

Roschier Projects & Energy Practice

Vaasa Gas Exchange

23 March 2017



ROSCHIER

Roschier Projects & Energy practice provides strategic support from an early stage and delivers results for our clients in their key projects to ensure the success in business.

Our vision is to be the first choice as legal advisor in the Nordic region for industrial, infrastructure and energy projects, and to regularly act as the project lead counsel for Nordic companies' global projects.

Background

- Solid expertise and experience
 - Roschier has approximately 360 professionals, 230 lawyers/practitioners, 44 partners – main offices in Helsinki and Stockholm, regional office in Vaasa
- Projects & Energy practice area gathers together all Roschier tier I practices for the benefit of our clients and their projects
- Projects practice focuses on key projects where something new is built
 - E.g. roads, rails, pipelines, terminals, tunnels or other types of large projects like hospitals, power plants etc.
 - Also large brownfield projects, such as a refurbishment of a power plant
- The Projects & Energy practitioners have also strong practice and track record in M&A



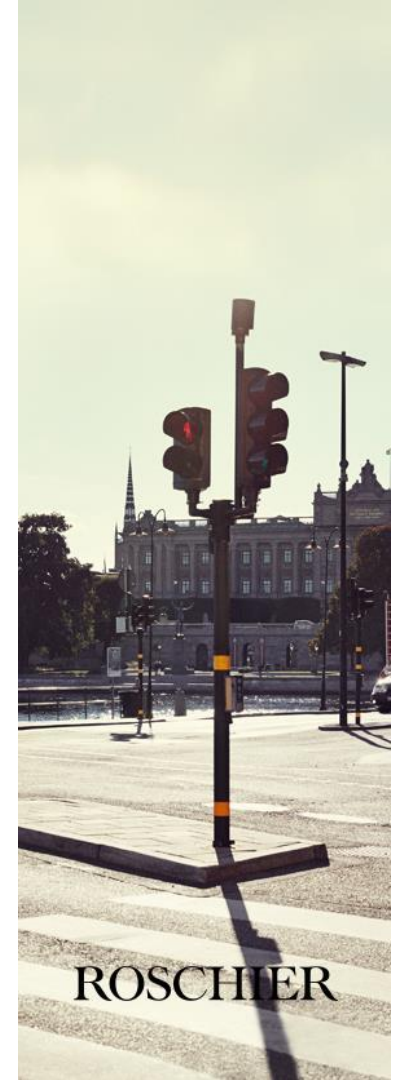
Your project. Our dedication.

Business perspective

- Business understanding
- Expertise and experience
- Strategic advice
- Global reach

Service perspective

- Quality
- One team
- Efficiency
- Commitment



Our client. Our passion.

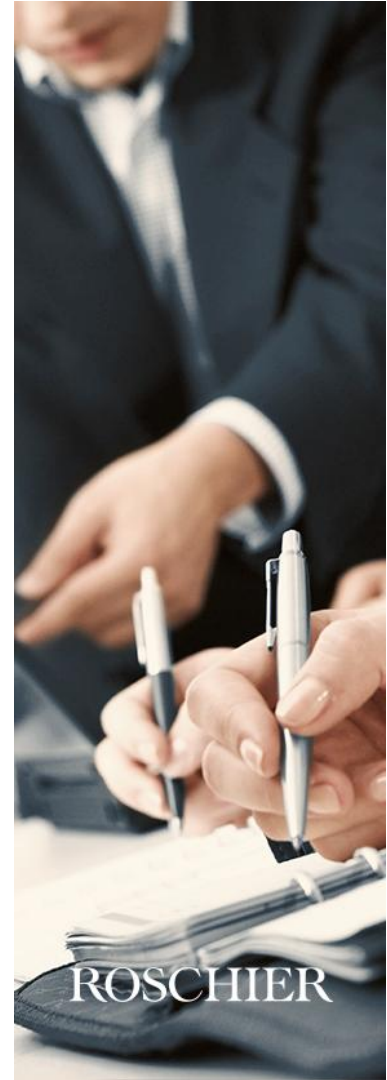
- Knowing the clients' business and project management and execution practices
- 'Customer in the center' mindset
- Seamless cooperation with the client and other experts
- Roschier service standards
- Knowledge and experience provides a significant success factor in projects, supported by industry convergence
- Project legal work in the Nordics is in Roschier's DNA
- Roschier has access to the best legal service providers and practices globally



