

Dr. Anne-Marie TOLEDO-WOLFSOHN

Experience

Managing Director,

Avocat à la Cour, (Sept. 2011 - present)

Toledo-Wolfsohn (Law Firm - Aerospace, Defense, Energy & Infrastructure)

Advised international companies in high technology partnerships and aircraft contracts with European clients.

Negotiation and advice to companies in Europe and in Africa in energy (wind energy project in Mali, mining project in Mauritania, etc.)

Attended official meetings in the context of the G20, 2011 dealing with infrastructure and innovative financing; meetings with the AFD (*agence française de développement*), French Ministry of Foreign Affairs and French Ministry of Economics

Executive, Member of Executive Management Committee (Codir, Comex) (Jan. 2006 – Sep. 2011)

Head of International Legal Department (EuMEA, Asia-Pacific & South America),

Rockwell Collins International (US Aircraft company)

Member of the Board of Directors of the Swedish Subsidiary

Responsible for the negotiation of contracts and advice for Rockwell Collins business in Europe, Middle East Asia and South America

Advised Rockwell Collins International on public private partnerships with European governments; Advised & negotiated several aircraft programs with Airbus France (A350), Airbus Germany, EADS CASA, Embraer, Eurocopter, Irkut (MS21, the future Russian civil aircraft program), Thales (in France, Germany and Asia), IFE contract with Air France, with Lufthansa, etc.

Advised on the Galileo Program, SESAR, European Union Directives, international regulations that influence business strategies (EU 7th Framework on Financing Research & Technology, EU Environmental regulations, European Procurement Defense Directive) and on joint-ventures/creation of companies in Spain, Colombia, Brazil.

Senior Counsel, Paris (2002-2005),

Responsible for EuMEA contracts (Feb. 2004 - 2005), **Responsible for partnerships** (2002-2004)

Groupe Dassault, Aircraft & IT Sector

Negotiated partnerships agreements, alliance agreements, programs and strategic alliances in Europe in the software and aircraft activities (equity, loans...).

Worked on the deal structure and created documents that set-up an innovative relationship with IBM and a Dassault subsidiary in Europe including on all financial issues.

Co-Head of EuMEA PPP & Project Finance, Attorney, Registered at Law Society of England & Wales

Masons, London Specialist Project Law Firm (now Pinsent Masons) (2001-2002)

Developped clients in IT, Infrastructure and Project sectors, Advised companies and governments.

Negotiated contracts with governments (concession contract in Argentina for a LNG gas project a client (confidential); represented Shell for energy projects in Latin America

Represented the Cypriot Government on airport and port projects (valued at \$1,400 Billion); Advised the Government on the concession and the drafting of contracts with regard to the security system respecting European Union security regulations for airports (electronic systems, software...)

Advised Eastern European countries entering the European Union on EU software & IT regulation

**Senior Attorney, Co-Head of French-German Banking/Project Department
Allen & Overy**, Paris, with many missions to London, Frankfurt (1999-2001)

Advised on projects with the public sector in Europe and Middle East (including finance documents): e.g. telecom project in Morocco (Mediatecom); renewable energy project in Scotland (wind energy)

Advised on satellite projects (regulatory issues, insurance policies, launching agreements, financing and security package governed by English law)

**Senior Associate, Attorney,
Coopers & Lybrand (now PricewaterhouseCoopers)**, Paris (1997-1999)

Advised companies on corporate finance and Merger & Acquisition experience in conjunction with Coopers&Lybrand Corporate Finance: advised in the IT and telecommunications sector.

**Associate, Attorney
Clifford Chance**, Paris (1995-1997)

Project finance experience: Advised lenders on the financing and deal structure for major infrastructure projects (*Stade de France, Périphérique de Lyon*), a telecommunications project; advised on the deal structure, on the various documents of the investment (loans, bonds) and on the security package. Arbitration: advised on arbitration of projects (according to ICC rules).

