



Sophia Alonistioti

Sophia Alonistioti is a counsel within our Real Estate and Energy practice groups. She has played a critical role in completing numerous multimillion-euro transactions, advising clients on the most efficient transaction structures and conducting detailed due diligence.

She provides expert legal due diligence in support of real estate acquisitions for a range of clients including major international and domestic REICs such as BriQ Properties and Grivalia Properties, as well as global real estate developers such as Hines. These real estate investments range from office complexes and commercial properties in Athens to listed buildings in Piraeus, and hotel and leisure properties and developments throughout Greece.

As well as acquisitions and sales, Sophia advises clients on a variety of leasing, sale and leaseback transactions, operation agreements, and relocations and refurbishing.

Sophia also works within our Energy practice, providing legal due diligence on a wide range of renewables projects, including wind and photovoltaic farms. She regularly advises on transfers of energy production and trading licenses and has represented clients before Greece's energy regulator when disputes have arisen.

Real Estate

Sophia is a leading expert in the real estate sector. She has led the Lambadarios team in detailed due diligence on a wide range of assets including malls, supermarkets and retail and office spaces, State-owned buildings, hotels, greenfield projects, transport and logistics sites and warehousing, and mining assets. She has also led due diligences on the real estate collaterals in NPL portfolios for buy and sell-side transactions and in a variety of banking and finance arrangements.

Sophia advises companies on the formation of property holding companies and joint ventures, and on the most appropriate transaction structures, including share and sale-and-purchase arrangements.

She advises clients, including many leading global corporations, on their head office leasing arrangements, sale and leaseback transactions, relocations and refurbishing. Sophia has also worked with the leading REICs in negotiating and executing complex triple-net leases on properties for lease to key clients, and has supported clients in the hospitality and tourism sector advising on operation agreements and leasing of properties to major hotel operators.

She works closely with our notary team for acquisitions and due diligence on real estate assets, including environmental (forestry, land-use rights), and urban-planning legislation issues such as normalizing assets prior to sale.

Notable Real Estate cases

Real Estate Investment Companies (REICs) – Recent Projects

- Advised **BriQ Properties REIC** on the acquisition of 80% of the share capital of Sarmed Warehouses, a market leader in logistics for €23.6m.
- Advised **BriQ REIC** on the acquisition of properties in Kallithea and Marousi, with total value of €1.8m.
- Advised **BriQ Properties REIC** a listed real estate investment company, on the acquisition of M and Mrs. White hotels in Paros, Tinos and Corfu, Greece.
- Advising **BriQ Properties REIC** on the acquisition of a hotel in Skiathos against the purchase price of €3.5m through a share sale-and-purchase transaction.
- Advised **BriQ Properties REIC**, on the acquisition of an office building in the center of Athens with total value of €6.5m.
- Advised **BriQ Properties REIC** on the acquisition of properties in Athens, Rhodes, and Kallithea, with total value of €6.8m.
- Advised **BriQ REIC** a Greek registered reic, on corporate – tax law compliance issues regarding the distribution of advance dividends by related parties, and the tax treatment of lease payments deriving from covid-19 subsidies and tax relief measures in place for the amount of €1,5m.
- Completed a detailed legal due diligence for **Grivalia Properties REIC** for the €27m acquisition of a commercial building.
- Completed a detailed legal due diligence for **Grivalia Properties REIC** for the €4m acquisition of a listed building in Piraeus.
- Completed a detailed legal due diligence for **Grivalia Properties REIC** for the acquisition of horizontal properties in two commercial buildings in Maroussi, with total value of €12m.
- Advising **Grivalia Properties REIC** on a potential acquisition of a major real estate asset in Thessaloniki against the purchase price of approximately €50m through a share sale-and-purchase transaction.
- Advised **Grivalia Properties REIC** on the acquisition of a company and the formation of a joint venture with a real estate developer for a complex multi-use development of the Papastratos historical buildings in the part of Piraeus. The total project value is over €60m.

Real Estate Funds

- Advised **Texas-based Hines**, the second-largest real estate developer in the world, on its acquisition of five hotels in Crete for €100m.
- Advised **Hines and Henderson Park** on the bank financing for the €171m acquisition of the former Capsis property in Crete.
- Advised **Hines** on the bank financing of €21.7m for refinancing purposes for the operation, management and exploitation of a retail center located in the center of Athens.
- Advised **Hines** on a €130m investment in developing a large real estate greenfield asset in the Athens Riviera.
- Advised **Hines and Henderson Park** on the financing for the €65m acquisition of land and the construction of an apartment complex in Voula, Attiki.
- Advised **Hines**, one of the largest privately held real estate-investing companies in the world, on the restructuring of its Greek subsidiaries by way of subsequent mergers between them.
- Advised an investment management company, on the tax issues related to the structuring of the acquisition and immediate resale of a Greek bank's portfolio of real estate assets, to non-identified end buyers, via the assignment of pre-contract rights for the amount of €7,5m.

Leasing & Rentals

- Advising Briq Properties REIC leasing office spaces, commercial properties and several hotels in its portfolio.
- Advised Google in the leasing and refurbishment of its head office in Athens.
- Advising Procter and Gamble in all its real estate matters in Greece including the sale of its distribution center in the outskirts of Athens, the relocation of its new head office and leasing new office space around.
- Advised Goodyear Tires on the leasing of new office space and the refurbishment of its offices in Athens.
- Advised Dow Chemical on the transfer of its manufacturing facility in Lavrion to Ravago including a number of industrial sites formerly owned by Dow for the production of Styrofoam and the leasing of new office space.

Energy

Sophia applies her legal due diligence expertise to transactions in the energy sector, working with our Energy practice on a wide range of renewables projects including wind and photovoltaic farms, as well as transfers of SPVs that own licenses relating to renewables. She advises clients on issues relating to licenses of electric energy production from renewables, electricity trading, complex agreements on RES projects and, where necessary, represents clients before the energy regulator.

Memberships

- Athens Bar Association

Languages

- Greek
- English
- French

Qualifications

- School of Law, University of Athens (2001)