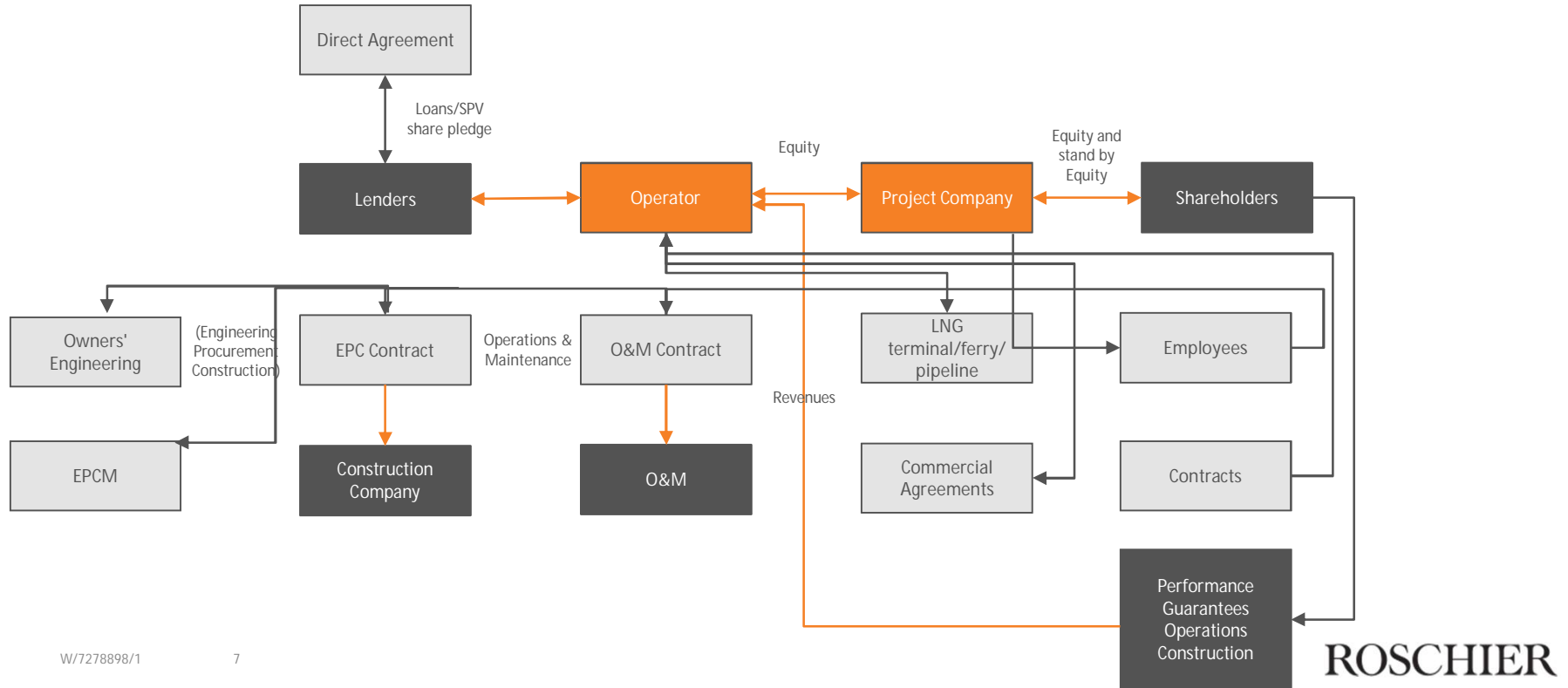
Full Roschier expertise in use

Expertise in all
needed areas:

- Strategic advice
- Risk analysis and management
- Contracts and negotiations
- Procurement, contract management
- Regulation
- Environmental law
- Construction
- Finance / project finance
- Acquisition and disposal of project interest
- Tax & structuring
- Dispute resolution



WHY lawyers?



