

## > OUR FOCUS. YOUR INDUSTRY.

Our success has been built on the simple principle of sticking to what we do best. In other words, we concentrate solely on providing specialist advice in the key areas of most importance to our clients, based on a thorough understanding of the unique issues and pressures affecting the business environments and industries in which they operate.

Over the years, this has resulted in the development of particular expertise in certain industry sectors ... including yours.

So what does this actually mean for you? Our focus on your industry offers the convenience of a 'one-stop shop' for expert advice on every aspect of UK law and key areas of EU law relating to the industry in general and the running of your business in particular. It means the reassurance of having strategic partners on your side you can always rely on to keep you ahead on key industry developments, from new regulation to industry specific tax breaks. Most of all, it means the benefit of working with people who not only know what they're talking about but understand what you're talking about too.

Dedicated to your industry, dedicated to your interests – who better to trust than the dedicated team of industry experts at Semple Fraser?

### Semple Fraser chosen markets:

- Banking & Finance
- Commercial Property
- Construction & Engineering
- Extractive
- Projects
- Waste

## SEMPLER FRASER LLP

## > KEY CONTACTS

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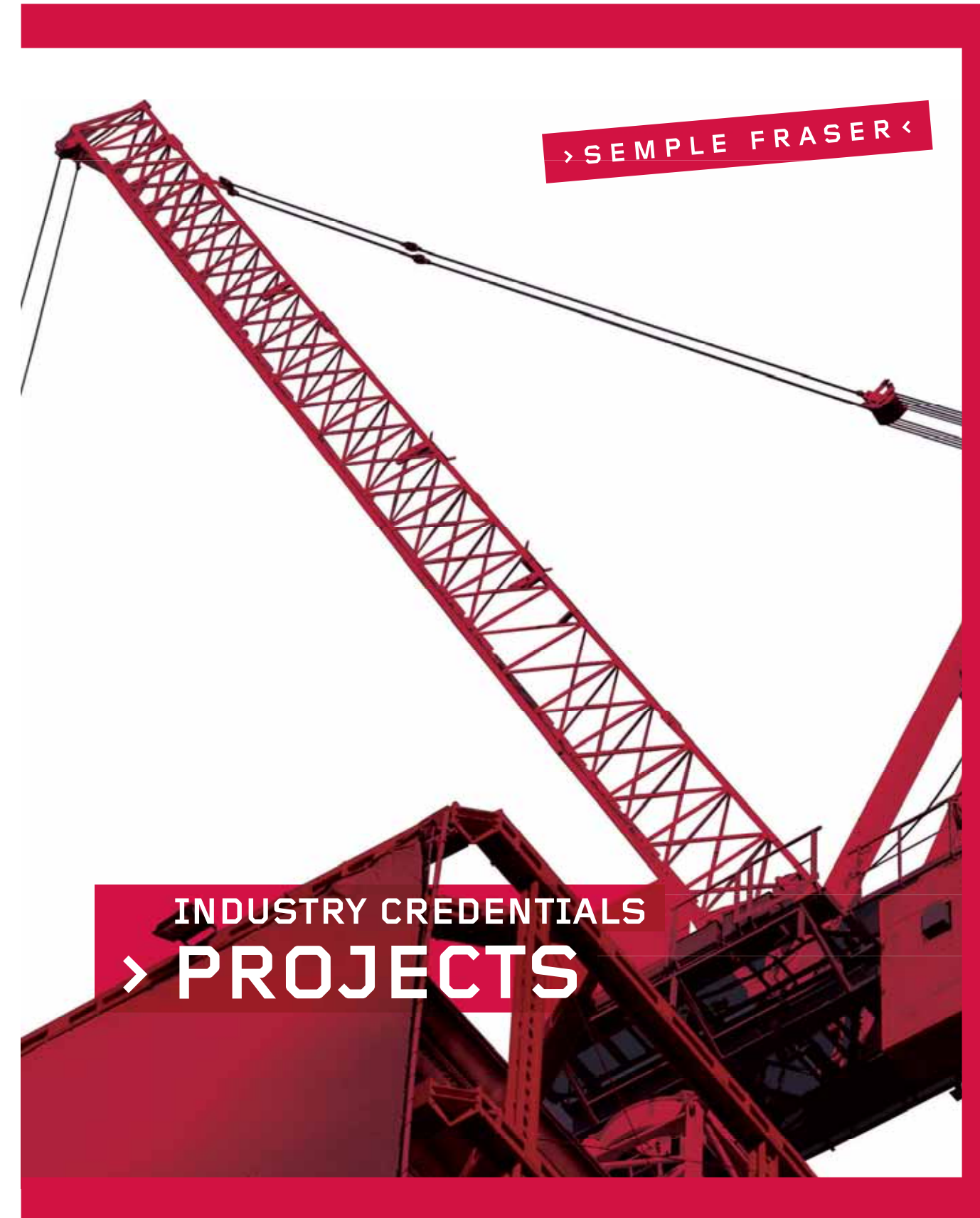
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Semple Fraser LLP is a multi-national practice



## › THE DISTINCTIVE CHOICE FOR THE PROJECTS INDUSTRY

- › Capital Projects
- › Joint Ventures
- › Outsourcing
- › PFI / PPP
- › Project Finance / Refinancing
- › Secondary / Tertiary Market

« We found Semple Fraser to have a full understanding of our transaction, enabling them to provide a fast, efficient and professional service which resulted in our transaction being concluded with the minimum of fuss. Their proactive approach to service provision enabled us to focus on the core issues and ensured that cost was kept to a minimum.»