**Lecturer, Researcher, University of Paris 1 - Panthéon-Sorbonne
& Mission Officer for the French Ministry of Foreign Affairs**

Public Sector (France), Paris, Eastern European States (1991-1995)

Missions for the French Ministry of Foreign Affairs in Eastern European Countries
Member, Board of Directors, Business Law Department, University of Paris 1- Panthéon-Sorbonne.
Research assistant and lecturer (ATER), University of Paris 1 - Panthéon-Sorbonne

Qualifications

PhD International Business Law, University of Paris 1 – Panthéon-Sorbonne (1997) (*Summa Cum Laude* with congratulations of the Jury), *Notion of Security Interest and International Trade (Notion de sûreté et droit du commerce international)*,

Master of Law, Private Law, (specialization in European Law) University Paris X - Nanterre (1991)
1st of the class (*Magna cum laude*).

French Bar Exam, *Lauréat* (1990); enrolled as Attorney (Avocat à la Cour), Paris Bar (1996)
England & Wales Solicitor Qualification – Certificates: Common Law & Civil Litigation (2001); Registered European Lawyer, The Law Society, London (2000).

Publications (selection)

Toledo A.-M. & P. Lignières, *Project Finance*, Joly, Paris, 2002.

Toledo-Wolfsohn A.-M., “Common Law”, Lamy (Kluwer group), Droit des sûretés (Encyclopedia) 2011.
Toledo-Wolfsohn A.-M., “Security Interests of Public-Private Partnerships”, Rev. Dr. Banc. et Fin., JurisClasseur, Paris Mar-Apr 2005
Toledo-Wolfsohn A.-M., “Project Finance of High Technology”, Rev. Dr. Banc. et Fin., JurisClasseur, Paris Mar-Apr 2004.
Toledo A.-M., “Security Interest on Receivables and Project Finance” Lamy (Kluwer group), Droit des sûretés (Encyclopedia), Paris, 2002 and 2003.

Working Groups (selection)

Chatham House, Member.

European Defense Industry Anti-Corruption Working Group, Transparency International (UK), London, April 2008, lead by Lord Robertson (former Secretary General NATO, and former UK Defense Secretary), with NATO, Thales, BAE.

United Nations (UN-Habitat) Conference, Financing sustainable urbanism projects in developing countries, 2002, invited by the French Government.

Conference (selection)

1. Speaker, *Financing & Defense Acquisition 2010*, “Impact of the New EU Defense Directive on the European Defense Industry”, DII, Paris, 27-28 May 2010. Presenting with Directors from French Ministry of Defense, Generals-Army & Air Force (France), EADS, Director-DCNS, Director-Dassault.
2. Speaker, *Anti-Corruption*, “Designing Anti-Corruption Strategy to Protect Management and Company” C5, Paris, 29-30 September 2009. Presenting with the Head Anti-Corruption Division-OECD, Deputy Chief-US Dept. of Justice, Branch Chief-U.S. SEC, Head of Overseas Corruption-Serious Fraud Office (UK), Chairman - ICC Anti-Corruption Commission, VP Thales, & BAE Systems.
3. Speaker, *Carbon Finance Forum 2009*, “EU Carbon Financing Program Integration into the Aviation Industry”, DII, Paris, 23-24 September 2009. Presenting with Principal Administrator-EU Commission, Director - Air France, Managing Director - Deutsche Bank.
4. Conference Chair & Speaker, *Financing & Defense Acquisition 2009*, “Public-Private-Partnership & High-Tech Integration”, DII, Paris, 28-29 May 2009. Presenting with Chief of Acquisition Dept. (DGA)-French Ministry of Defense, Vice-Admiral of French Navy, Major General French Air Force, Principal Officer Industry & Market-European Defense Agency, VP EADS, VP Thales, and Director Safran.
5. Speaker, *Sovereign Funds 2009*, “Sovereign Funds in Strategic Sectors”, DII, Paris, 17 December 2008. Presenting with Vice-Chairman EMEA-JP Morgan, Director-EU Commission.
6. Conference Chair & Speaker, *Project Finance 2009*, “New Challenges in Project Finance”, DII, Paris 9-10 December 2008. Presenting with Global Head of Project Finance Infrastructure-BNP Paribas, Director-SPIE Batignolles, Head of Contracts-Total, Head of Risk Assessment-Dassault Aviation.

Languages

French-English-German trilingual

Spanish fair