

# Theo Pangraz

## Dual-Qualified Senior Barrister

### Background

Born and educated in Germany, studied in Germany and England, worked worldwide in Eastern Europe, South America, Asia with travelling and long-term assignments

Throughout my extensive business travelling and work assignments I have developed a deep understanding and sensitivity for different nationalities and cultures

With 17 years in-house legal experience in a wide range of common law areas as **Head of Law & Insurance** and **Managing Director** in the international oil business and long-term assignments in Asia, in 2007 I have been called to the Bar in England & Wales and now practice as Commercial, Corporate & Construction Barrister, In-house legal advisor, German Rechtsanwalt and Mediator with three main strengths:

- Legal advice, drafting of contracts and corporate documents, advocacy, litigation, arbitration, and mediation
- Specialist work and skills in commercial, corporate & construction law
- German law as fully qualified, registered and practising German Advocate (“Rechtsanwalt”)

### Industry sectors

- Head of Law & Insurance of international petrochemical company in Germany, with many projects in Eastern Europe, South America and Asia, and long-term assignments to Singapore and China
- MD of petrochemical JV company in Indonesia
- Legal Counsel of international management company

### University Degrees/Registration

- Called to the Bar, London, 2007
- Mediator, London, since 2005
- Rechtsanwalt since 1993
- Law Exams, University of Tübingen, Germany, 1991
- Law and Economics, University of Exeter, and Saarbrücken, Germany 1986

# Relevant Experience

## BARRISTER / GERMAN RECHTSANWALT

- Legal advice, advocacy, litigation, negotiating and drafting contracts
- Joint ventures, business partnerships, shareholders and directors, sale / purchase of shares or assets, distributor and agency agreements, licenses and IP agreements, building and construction contracts, sale / purchase of goods, supply of services, terms and conditions, credit hire, road traffic accidents (incl. P.I.), conflict of laws including questions of jurisdiction and which national law is applicable, cross-border work England and Europe
- Recent case in relation to Agency before Court of Appeal CF Asset Finance Limited v Okonji & others [2014] EWCA Civ 870
- Teaching Commercial Law including Agency at Exeter University

## IN-HOUSE LEGAL COUNSEL

- Legal advice, drafting and negotiation of services contracts incl. terms & conditions, construction contracts, share deals and asset deals
- Litigation and mediation of dispute over services contract with international customer based in Switzerland

## MEDIATOR

- More than 50 mediations in commercial, contract, business partnerships, cross border & construction disputes and others
- Certified Mediator under National Mediator Database

## FURTHER EXPERIENCE

- Head of Legal and Insurance, handling all major projects of international oil storage company worldwide (mainly in Eastern Europe, South America, Far East, in particular India, Singapore and China) from legal and insurance perspective including commercial, land, license and construction matters as well as corporate transactions, acquisitions (share and asset deals) and joint ventures, reporting directly to the Managing Director
- Restructuring and handling international oil storage company's worldwide operational insurance

- In-house Legal Counsel providing legal advice, drafting and negotiation of contracts and terms & conditions, construction, share deals, asset deals, litigation and mediation services to international management company
- Advice, Litigation, Arbitration, Consultancy and Advocacy in commercial & corporate law to Solicitors, Rechtsanwälte, English and German companies and individuals including drafting and negotiation of contracts
- Structuring and executing new investment for international oil storage company in Indonesia
- Business Development, responsible for international oil storage company's projects in Indonesia, Malaysia and Thailand
- Business Development in China, responsible for all legal and insurance matters
- Business Development, responsible for international oil storage company's project in Poland and Ukraine

## HEAD OF LAW

- Long term assignment to Singapore to negotiate long-term storage agreement, construction contract, land lease and joint venture agreement for petrochemical terminal
- Negotiating shares purchase (in Germany, Finland, Estonia, Belgium, Peru, United States)
- Negotiating assets purchase (in Germany, The Netherlands, Bolivia)
- Negotiating joint venture (in Germany, Finland, Poland, Bulgaria, India, Singapore, China, United States, Venezuela, Peru, Bolivia, China)
- Negotiating land lease, land purchase (in Germany, Poland, Bulgaria, India, United States, China)
- Negotiating construction contracts (in Germany, Bulgaria, Malta, India, Argentina, China)
- Negotiating long term storage agreements (in Germany, The Netherlands, Belgium, Denmark, Finland, Estonia, Poland, Bulgaria, India, Singapore, Venezuela, Bolivia, China)

## HEAD OF INSURANCE

- Restructuring international oil storage company's world-wide operational insurance, including:
  - Drafting and negotiating tailor-made insurance contracts on All Risks and liability
  - Combining all previously locally placed insurance policies into one package placed in London and New York

## **GENERAL MANAGER / MANAGING DIRECTOR**

- Indonesia: establishing new company, obtaining storage license and construction permit, negotiating and executing land, share purchase and joint venture, storage agreements as well as construction contracts for new petroleum terminal

## **BUSINESS DEVELOPMENT**

- Malaysia: negotiating long term Operation & Management (O&M) and construction contracts as well as marketing arrangements for new petrochemical terminal
- China: negotiating long term O&M and jetty agreements, construction contracts, land use and joint venture agreement for new petrochemical terminal
- Poland: acquisition of 22 petroleum terminals
- Ukraine: negotiating share purchase, land and joint venture arrangements for new petroleum terminal
- long term assignment to Singapore

## **OTHER SKILLS**

- Teaching Commercial Law at University of Exeter
- Clerk to Governors of Wellington School, Somerset

## **KNOWLEDGE**

- At ease with modern technology and software in IT and communication
- Native language German, fluent in English, school knowledge in French

## EMPLOYMENT

Nov 07 – current	<b>Commercial &amp; Corporate Barrister</b>
Feb 93 – current	<b>German Advocate</b> (“Rechtsanwalt”) Landesgericht in Hamburg, Germany
May 05 – current	<b>Mediator</b> Accredited with Clerksroom London
Dec 09 – Jan 11	<b>In-house Legal Counsel</b> BSI, Taunton
Dec 06 – July 07	<b>Managing Director</b> PT Oiltanking Indonesia, Indonesia
Oct 05 – July 07	<b>General Manager</b> PT Oiltanking Indonesia, Indonesia
May 04 – Feb 06	<b>Business Development Manager</b> Oiltanking Asia Pacific, Singapore
Oct 93 – April 04	<b>In-house General Counsel</b> Head of Legal and Insurance, “Prokurist” Oiltanking GmbH, Hamburg, Germany
March 91 - Jan 93	<b>Trainee Lawyer</b> Wesselburg & Dietz, Rottenburg, Germany

## EDUCATION

April 90 - Jan 93	Articles and Second/Final German Law Examinations Landgericht in Tübingen, Germany
April 86 - Jan 90	First German Law Examinations University of Tübingen, Germany
September 86	<b>Trainee</b> G.M. Mercer, Barrister, Exeter
Oct 85 - March 86	English Law, and Macroeconomics University of Exeter
Oct 83 - Sept 85	German Law, Accounting, and Microeconomics University of Saarbrücken, Germany
Oct 81 - Sept 83	National Service in the Army Jägerbataillon Bexbach, Germany
Sept 74 - July 81	<b>A-levels</b> (“Abitur”) in German Literature, Mathematics, Geography and Politics, Realgymnasium Völklingen, Germany