

Guillaume Aubatier

Partner

Corporate, Finance and Investments

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Guillaume Aubatier is a partner based in Paris in our Corporate, Finance and Investments practice and heads our Real Estate practice. Guillaume has extensive experience in the real estate and construction sectors advising his clients on all types of real estate, construction, corporate real estate and real estate financing transactions. Guillaume also advises his clients on strategic pre-contentious and contentious matters related to the real estate and construction sector.

Guillaume's experience spans real estate investments, including acquisition and disposal of real estate assets and vehicles and large French and pan-European portfolios, complex corporate real estate advice (including joint-ventures, shareholder agreements and other types of specific corporate arrangements) and advice on large development and redevelopment scales.

Guillaume also has extensive expertise in advising his clients on asset management work, notably the drafting and negotiation of all types of leases (acting for both landlords and tenants), the contractual aspects of large restructuring and refurbishment work and all types of contract relating to property and asset management.

Guillaume is also regularly involved in the financing or refinancing aspects of transactions, advising investors and sponsors on the drafting and negotiation of their facility agreements and securities.

Guillaume's expertise includes routinely advising on strategic real estate and construction pre-contentious and contentious matters and real estate debt restructuring.

Guillaume's clients include private equity funds, investors, asset managers, banks, large corporates, end-users, contractors, family offices and real estate advisers.

Matters

Strategic advices to one of the worldwide leading luxury ready-to-wear brands in relation with the Covid-19 crisis and the negotiation of several lease addendum in this context

Advised Segro on the real estate, contractual and regulatory aspects concerning the public tender-process award, acquisition of the lands and strategic partnering with ICADE in relation with the redevelopment of the former Gobelins station in the 13th borough of Paris involving the

redevelopment by Segro of 70,000 sq.m of underground last mile urban logistic

Advised Segro on the real estate, contractual, regulatory and planning aspects, construction aspects and leasing aspects in relation with the acquisition of a land to develop three Class A logistics platforms located in Vitrolles, the development of the assets and the letting of one of this asset to one of the leading global logistics providers of supply chain solutions

Advised Segro on the real estate, contractual, regulatory and planning aspects, construction aspects and leasing aspects in relation with the acquisition of a property located in Drancy, the redevelopment of the property and its letting under a forward lease to one of the leading distributors and wholesalers of pharmaceutical and medical products

Strategic advices to a leading of one of the world's leading manufacturers and marketers of quality skin and makeup products in relation with the Covid-19 crisis

Advised Paris Society on the contractual and construction aspects of the redevelopment of the Abbaye des Vaux de Cernay

Advised Clemium on the real estate, contractual, regulatory and construction aspects in relation with the acquisition and redevelopment of two properties in Paris

Advised 6ème Sens Immobilier on the disposal of an office property to be redevelopped located rue du Temple in Paris to a French real estate private equity firm for a total value of 115m€

Advised Deka Immobilien on the negotiation of a 22,000 sq.m office lease agreement for the headquarter of one of the e-retail business leaders

Advised a family office on all the corporate and contractual aspects of the setting-up of a 49/51% joint-venture with a private equity real estate fund dedicated to the acquisition and development of large logistics assets, including the development of the largest ongoing logistics project in France

Advised a UK real estate fund on the acquisition through a forward fund sale of a last-mile logistic platform and the simultaneous negotiation of a long-term lease over a twenty-year period to one of the major e-retail business players

Advised the advisory firm Accuracy on the letting from AXA IM of circa 5,000 sq.m. of office space in the heavily restructured 16M building located 16 avenue Matignon in Paris (75008)

Advised M&G Real Estate on the acquisition under a forward sale of a senior care home from Novaxia Développement located in Levallois-Perret worth € 47 million and fully let to Les Essentielles, a subsidiary of GDP Vendôme

Advised CNP Assurances and La Française Real Estate Partners on the real estate, corporate and contractual aspects of the acquisition of its new headquarters located in Issy-les-Moulineaux forming part of the development scheme named Issy Coeur de Ville developed by a joint-venture held by Caisse des Dépôts et Consignations and Altarea-Cogedim. The new headquarters will consist in 45,000 sq.m. of brand new labelled office buildings to be completed by 2022.

Advised CNP Assurances and AEW Ciloger on the contractual aspects and the sale of the current headquarters of CNP Assurances located above Montparnasse station in Paris to a joint-venture held by Caisse des Dépôts et Consignations and Altarea-Cogedim. CNP Assurances will stay in the premises from the sale until the delivery of its new headquarters located in Issy-les-Moulineaux developed by Altarea-Cogedim. Upon vacation, the site will be redeveloped into brand new offices.

Advised WeWork on the letting and opening of a new WeWork centre from a joint venture between SFL and Crédit Agricole located 104 boulevard Haussmann and developing 12,300 sq.m of prime offices. The lease has been entered into for a firm duration of 12 years.

