

PRESS RELEASE

Kalliopé strengthens its Real Estate – Construction practice

The law firm Kalliopé welcomes a new partner, Florence Bouthillier, and a new associate, Ruben Orlandini, to its Real Estate – Construction – Urban Planning practice.

Florence Bouthillier has over 30 years of experience in real estate and construction law. She has led numerous projects of all sizes for property companies, asset managers and property administrators, as well as for developers, investors, project developers and French and international industrial groups. She acts both in transactional and contentious matters.

Florence is co-author of *Formulaire Commenté – Fonds de Commerce et Baux Commerciaux and Formulaire Commenté – Droit Commercial*, published by Lamy.

She has lectured at the University of Besançon on complex real estate project structuring and development agreements. She is also a member of the faculty of the Specialized Master's Degree in Real Estate and Services Management at the *École Supérieure des Travaux Publics, du Bâtiment et des Services* (ESTP).

Admitted to the Paris Bar in 1989, Florence began her career at Bignon Lebray and Lefèvre Pelletier & Associés (LPA) before joining DS Avocats, where she quickly became a partner and co-headed the real estate law practice from 2004 to 2026. She holds a Master's degree in Private Law from Paris II Panthéon-Assas University.

Admitted to the Paris Bar in 2020, Ruben Orlandini has developed solid experience in real estate transactions (construction, acquisitions and disposals, urban planning, leases) within the real estate departments of leading French and international law firms. He holds a Master's degree (Master 2) in International Business Law from Paris II Panthéon-Assas University – Ho Chi Minh City (Vietnam), and a Master's degree (Master 2) in Arbitration and International Trade (MACI) from Versailles–Paris Saclay University.

Their arrival is part of Kalliopé's strategy to further structure and deepen its Real Estate – Construction – Urban Planning expertise. It enables the firm to consolidate its position in private real estate and construction law, particularly in relation to complex project structuring, development and investment matters. The team now comprises eight lawyers and is structured around two complementary areas:

- Private real estate and construction law: Lorenzo Balzano, founding partner of Kalliopé; Florence Bouthillier, partner, and associates Elie Chamak, Oriane Fievet and Ruben Orlandini;
- Urban planning and public business law: Jocelyn Duval, partner, and associates Chloé Daheron and Noémie Lenormand.

The team regularly collaborates with teams working in corporate real estate (partnerships), financing and fund structuring.

This organization enhances Kalliopé's ability to support large-scale projects, both in advisory and litigation matters, across a wide range of sectors, including real estate investment and development, building and public works, as well as renewable energy projects, which represent key growth areas for the firm.

Florence Bouthillier, partner at Kalliopé, comments: *"Joining Kalliopé reflects my desire to place my experience at the service of a team recognized for its technical excellence and its cross-disciplinary approach to matters. I am delighted to contribute to the development of an integrated offering in real estate, construction and urban planning, for clients facing increasingly complex and strategic projects, and to join an entrepreneurial firm whose values and high standards I fully share."*

Lorenzo Balzano, partner at Kalliopé, states: *"Florence and Ruben's arrival marks a structuring step for our practice. Their experience, technical expertise and in-depth knowledge of the real estate market strengthen our ability to handle sophisticated, high value-added transactions. This development is fully in line with our strategy of controlled growth and consolidation of our expertise, in the service of a demanding client base. We are delighted to welcome them to Kalliopé."*

For more information, please contact:

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About Kalliopé

Founded in 2008, Kalliopé is an independent law firm that supports private and public players, both French and foreign, and provides advisory and dispute resolution services in the main areas of private and public business law: Contract Drafting and Negotiation; Corporate – M&A – Private Equity; Real Estate – Construction – Urban Planning; Employment – Social Security; Energy and Infrastructure; Environment and Industries; Litigation – Mediation; Banking – Finance – Regulated funds; Compliance – CSR; Public services and Public stakeholders; Intellectual Property.

Based in Paris and in the Drôme, Kalliopé's lawyers work together with their clients to provide them with global, tailored and operational solutions based on a strong sector expertise.

Kalliopé is a member of Iurope, an alliance of full-service business law firms, and also works with a network of best friend firms based all over the world. Kalliopé assists its clients in their most complex issues, both in Europe and worldwide, with the same level of commitment, quality and proximity.

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