Infrastructure & Projects
Hannes Snellman is a premier Nordic law firm focusing on significant transactions and complex dispute resolution.

We serve our clients with commitment, creativity and high quality.

”Superb team with an outstanding track record.”
Chambers & Partners Europe, 2015

”The team is fast, accurate and has in-depth knowledge. We involve it in all our important work.”
Chambers & Partners Europe, 2015
Commitment, Creativity, Quality and Nordic

Hannes Snellman is a premier Nordic law firm focusing on significant transactions and complex dispute resolution. We serve our clients with commitment, creativity and quality.

» We are committed to you as our Client and will work hard and dedicated to ensure that you get the best advice possible.
» We are creative and constructive. We offer you as our Client solutions in a proactive manner.

» We will never compromise on quality and our strong focus on transactions and dispute resolution means that we will be beaten by no one in terms of quality and expertise.
» We have a Nordic track-record second to none meaning that we know the Nordic legal arena, its practices and developments, based on experience.
Our Services

> Private M&A
> Public M&A
> Private Equity
> Capital Markets
> Finance
> Restructuring & Insolvency
> Corporate Advisory
> Dispute Resolution
> Tax
> Real Estate & Construction
> Employment
> Competition & Procurement
> IP & TMT
> Infrastructure & Projects
> Energy
> Environment & Natural Resources
Infrastructure & Projects

- Our Cross-Practice Capabilities
- Our Unique Experience
- Our Seamless Cross-Practice Team
Hannes Snellman's Infrastructure & projects practice is a multi-disciplinary group of experienced lawyers whose expertise cuts across M&A, capital markets, real estate, construction, environment, litigation, PPP, project finance, and tax.

We advise governmental authorities, industry participants, and financial institutions on a wide range of infrastructure related assignments, covering projects such as railroads, airports, bridges, energy plants, roads, hospitals, bus/train depots, and tramways.

We understand the life cycle of an infrastructure asset and provide legal advice as a one-stop-shop in connection with any investment or activity in the infrastructure sector from the structuring and establishment of partnership models to the negotiations of procurement, construction or supply contracts.

Across offices and business areas, Hannes Snellman has built up significant experience within infrastructure having advised on some of the largest and most complex projects in the Nordic region.
Our Cross-Practice Capabilities

We have a multi-disciplinary team of experienced lawyers advising governmental authorities, industry participants and financial institutions on a wide range of complex infrastructure, energy and natural resource projects. Our seamless teams’ expertise cuts across:

- transactions
- construction
- environment
- dispute resolution
- PPP
- project finance
- restructuring
- procurement
- tax
Our Unique Experience

We have built up significant experience having advised on some of the largest and most complex projects in the region. Our team is consulted when infrastructure is:

> created greenfield
> developed
> financed or restructured
> acquired or sold
> under dispute
## Infrastructure & Projects | Our Unique Experience