Advised WeWork on the letting and opening of a new WeWork centre from Amundi developing a surface area of 13,500 sq.m. located rue des Piroques in Paris (75012). The lease was entered into for a firm duration of 12 years.

Advised Segro on the acquisition of four mixed-used assets (*parc d'activités*) located in the Greater Paris Area in Taverny, Choisy-le-Roy, Roissy and Collégien for a total surface area of 42,000 sq.m., including two assets under development

Advised WeWork on the letting and opening of a new WeWork centre from AG2R La Mondiale developing 6,500 sq.m located boulevard de la Villette in Paris. The lease has a firm duration of 12 years.

Advised WeWork in relation to the letting of a new WeWork centre for Swiss Life located 67 avenue de Wagram in Paris CBD. This transaction also includes a heavy restructuring of the property handled by WeWork through an innovative scheme of turn-key contract allowing the payment of the TI's by the landlord.

Advised a Korean investor on the acquisition, through a share deal, of a wholly-let office tower from a US investor located in La Défense district

Advised WeWork in relation to the letting of a new WeWork centre from GCI located boulevard des Italiens in Paris CBD. This transaction included a heavy restructuring of the property by the tenant before the starting of the lease through an innovative scheme of turn-key contract allowing the payment by the landlord of the TI's.

Advised M&G Real Estate on the acquisition from 6ème Sens of an office property to be redeveloped at rue Alphone de Neuville in Paris, France.

Advised Segro European Logistics Partnership (SELP) on the acquisition from Vailog of a new handed over large Class A asset fully let to LIDL located near Lyon, France.

Advised French asset manager La Française Real Estate Partners, acting on behalf of Hyundai Investment Asset Management and a group of Korean investors, on the acquisition and financing of "Le Balthazar", an office building located in Saint-Denis, France.

Advised WeWork on the signing of a lease agreement with AEW and Allianz for the whole building located 20bis rue Lafayette in Paris, France.

Advised WeWork on the signing of a lease agreement with AEW for 13,200 square meters in a building located 2/4 rue Jules Lefebvre in Paris, France.

Advised Deka Immobilien GmbH on the signing of a 9-year lease agreement with French insurance group AG2R La Mondiale, for the entire "Synergy" office building in Paris, as well as part of the retail premises, from September 2019, to accommodate their new headquarters.

Advised M&G Real Estate on the acquisition and financing of the Greenwalk property located in Suresnes, France, worth €126.5m. This property, developing a useable surface area of circa 22,500 sq.m. notably hosts the headquarters of Philips France and Direct Assurances. It was purchased by M&G Real Estate from a joint-venture formed by Norges Bank REM and AXA France. The

acquisition was partly financed by Bayern LB.

Advised WeWork on the signing of a 12-year lease with Gecina, a French real estate investment trust, for the entire "Le France" building on Paris' Left Bank (Rive Gauche). Currently being redeveloped, the building will offer a total of nearly 20,000 square meters and was delivered in October 2018.

Advised UMR, assisted by La Française Real Estate Partners, on the acquisition from Groupe IDEC Invest of an office building located 43-47 avenue de la Grande Armée. This building has been fully refurbished in 2017 and is fully let to BDO France

Advised WeWork on the letting from Gecina of the whole building located at 7 Rue de Madrid in Paris (75008). This building comprises almost 11,800 square meters of rental space.

Advised WeWork on the lease agreement, with Bleecker, relating to a whole building located at 123 Boulevard de Grenelle in Paris (75015), comprising circa 13,000 square meters of rental space.

Advised Segro European Logistics Partnership (SELP) on the sale of a portfolio of two logistic Class A assets to AEW developing a total surface area of circa 38,000 sq.m.

Advised a German investor on the eviction of a major international brand of their flagship store in Paris and the letting of this store to an international fashion brand.

Advised Segro and Segro European Logistics Partnership (SELP) on the sale of a portfolio of three logistic assets developing a total surface area of circa 80,000 sq.m. to Valor Industrial Partners 1, a joint-venture between Valor Real Estate Partners and AIG Global Real Estate, for a total sale price of circa 35 million euros.

Advised a US asset manager acting on behalf of two pension funds on the sale through a share deal of its interests in an iconic office tower located in La Défense worth circa € 500 million.

Advised TH Real Estate (now Nuveen Real Estate) on behalf of its fund European Cities Fund on the acquisition from La Compagnie de Phalsbourg of the Retail Park Enox in Gennevilliers (France) developing a gross letting area of circa 26,000 sq.m. and fully let to nine well-known brands such as Nike, Darty, Maisons du Monde...

