

Dear Colleagues,

Dear Friends,

Dear Philippe,

Probably much more than in ordinary proceedings, Counsel have a key role to play in the arbitral process. This requires many and exceptional skills. It is these skills that form effective advocacy; these skills that give their "*lettres de noblesse*" to arbitration and probably justify its existence; these skills that, through the "ASA Prize "for Advocacy in International Commercial Arbitration", ASA seeks to honour and promote.

Being clear, concise, realistic, friendly and user-friendly; going to the point both in fact and law; facilitating the tasks of the tribunal; being fair and not misleading; being sober, respectful, not confrontational; acting with style, courtesy and dignity; avoiding personal attacks; being critically objective, always independent: these are some of the many qualities required, some of which, unfortunately, are "*en voie de disparition*".

I am told that, this year, ASA's selection committee had many very strong candidates. The choice may not have been easy. What is certain is that they recognised that "rare breed", the "*oiseau rare*", the ideal candidate, and that they have made a totally convincing choice.

Philippe Pinsolle is known to most of us. He studied in Paris and Oxford; he is admitted both in Paris and in England, as a Barrister. He joined Shearman & Sterling some 20 years ago where he is now a partner playing a central role in the firm's international arbitration group in Paris.

Although still quite young, Philippe already has an impressive track record. He has acted as counsel in more than 150 international arbitration cases, some of which of significant importance. He has been chairman, sole arbitrator and party appointed arbitrator in numerous proceedings.

Several years ago, as a Counsel, I had the chance to work against him. Shortly thereafter an important and demanding client of mine needed assistance in a difficult case in Paris: guess who I selected? Philippe of course! This sequence of event is probably more telling than many words.

Philippe is the author of numerous articles in the field of international arbitration, both in French and in English. He is often called to deliver speeches or teach and he is member of an impressive number of respected associations, when not member or chairman of their boards.

He certainly had the privilege of working closely, for years, with an exceptional *Maestro*, Prof. Emmanuel Gaillard. Some "*mauvaises langues*" suggested that Philippe would never be able to get out of Emmanuel's cumbersome shadow. They were proven wrong.

Philippe is a true talent of his own. He combines a British style with a touch of French aristocracy. Because of his south west of France origin, his DNA contains a mixture of foie gras and rugby: this explains why he is at the same time a refined gentlemen and a tough fighter. More generally, Philippe is a successful combination of cultures, qualities and styles, which makes him truly outstanding in his generation.

But all this still does not completely convey that little something that Philippe has and that makes him so efficient and respected. That little something that enables him to be appreciated at the same time by his clients, by arbitral tribunals and even by his opponents. Perhaps will he once tell us what it is that makes him different – his secret weapon.

In any event, Philippe is the synthesis of these qualities and skills that make an ideal Counsel in commercial arbitration. He is the prototype of what the ASA Prize has been conceived for.

Philippe, you are contributing a lot to our noble venture. Today's seminar is about quick, efficient and fair dispute resolution. By your behaviour, you are the personification of these values. I am pleased and honoured to have been invited to deliver this *laudatio* for a well deserved award.

Prof. Henry Peter / January 27, 2012