Project types

- Power and heat generation and transmission investments
- Refineries, pipelines and other oil & gas
- Waste and water treatment / circular economy projects
- Industrial production sites (incl. refurbishments)
- Datacenters
- Road, railway, tunnel and other infrastructure projects
- Airports, harbors and other transport
- PPP model projects (e.g. road and rail, but maybe also hospitals and schools)
- Complex real estate development projects (e.g. huge shopping centres)
- Operation and maintenance of plants incl. outsourcings
- M&A

Pipelines and other oil & gas

- Our team's experience in pipelines and oil & gas or renewables based, covers all aspects of relevant legal advice such as:
 - Onshore/offshore pipelines,
 - Compressor stations,
 - Pipeline crossing arrangements,
 - major investments / new units,
 - maintenance turnarounds,
 - industrial agreements with other site companies (product supply, utility distribution, crossing and piperack agreements, leases, access agreements, service agreements and encumbrances),
 - Industrial outsourcing and over-the-fence (OTF) agreements,
 - Indirect procurement agreements (logistics, chemicals, catalysts, technical materials and services, automation, etc.),
 - Regulatory advice (permitting, oil & gas, chemical and renewables regulation, environmental law questions), and
 - Support in accident and near miss situations.



Recent highlights. Our track record.

Construction of a natural gas pipeline between Finland and Estonia



Counsel to Baltic Connector Oy

Sale of Stockholm Gas AB and Gasnätet Stockholm AB to iCON Infrastructure



Counsel to AB Fortum Värme

Acquisition of Skanska Installation by Assemblin AB



Counsel to Assemblin (owned by Triton)

Sale of the Finnish energy distribution and district heating assets to 3i Group, Goldman Sachs and Ilmarinen



Counsel to Vattenfall AB

Exit process of Eitel AB (started as a dual track and ended with the IPO/listing on Nasdaq Stockholm)



Counsel to Eitel AB and 3i funds

Acquisition of Kilpilähti electricity distribution network from Neste



Counsel to InfraVia European Fund II

Sale of stakes in Aurora Infrastructure Oy to funds managed by Access Capital Partners and Pantheon Ventures



Counsel to InfraVia Capital Partners

Sale of the electricity distribution business in Finland to Suomi Power Networks Oy



Counsel to Fortum Corporation

Recent highlights. Our track record.

Sale of Adven BSS Oy to
EQT Infrastructure I



Counsel to Fortum
Corporation

Decommissioning of
Fortum's Inkoo coal-fired
power plant



Counsel to Fortum
Corporation

Refinancing of
Värmevärden's listed
bonds



Counsel to Värmevärden

PPP road financing of the
final phase of the E18
motorway in southern
Finland



Counsel to EIB

Joint venture between
Skandia and Vattenfall AB
for the investment in four
wind farms in Sweden



Counsel to
Livförsäkringsaktiebolaget
Skandia

Project financing to
PetroPort AB



Counsel to Nordea

Acquisition of Swedegas
AB



Counsel to the runner-up
bidder

Financing of the
construction of wind farms
by Tuuliwatti Oy



Counsel to Nordea, SEB
and SEB Leasing Oy

Recent highlights. Our track record.

PPP financing for the construction of the E18 motorway (Koskenkylä – Kotka) in southeastern Finland



Counsel to EIB, NIB and Pohjola Bank

Financing of the green field soy protein plant Finnprotein Oy



Counsel to an investment consortium of two Finnish banks and Finnvera

Project financing to SunPine AB, a joint venture entity for the construction of a pine oil plant



Counsel to Danske Bank and SEK

Recent recognitions

- Winner of The Lawyer European Awards 2015, Law Firm of the Year - the Nordics
- Winner of the IFLR Finnish Law Firm of the Year 2016, Swedish Law Firm of the Year 2013 award
- Winner of the Chambers Europe Award for Excellence 2015 for Finland, 2013 for Sweden
- Mergermarket European M&A Awards: Legal Adviser of the Year for Finland 2015
- Ranked among the top firms in Finland and Sweden in local "Law Firm Review" market surveys by IHS Site Prospera