<table>
<thead>
<tr>
<th>Project Description</th>
<th>Value</th>
<th>Year</th>
<th>Counsel to</th>
</tr>
</thead>
<tbody>
<tr>
<td>Combination of Vossloh Nordic Switch Systems AB’s and VR Track Oy’s turn-out and installation service businesses in Finland into a joint venture structure</td>
<td>Value not public</td>
<td>2015</td>
<td>Counsel to</td>
</tr>
<tr>
<td>AB Storstockholms Lokaltrafik’s procurement for operators of the Stockholm subway (outsourcing)</td>
<td>EUR 4 billion</td>
<td>2014</td>
<td>Counsel to</td>
</tr>
<tr>
<td>Counsel to AB Storstockholms Lokaltrafik’s investments in new tramlines (circular and city lines) and investments in new signalling systems and other equipment and refurbishments of tram- and subway lines.</td>
<td>Value not public</td>
<td>2015</td>
<td>Counsel to</td>
</tr>
<tr>
<td>Counsel to AB Storstockholms Lokaltrafik in the drafting of contracts and participating in negotiations and procurements for financing for the investments in 275 new subway cars, 42 tram cars and 81 regional train vehicles.</td>
<td>Value not public</td>
<td>2015</td>
<td>Counsel to</td>
</tr>
<tr>
<td>The Finnish Transport Agency’s E18 Koskenkylä–Korkeakyla motorway PPP project</td>
<td>EUR 623 million</td>
<td>2011</td>
<td>Counsel to</td>
</tr>
<tr>
<td>The Finnish government and the Finnish Road Administration in the E18 Muurla–Lohja motorway PPP project</td>
<td>EUR 300 million</td>
<td>2005</td>
<td>Counsel to</td>
</tr>
<tr>
<td>Lemminkäinen’s municipal school project in Kuopio</td>
<td>EUR 91.5 million</td>
<td>2009</td>
<td>Counsel to</td>
</tr>
<tr>
<td>Purchase of a major train depot in Ålvsö</td>
<td>SEK 500 million</td>
<td>2014</td>
<td>Counsel to</td>
</tr>
<tr>
<td>The Finnish Transport Agency’s planned Koskola-Ylivieska railway PPP project</td>
<td>Planned value EUR 263 million</td>
<td>2010 - 2011</td>
<td>Counsel to</td>
</tr>
<tr>
<td>Description</td>
<td>Value</td>
<td>Year</td>
<td>Counsel to</td>
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<td>----------------------------------------------------------------------------</td>
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<tr>
<td>The Committee for Investment and Strategic Projects, Saint Petersburg, on...</td>
<td>Value not public</td>
<td>2011</td>
<td>Counsel to</td>
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<tr>
<td>Development of a legal model for provision of laundry services and textile</td>
<td></td>
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<tr>
<td>supply to hospitals in the Republic of Tatarstan</td>
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<tr>
<td>The Perm Region Government’s concession project on the construction of a</td>
<td>EUR 500 million</td>
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<tr>
<td>bypass road and bridge (Perm Eastern Bypass)</td>
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<tr>
<td>The Committee for Investment and Strategic Projects, Saint Petersburg, on...</td>
<td>Value not public</td>
<td>2010</td>
<td>Counsel to</td>
</tr>
<tr>
<td>procurement procedures where classified information are involved in PPP</td>
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<tr>
<td>projects.</td>
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<tr>
<td>Investment Agreement with the Russian Government and Vneshekombank</td>
<td>Value not public</td>
<td>2011</td>
<td>Counsel to</td>
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<tr>
<td>concerning the joint investment and development of Nizhne Priangar’s</td>
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<tr>
<td>(Eastern Siberia and the Far East, Russia).</td>
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<tr>
<td>The Committee for Investment and Strategic Projects, Saint Petersburg, on...</td>
<td>Value not public</td>
<td>2010</td>
<td>Counsel to</td>
</tr>
<tr>
<td>the optimal sequence and scope of legal procedures to grant land to an</td>
<td></td>
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<tr>
<td>investor in a PPP project in order to construct a waste processing plant</td>
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<td>in Yanino.</td>
<td>Value not public</td>
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<tr>
<td>AB Storstockholms Lokaltrafiks procurement for operators of the commuter</td>
<td>EUR 2.5 billion</td>
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<tr>
<td>train lines in the greater Stockholm area (outsourcing) including traffic</td>
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<tr>
<td>planning and operation, maintenance of rolling stock and stations including</td>
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<tr>
<td>manning of the whole operation.</td>
<td></td>
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<tr>
<td>Advised the Finnish Transport Agency in the E18 Hamina-Vaalimaa PPP project</td>
<td>EUR 650 million</td>
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<tr>
<td>Budgeted value</td>
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<td>------------------------------------------------------------------------------------</td>
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</tr>
<tr>
<td>Acquisition and development of a new bus depot in Tomteboda</td>
<td>Value not public</td>
<td>2013</td>
<td>Counsel to</td>
</tr>
<tr>
<td>Gamla Livförsäkringsaktiebolaget SEB Trygg Liv regarding major renovation/re-construction of a residential building in Stockholm</td>
<td>Value not public</td>
<td>2013</td>
<td>Counsel to</td>
</tr>
<tr>
<td>Gamla Livförsäkringsaktiebolaget SEB Trygg Liv’s development and construction of residential properties in greater Stockholm area.</td>
<td>SEK 120 million</td>
<td>2013</td>
<td>Counsel to</td>
</tr>
<tr>
<td>EQT’s acquisition of a large infrastructure network of fibre optics (IP-Only Telecommunications)</td>
<td>Value not public</td>
<td>2013</td>
<td>Counsel to</td>
</tr>
<tr>
<td>AB Storstockholms Lokaltrafik’s public procurement and agreements for the supply of rail vehicles for the Stockholm subway, C20, Tvlrbanan, A32 and commuter rail services, X60 and agreement on the reconstruction, renovation and improvement of rail vehicles of type X1 and X10.</td>
<td>Value not public</td>
<td>Counsel to</td>
<td>Counsel to</td>
</tr>
<tr>
<td>PEMBROKE’s demolition and construction of a major office building in Stockholm CBD.</td>
<td>Value not public</td>
<td>2011</td>
<td>Counsel to</td>
</tr>
<tr>
<td>Svensk Kollektivtrafik (Swedish Public Transport Association) together with the Ministry of Industry in drafting the Public Transport Act and model agreements for the public transport industry sector.</td>
<td>Value not public</td>
<td>Counsel to</td>
<td>Counsel to</td>
</tr>
<tr>
<td>The formation of AB Transitio and the agreements for the acquisition and financing of the rail vehicles purchased by AB Transitio for different regions in Sweden.</td>
<td>Value not public</td>
<td>Counsel to</td>
<td>Counsel to</td>
</tr>
<tr>
<td>AB Storstockholm Lokaltrafik’s public procurement and agreements for the acquisition of the signal security system for Tvlrbanan, the Stockholm subway and Roslagsbanan.</td>
<td>Value not public</td>
<td>Counsel to</td>
<td>Counsel to</td>
</tr>
<tr>
<td>AB Storstockholm Lokaltrafik’s public procurement and contractor agreements for the expansion of Tvlrbanan and Spårträg City (the City Tramway), the rebuilding of Roslagsbanan, the renovation and improvement of Roslagsbanan and the Stockholm subway as well as other contract operators as regards e.g. depots.</td>
<td>Value not public</td>
<td>Counsel to</td>
<td>Counsel to</td>
</tr>
</tbody>
</table>