Advised Segro on the acquisition and redevelopment of part of the former PSA site of Aulnay-sous-Bois (France), including acquisition of the company owning the site, drafting and negotiation of all the contractual aspects of the lease agreements and the development contracts of the logistic platforms to be built for the purpose of the e-activity of Carrefour and Chronopost.

Advised WeWork on its third establishment in France based at 40-42 rue du Colisée in Paris (75008) over circa 7,000 sq.m.

Advised Segro on the sale of a Castorama shop located in Colombes in exchange for a warehouse let to But (deal value : €90m).

Advised Deka Immobilien GmbH on the lease agreement of a whole office building PRIMONIAL in Paris CBD to host their new headquarters.

Advised Korea Post, assisted by La Française Real Estate Partners, on the acquisition and financing of the Paris headquarters of investment bank Natixis for €176 million. This transaction is the company's first real estate investment in France.

Advised M&G Real Estate on the acquisition of a condominium lot of offices in a prime building in the golden Triangle of Paris.

Advised Samsung SRA Asset Management, assisted by La Française Forum Real Estate Partners, on the €334 million acquisition of the So Ouest office building from Unibail-Rodamco, mainly let to SAP.

Advised Segro Plc. on the setting up of their joint-venture with PSP Investments resulting in a pan-European vehicle investing in large logistics assets with an investment target of €2bn, including € 800m+ for France.

Advised Segro France on the acquisition of Vailog Srl including 12 assets in France among which 5 were under development.

Advised Deka Immobilien GmbH on the first letting of WeWork in France on the Lafayette Building over 15,000 sq.m.

Advised TIAA-Henderson Real Estate (now Nuveen Real Estate) on the acquisition of a retail gallery under construction located in Blanc-Mesnil worth € 75 million.

Advised M&G Real Estate on the acquisition of a logistics platform under construction leased in full to Petit Bateau worth circa €40m.

Advised Warburg-Henderson on the acquisition from Klépierre of two shopping centres in Dijon and Mulhouse worth €150 million.

Advised Paris Inn on the acquisition under a forward sale from Eiffage of a four-star hotel operated under the Best Western brand of a hotel located in Velizy.

Credentials

EDUCATION

Post Graduate Degree in International Business Law, Université Paris I Panthéon-Sorbonne
Post Graduate Degree in Real Estate and Construction Law, University Paris II Panthéon-Assas
Master in Business Law, University Paris II Panthéon-Assas

ADMISSIONS

Paris

ASSOCIATIONS

Paris Bar

LANGUAGES

English
French

Recognition

Ranked "Excellent" in RE Leases and Disputes and "Strong Reputation" in RE Investments/Developments/Financing and Tax
MAGAZINE DÉCIDEURS / LEADERS LEAGUE - REAL ESTATE RANKINGS 2020

'The team is proficient, versatile and highly responsive, regardless of the circumstances.'
LEGAL 500 EMEA 2020, FRANCE, REAL ESTATE, TIER 2

Guillaume Aubatier goes up a band this year as a result of strong market feedback.
CHAMBERS & PARTNERS EMEA 2020, FRANCE, REAL ESTATE, BAND 3

Ranked "Strong Reputation" in Real Estate Investments and Disputes, "Excellent" in Real Estate Asset Management/Leases
DÉCIDEURS JURIDIQUES/LEADERS LEAGUE, 2019

Ranked as Next Generation lawyer
LEGAL 500 2019

"He is a clever lawyer with in-depth knowledge of regulations and case-law, who is available and responsive"
CHAMBERS & PARTNERS EMEA 2019, FRANCE, REAL ESTATE, BAND 4

"Clients highlight his "strong knowledge" and describe him as a "very good negotiator."
BAND 4 CHAMBERS 2018

The 'effective and absolutely reliable' Guillaume Aubatier 'works to-the-point' and is 'an excellent negotiator'.
RANKED AS NEXT GENERATION LAWYER IN LEGAL 500 2018

"Is a real deal maker with the capacity to handle cross-border transactions under pressure."
BAND 4 CHAMBERS 2017

Ranked as Next Generation Lawyer
LEGAL 500 2017

Insights

ARTICLE

November 20, 2019 • Source: Lexology, *Getting The Deal Through*
Real Estate M&A 2020, France, Lexology, *Getting The Deal Through*

Events

SPEAKING ENGAGEMENT

November 20, 2019

Jawad Ali, Mike Rainey, Asal Saghari to Speak at French Embassy Conference

News

IN THE NEWS

May 6, 2019 • Source: *Le Monde du Droit*

Le Monde du Droit profiles the Paris office, noting the firm's financial performance and the arrival of Laurent Bensaid and Guillaume Aubatier

RECOGNITION

April 16, 2020

King & Spalding Earns Top Rankings in Legal 500 2020 EMEA Guide

March 12, 2020

Chambers Europe Ranks King & Spalding Among Top International Law Firms in its 2020 Guide

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