

## News

# BCLP BUILDS ON PARIS EXPANSION BY FURTHER STRENGTHENING FIRM'S REAL ESTATE PRACTICE

Oct 01, 2020

Global law firm BCLP will welcome Partner Pierre Popesco and six other lawyers (including three counsel) this month, building on the firm's Paris office expansion which began in January. Their arrival makes the firm a major player in the real estate market in France and underpins BCLP's strategy to grow its real estate sector worldwide.

## Real estate, a strategic focus for BCLP

Pierre Popesco and his team's arrival bolsters the BCLP Paris Real Estate Team that was created with the arrival of Partners Henry Ranchon, Laurent Schittenhelm and David Blondel (Real Estate/Real Estate Finance), Christine Daric, Olivier Mesmin (Tax), and Jean-Pierre Delvigne (Public Law/town planning/Environment) in January. The addition of Pierre and his team gives the BCLP Paris office 30 lawyers, including seven partners, all dedicated to the real estate sector.

The team works on complex and structured large-scale deals at national and global levels, including creation of funds and joint ventures, acquisitions and disposals of real estate portfolios, restructuring and financing. The team works in French, English, German, Arabic and Greek.

Paris Real Estate Partner Henry Ranchon said: "We are pleased to welcome Pierre and his team. His experience and reputation in the Paris market is the perfect complement to our growing team."

Real Estate Global Department Leader Chris de Pury said: "The growth of the real estate practice in Paris is part of our international strategy, to provide European and international real estate players with a comprehensive and high-level service. Our new strike force on the French market is our best example."

Pierre Popesco added: "I am delighted to join BCLP and to help create a leading multidisciplinary team in the real estate sector in France. Real estate is in BCLP's DNA, and this is a considerable asset for our clients, who can benefit from the firm's broad, global platform. I am excited to bring my expertise to the team and the firm."

## About the team

## **Pierre Popesco – Partner**

Member of the Paris Bar since 1993, Pierre has developed a wide practice by mainly assisting investors, companies and developers in France and abroad. He supports them in all aspects of their real estate operations: acquisitions and disposals of real estate assets and portfolios (asset deals and share deals), creation of funds, structuring of partnerships, real estate development operations and commercial leases. Before joining BCLP, he was a partner of Lefèvre Pelletier & associés (1991-2005), Herbert Smith Freehills in Paris, where he created and managed the real estate division for 12 years (2005-2017) and CMS Francis Lefebvre Avocats (2018 - 2020). Before joining these firms, he founded and managed a research center specializing in town planning law (1981-1986) and then headed the legal department of Espace Promotion, a Unibail subsidiary, specializing in the development of shopping centers (1986-1991). Pierre is listed among the best real estate lawyers in various international rankings, such as Chambers & Partners and Legal 500.

## **Peter Schaefer – Counsel**

Lawyer at the Paris Bar since 2011, Peter assists French and international investors with all transactional aspects of real estate deals. He handles all aspects of the transaction process, including the structuring and financing of the project. He advises clients in deals covering a wide range of asset classes: office spaces, commercial premises, shopping centers, logistic platforms, hotels and more. Peter is also regularly involved in the negotiation of asset and property management agreements, commercial leases, construction and development contracts. Prior to joining BCLP, he worked for CMS Francis Lefebvre Avocats, LPA-CGR Avocats, Dentons, King & Spalding and Taylor Wessing.

## **Chloé Strasser – Counsel**

Lawyer at the Paris Bar since 2012, Chloé advises both French and international clients on all matters relating to real estate law. Her clients include institutional investors, investment funds, asset managers, construction companies and real estate developers. She has developed a recognized practice in all matters relating to asset and property management, notably commercial leases, build-to-rent and real estate disputes. She is also regularly involved in the acquisition, sale and development of different types of property assets including offices, hotels and resorts, shopping centers, industrial premises and residential properties. Prior to joining BCLP, she worked for CMS Francis Lefebvre Avocats, Herbert Smith Freehills, Lefèvre Pelletier & associés, Jeantet and Orrick Rambaud Martel.

## **Michel Koutsomanis – Counsel**

Lawyer at the Paris Bar since 2014, Michel specializes in real estate transactions and real estate development deals. He assists French and international clients with the legal management of cross-border operations, such as disposal or acquisition of pan-European portfolios. His scope of work also includes domestic share and club deals, project structuring and partnership, construction and

development contracts. He handles real estate projects relating to various asset classes such as office buildings, commercial premises, logistics, residential, hotels and historical monuments. Prior to joining BCLP, he worked for CMS Francis Lefebvre Avocats and Herbert Smith Freehills.

#### **Neda Tassoubi – Associate**

Lawyer at the Paris Bar since 2015, Neda specializes in real estate matters. She is mainly involved in acquisition and disposal of real estate assets and companies, joint ventures development projects and financing. She also advises tenants and landlords in the negotiations of lease agreements. She advises French and foreign clients, such as institutional landlords (banks, investment companies, insurance companies, listed or unlisted property companies) and also large-scale end users for all types of assets, including logistics, offices, retail and residential. Prior to joining BCLP, she worked for CMS Francis Lefebvre Avocats and LPA-CGR Avocats.

#### **Apolline Coly – Associate**

Lawyer at the Paris Bar since 2016, Apolline advises French and international investors with all transactional aspects of real estate deals, including project structuring, development and financing.

She handles the acquisition and sale of buildings or real estate companies, the negotiation of asset and property management agreements, commercial leases and development contracts. Apolline assists clients with projects covering a wide range of asset classes: office spaces, commercial premises, shopping centers, logistic platforms, hotels and residential. Prior to joining BCLP, she worked for CMS Francis Lefebvre Avocats and Herbert Smith Freehills.

#### **Martin Delcamp – Associate**

Lawyer at the Paris Bar since 2020, Martin assists clients on all matters relating to real estate law.

He advises investors in the acquisition and sale of buildings or real estate companies, negotiation of asset and property management agreements, commercial leases, construction and development contracts. His scope of work covers a wide range of asset classes: office buildings, commercial premises, shopping centers, logistic platforms, hotels and residential.

## MEET THE TEAM



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