



Ariane Berthoud

Partner of W&S SELAS

Paris

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Ariane has more than 20 years of experience in the banking and finance practice by representing borrowers and lenders in domestic and international transactions in particular in the private equity and corporate sector. She works alongside companies at all stages of their financing needs, structuring with the choice of appropriate financial product (senior debt, unitranche, mezzanine debt, etc.) to closing.

Ariane is a partner in the Banking & Finance Department of Winston & Strawn's Paris office who advises on all types of transactions, including acquisition finance, LBOs and syndicated credit facilities and project finance. She has also experience in debt restructuring.

She works closely with the other departments of the firm in particular with the Corporate and Private Equity departments. Ariane has also a wide experience in project finance in France and Africa.

Prior to joining the Firm, Ariane was partner and headed the Banking Finance department of a leading French law firm and spent 20 years at a prestigious law firm. She is fluent in English and French.

Key Matters

Project Financing

- Advised a sponsor on the refinancing of its portfolio of ten photovoltaic power plants for an amount of EUR 100,000,000 in France.
- Advised **DP World** and **SEMOP** on the financing of Port Sud Alsace for an amount of EUR 10,000,000.
- Advised **Colas** on the financing of two bus lines in French Guiana for an amount of EUR 70,000,000.
- Advised **Proparco** on the financing of two IPP solar projects in Senegal (at Santiou Mékhé and Merina Ndakar)
- Advised **banks** (including AfDB, FMO) on the Sendou power plant project in Senegal
- Advised **EIB** on the NOOR I, II, and III solar farm projects totaling 500 MW in Ouarzazate.
- Advised **Meridiam** and **Engie** on the financing of two photovoltaic solar power plant projects in Senegal (Scaling Solar).
- Advised **AFD** and **CDC** on the construction, operation, and financing of the Syvade waste center in Guadeloupe.
- Advised **AFD** and **CDC** on the construction, operation, and financing of the TCSP bus line in Martinique.
- Advised the **sponsors** on the Singrobo hydroelectric dam project in Côte d'Ivoire (2016-2021).
- Advised a **group of development banks** on the financing of the construction of a new international airport in Dakar (2009-2017).
- Advised the **African Development Bank** on the financing of the construction and expansion of a university in Nigeria (ABUAD).
- Advised **Dexia Crédit Local** on the reconstruction, operation, and financing of UP IV and UVSQ universities.
- Advised **Afrexim** on the financing of a hotel construction project in Cape Verde.

Private Equity Financing

- Advised **Indigo Capital** on the bond financing for the acquisition of Groupe Tfour.
- Advised **Zencap** on the implementation of mezzanine debt for the Immopropre group.
- Advised **Indigo Capital** on the mezzanine financing for the acquisition of Odyssey Invest by Dococon Invest.
- Advised **Technology & Strategy** (backed by Ardian) on the financing of the acquisition of Lisbon Nearshore in Portugal, Novencia Group in France, Eximia in Germany, and Topic in the Netherlands, totaling EUR 100,000,000.
- Advised **Syclef** (backed by Ardian) on the financing of the acquisition of targets in Spain for an amount of EUR 40,000,000.
- Advised **ISAI** on the financing of the acquisition of DriveMe group.
- Advised **Omnes Capital** on the financing of the acquisition of Simpliciti.
- Advised **Cegos** on the minority stake acquisition by Bridgepoint in the Cegos group.
- Advised **IK Partners** on the financing of the acquisition of Plus-que-Pro group.
- Advised **Keensight Capital** on the financing of the acquisition of Big4Lab.

Recent Experience

Winston advises Downtown Paris on its acquisition by Publicis Groupe

Winston advises Ardian on its acquisition of a majority stake in Alstef Group

Winston advises Chabé in acquiring a majority stake in Palazzi Agency S.r.l.

Winston represented Eurofeu's partners in the context of IK Partners' majority stake acquisition

Xavier Gaillard and the Management Team, LBO

Winston assisted the French leading investment fund in Tech & Digital private companies ISAI on the acquisition of a minority stake in DriiveMe

Winston advised CAPZA on all the sell side aspects in connection with the sale of its entire stake in the Coutot-Roehrig group to Luxempart

Recognitions

- *Best Lawyers in France*®: Banking and Finance Law, since 2018
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Credentials

ADMISSIONS

- Paris, France

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IN THE MEDIA

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MAY 23, 2023

PRESS RELEASE

Winston & Strawn Adds 11 Attorneys in Paris

MAY 15, 2023

Capabilities

Finance

Private Equity

Project Finance

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