?**

I am familiar with transport law and the nuclear energy field. I practice in these fields of law, both in France and abroad, in both civil and commercial litigation and in arbitration and mediation procedures. For the past three years, I am a lecturer on civil procedure to 2nd year law students at the University of Paris X - Nanterre. I find that teaching calls for a certain capacity for explanation and reasoning and demands the ability to express oneself clearly and calmly.

**You are particularly involved in the mediation activities of the Paris International Chamber of Commerce. Why this distinct taste for arbitration?**

It is important to stress that the Paris International Chamber of Commerce (ICC) is an internationally respected institution on matters of arbitration. I find this different approach to settling disputes extremely interesting in that many parties choose this option for reasons of confidentiality and flexibility, not to be found in classic litigation, and to which all the parties (clients, attorneys and arbitrators) are bound. Mediation is another avenue not to be ruled out when seeking solutions. Moreover, experience shows that the outcomes of arbitration and, above all, mediation tend to be more advantageous for the client.

## Recognition:

awards and distinctions

In just a few years, Grenier Avocats has established its legitimacy in the legal practice of industrial issues, as attested by some of the distinctions it has received:

### 2016 / Le Monde du Droit

In the Palmarès des Avocats 2016 rankings, Grenier Avocats was awarded two Silver trophies: one in Insurance, the second in Industrial Risk.

### 2015 / Le Monde du Droit

In the Palmarès des Avocats 2015 rankings, Grenier Avocats was awarded two trophies: Gold in Insurance and Silver in Industrial Risk - Product Liability.

### 2014 2015 / Magazine Décideurs

Grenier Avocats was awarded two labels describing its industrial risk practice as “excellent” and recognizing its “strong reputation” in product liability.

### 2014 / Les Trophées du Droit

Grenier Avocats took two Silver awards, one for “Industrial Risk & Insurance” and the second for “Entrepreneurial firm of under five years”.



“Focus on...  
Three major  
cases”

### Grenier Avocats was retained in three cases that received widespread media coverage:

Recourses between insurers of international programs for the indemnification of the victims of a deadly train derailment in California. The firm has been instructed by an American insurance company to exercise these recourses.

Insurance-related aspects of the handling of a French agri-food group's claim following the withdrawal of baby products from the Asian market resulting in damages of hundreds of millions of euros.

The tsunami that struck the coast of Indonesia on 26 December 2004 and destroyed the Lafarge cement plant in Banda Aceh. Grenier Avocats assisted cement group Lafarge in obtaining compensation of €100 million that funded reconstruction of the plant.

# Independence

Grenier Avocats makes the most of its independent status within the groups it works with to make its considered advice freely available not only to in-house legal teams but also to the highest levels of management.

## 3 QUESTIONS TO PATRICE GRENIER

**Your firm specializes in legal practice involving industrial issues. Is this positioning linked to your early steps in the profession, or to your qualifications?**

There is no specific connection between my qualifications and industrial issues. I am a graduate of the Institut d'Etudes Politiques de Paris (Sciences Po) and hold a post-graduate degree in law awarded by the University of Paris II. I was called to the Paris Bar in 1990. My professional career, however, is very much linked to the firm's specialization. After gaining initial experience with a UK law firm as a lawyer and ultimately as an attorney, I went on to develop a client portfolio of industrialists, brokers and insurers both in France and abroad. Industrial issues have become an abiding passion for me, hence the training in civil liability, the environment and insurance I provide for my clients. I insist on our team being inventive, close to our clients and empathetic towards them and their needs.

**You were also keen to create a firm with a strong international dimension. Why was that?**

This international aspect is a major advantage for our clients, but also for the whole team. This is something I have been committed to throughout my career. We are in a position to offer our clients, who are based in different parts of the world, current legal practice in English and, most importantly, cutting-edge knowledge of different legal systems, particularly in common law and OHADA law. Our firm is also the Paris affiliate of the Clausen Miller International network of law firms.

**A French industrial group with an international presence recently nominated you as an independent figure to chair its Ethical Audit Committee. How important is this nomination in the light of the values you and your firm uphold?**

Independence is one of the firm's essential values, in particular as regards our "way of being" with our clients. I associate it closely with the creativity that inspires all our attorneys. We are regularly called upon to raise senior executives' awareness of the importance of protecting their employees, customers and service providers against the many different risks that may have serious consequences for the business, and even jeopardize its very survival. It is vital, therefore, that we be able to speak with complete freedom, something that is not always easy from within a hierarchy. This nomination shows that the group concerned has fully understood that our support was effective, fair and wholly independent.

# A prestigious address in the heart of Paris

Ideally located in the very heart of Paris, Grenier Avocats provides an appropriate setting in which to welcome its premium French and international clients.

**GrenierAvocats**  
CABINET D'AVOCATS - LAW FIRM





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