› James Muir, Member, Pacific Partners LLP

« UNITE has worked closely with Semple Fraser on a full range of commercial and corporate matters ranging from site acquisitions, occupancy agreements and construction documentation to due diligence and corporate financing arrangements. The breadth of expertise, and immediate access to senior partners to discuss challenges as and when they arise, allows us to quickly take risk management decisions in our fast moving business environment.»

› Jim Pike, Regional Acquisition and Development Manager, UNITE Group plc

## › PROJECTS

Whatever your involvement in a PFI, PPP or other major capital project – whether as contractor, senior or subordinated debt provider, facilities manager, SPV consortium or secondary investor – the unique complexity of such contracts demands the very best in expert legal advice.

With so many different players involved and so many often conflicting interests to be served, it demands a deep understanding of the individual needs of each party and how they interact at every stage of the process. It demands more than specialist knowledge of any single area of commercial law, but of many.

It demands an overriding commitment to the interests of the client that, as and when necessary, looks beyond the current trend towards standardised contracts in the negotiation of preferential terms designed to minimise their exposure to risk and maximise their potential for ultimate profit.

And that's why you should choose Semple Fraser. Reflecting our culture of team working, our Projects Group offers the combined expertise and unrivalled experience of senior lawyers in all key disciplines essential to this type of contract – from corporate funding, construction and commercial property to planning, employment, tax and environmental issues such as waste and water.

Although only a relatively small percentage of public sector procurement in Scotland has followed the PFI/PPP model in the past, we believe this to be a tremendous growth area for the future. And with our focus on providing a comprehensive service to the industry at all levels through our Projects Group, we intend to be there as major players. As our record of successful involvement in major projects across the UK clearly shows, all the necessary expertise is already here. All under one roof at Semple Fraser.

## › OUR WORK

### European Commission

Appointed by the European Commission to its panel of advisors in respect of specialist Environment Law services at EU level, as well as being engaged in multiple contracts involving over 100 separate matters on their behalf in Eastern Europe.

### New City Vision Group

Provide construction, property, banking and strategic advice for the joint venture/partnering arrangements for the regeneration and creation of vibrant residential communities. These include projects such as Norris Green in Liverpool (a development in association with Liverpool City Council) and, the ground breaking project with Glasgow City Council for 1200 new homes in Drumchapel.

### Hanover Property Unit Trust

Advising them and others regarding objections to the Edinburgh Tramline project.

### 3D Architects / Goodson Associates

Advising architects and structural engineers regarding potential court action arising from Fife Schools PPP project.

### Mazars LLP

Advised Mazars on its major outsourcing deal with National Australia Group to handle the banks trust and executry business.

### UNITE Group plc

Scottish property aspects of a £350 million joint venture with GIC Real Estate Pte Ltd to develop and operate student accommodation in the capital cities of London, Edinburgh, Dublin & Belfast.

### Mackenzie Partnership

Advised them in a number of projects including:

- Mackenzie Investments (Stonehouse) Ltd – advising investors in SPV for Stonehouse Hospitals PFI project.
- Mackenzie Investments (Scotland) Ltd / Mackenzie Partnership Services Ltd – advising MISL (investors) and MPSL (managers) regarding Bannockburn Homes Limited MoD Housing Management Project.
- Mackenzie Investments (Crosshouse) Ltd / Arisaig Investments Ltd - advising MICL and AIL as investors and subordinated lenders in respect of Ayrshire Hospitals Ltd PFI project.

### Sir Robert McAlpine Limited

Represented Sir Robert McAlpine v Scottish Parliamentary Corporate Body regarding the procurement process for the new Scottish Parliament building.

### Juwi GmbH

Various windfarm projects in Scotland and England including joint venture arrangements and strategic planning advice.

### Kier Construction Limited

Undertook a review of UK/Scottish railways and level crossings legislation. This involved advising on alternative procedures for obtaining, post-Devolution, the required Parliamentary authority, opting for the simplified procedure under the Light Railways Act 1896, and procuring the official promulgation of a private Scottish Statutory Instrument.

### Hickton Madely Architects

Successfully represented Hickton Madely Architects, the lead architect for a consortium of Amey Miller, in an adjudication in relation to the Edinburgh schools PFI project.