**Infrastructure & Projects | Our Unique Experience**
> Counsel to the contracting entity in a landmark Finnish alliancing project in which the alliance model was deployed for the first time in Finland – the value of the procurement totalling MEUR 90.

> Counsel to a multinational company in a public procurement project concerning a recording service – the value of the procurement totalling MEUR 60.

> Counsel to the contracting entity in a Public-Private Partnership (PPP) project regarding the construction and maintenance of a motorway section. The total value of the project was MEUR 623.

> Counsel to a Finnish municipal waste management enterprise in a public procurement case concerning the construction of a Waste-to-Energy plant – the value of the procurement totalling MEUR 130.

> Counsel to a theatre operator in a public procurement case concerning the renovation construction of a theatre building – the value of the procurement totalling MEUR 50.

> Counsel to a multinational company in a public procurement case concerning unmanned metro rails – the value of the procurement totalling MEUR 150.

> Counsel to a Finnish construction company in a high-profile public procurement dispute concerning the design, construction and financing of an underground bus terminal, the value of which exceeded MEUR 100. The court decided the case in favour of our client, who was thus able to proceed with its largest-ever construction project.

> Counsel to a multinational company in a dispute concerning air transport services for Finnish State officials. Our client won the case in the Supreme Administrative Court, receiving the largest compensation payment imposed in Finland to date on the basis of infringement of public procurement rules.

> Counsel to an international constructor in a public procurement dispute concerning the construction of a harbour, the value of the entire project exceeding MEUR 260. In an important precedent, the Market Court sustained our client’s appeal, finding that the contracting entity was not allowed to preclude our client from the bidding processes.

> Counsel to a Finnish aviation company in a landmark case against the Finnish Civil Aviation Administration regarding compensation for damages caused by discrimination in public procurement proceedings. Our client won the case in the Court of Appeal, which ordered that substantial damages be paid to our client.
Our Unique Experience

- Counsel to the contracting entity at the Supreme Administrative Court in a public procurement case concerning utilisation of waste as energy. This is one of the largest public procurement matters that have been the subject of legal proceedings in Finland – the value of the procurement totalling MEUR 282.

- Counsel to the contracting entity against another governmental organization in a precedential damages litigation based on purported breach of public procurement rules in a competitive bidding for the construction of a motor highway, the value of which exceeded MEUR 50.

- Counsel to a municipal housing company, in its role as developer of a new residential area in greater Stockholm area, with advice regarding development agreements, construction contracts, co-operation agreements, and letter of intent, 2010-2013.

- Counsel to a leading actor in the pharmaceutical industry, in its contract negotiations in relation to adjustments and alterations of a detailed development plan, with advice regarding co-operation agreements, projecting and planning agreements, development agreements and agreements regard reduction of noise, 2013.

- Counsel to a German fund in connection with the construction of the Stockholm City Line, a 6 km long commuter train tunnel which, when finished, will double the track capacity in Stockholm, with advice regarding various court documentation etc., 2010.

- Counsel to one of Sweden’s largest construction companies in a forward funding sale to a real estate fund, 2014- ongoing and not yet public.

- Counsel to other transport authorities in other regions with advice in connection with transport procurement of transport services and agreements for the acquisition of trams.

- Counsel to several regions in Sweden with advice on the way in which the regions should organise themselves due to the entry into force of the new Public Transport Act.

- Counsel to a public sector contracting entity for the construction of a major waste to energy power plant.

- Counsel to an international constructor in a public procurement dispute concerning the construction of a harbour, the value of the entire project exceeding EUR 260 million.

- Counsel to a multinational company in a public procurement case concerning automated metro railway system – the value of the procurement totalling MEUR 180.
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