



### Antoine Mercier

**Partner**  
GLOBAL CO-CHAIR, REAL ESTATE  
INTERNATIONAL GROUP HEAD

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## Antoine Mercier leads the international real estate activities for DLA Piper.

He is involved in domestic and European real estate acquisition and financing operations. He is recognized for his extensive experience in operational asset classes such as hotels and tourism, logistics and student residences.

Antoine's experience also focuses on construction, property development, commercial urban planning, environment law and renewable energies. He has developed a strong expertise in the acquisition, disposal and management of real estate portfolios. He also has experience in structuring of partnerships and the regulatory aspects related to real estate activity, in particular OPCI.

## LANGUAGES SPOKEN

- English
- French

- Real Estate
- Private Equity

- Hospitality and Leisure

- Global Real Estate Summit
- REALWORLD

English French

- Advising Carlyle on the sale of its French portfolio of logistics assets to Ivanhoe Cambridge..
- Advising Blackstone on the acquisition of a portfolio of 22 logistics assets in France.
- Advising Harrison Street on the structuring of a partnership through regulated vehicles for the development of student residences in Europe, followed by the sale of the platform to Brookfield.
- Advising private equity fund manager Abenex on the acquisition of 47 multi-tenant stores across France operated by Grand Frais and structuring the partnership through regulated vehicles in France and Luxembourg.
- Advising Blackstone Group International on the French aspects of the multi-jurisdictional acquisition of Goodman and the financing of logistics parks, including 10 assets in France.

- Advising a Real estate company on the portfolio acquisition of an independent investment and asset management company (over 87,000 m2 of office and industrial real estate).
- Advising Proark Konzern on the restructuring of the acquisition debt with RBS and the renegotiation of the hotel management of the Radisson Hotel in Eurodisney.
- Advising Blackstone on connection with the acquisition of a portfolio of 17 logistics platforms from Foncière des Régions for a total amount of 473 million euros.
- Advising Algonquin on the purchase and financing of the Courtyard Hotel by Marriott Paris La Défense Ouest in Colombes from Host.
- Advising NH Hotel Group on the negotiation of leases and management contracts for the constitution of their hotel portfolio in France.

## CREDENTIALS

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### Professional Qualifications

- Avocat admitted to the Paris Bar

### Recognitions

- *Best Lawyers* – Real Estate Law – 2014-22
- *Chambers Europe* – Band 3 – Real Estate – 2021
- *Chambers Global* – Band 1 - Commercial Contracts - 2020
- *Legal 500* – Real Estate – Tier 2 – 2021

‘The "very successful" Antoine Mercier advises on acquisitions and disposals of logistics assets. He additionally handles commercial leasing mandates.’ – *Chambers Europe*, 2021

‘Antoine Mercier, Myriam Medjoubi and Erwan Lacheteau are brilliant and competent people. In addition to their diligence, we appreciate their sympathy and availability. Finally, we can count on them to leverage on their international network in the event of acquisitions spanning several jurisdictions.’ – *Legal 500*, 2021

### Education

- University of Paris I Panthéon-Sorbonne, M.A., real estate law, 1998
- University of Paris II Panthéon-Assas, M.A., private law, 1997

## INSIGHTS

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### Publications

#### Hotels, franchising and third party operators: structural trends in European hospitality operations

17 March 2020

How third party hotel operators are unlocking the full potential of properties – and optimizing returns

In the last decade, most international hotel operators have focused on developing their brands rather than the operational management of hotels. As a result, they are now using the franchise model, apart from their upscale and luxury brands, particularly in flagship locations, where they are reluctant to lose the control that direct management ensures.

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#### Inspirational Women in Real Estate 2020

11 March 2020

The Real Estate Industry sometimes suffers from a lack of female Role Models. For this reason, we are proud to present, in honour of International Women's day, the third edition of our Inspirational Women in Real Estate booklet. By continuing to highlight the stories of some of our women in Real Estate around the world, we hope to make our small contribution to engendering a more gender balanced industry.

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- “Hotels, franchising and third party operators: structural trends in European hospitality operations”, DLA Piper Insights, March 2020
- “Inspirational Women in Real Estate 2020”, DLA Piper Insights, March 2020
- “Inspirational Women in Real Estate 2019”, DLA Piper Insights, March 2019

## Events

## Previous

### Chambers Global Practice Guides: Real Estate Transactions Webinar Series: Europe

15 October 2020 | 2:00 - 2:45 BST

Chambers Global Practice Guides: Real Estate Transactions Webinar Series  
Webinar

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- Investing in Residential in Europe, May 2021
- Chambers Global Practice Guides: Real Estate Transactions Webinar Series: Europe, October 2020