

Financial institutions
Energy
Infrastructure, mining and commodities
Transport
Technology and innovation
Life sciences and healthcare

 **NORTON ROSE FULBRIGHT**

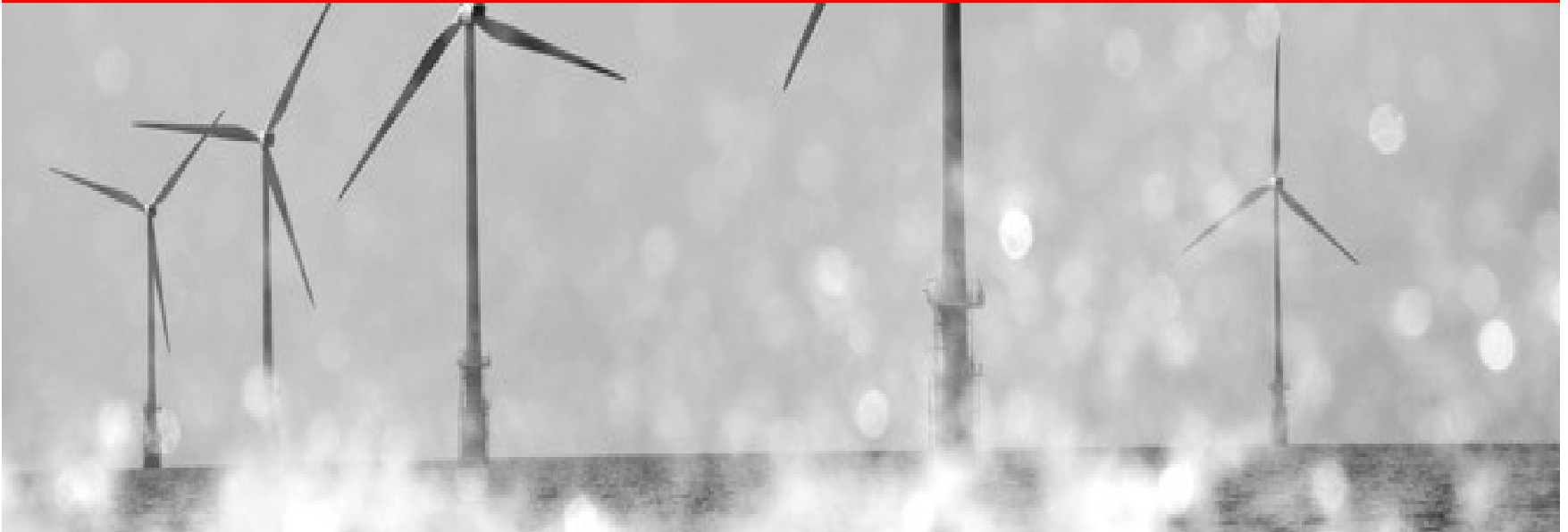
Our global energy practice

Supporting innovation around the world

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About us

Norton Rose Fulbright is a global legal practice.

We provide the world's pre-eminent corporations and financial institutions with a full business law service.

We have more than **3800 lawyers** based in over **50 cities** across Europe, the United States, Canada, Latin America, Asia, Australia, Africa, the Middle East and Central Asia.

Recognized for our industry focus, we are strong across all the key industry sectors:

Financial institutions; **energy**; infrastructure, mining and commodities; transport; technology and innovation; and life sciences and healthcare.

Wherever we are, we operate in accordance with our global business principles of quality, unity and integrity.

We aim to provide the highest possible standard of legal service in each of our offices and to maintain that level of quality at every point of contact.

History of Norton Rose Fulbright

1794 - Norton Rose begins in 1794 with sole practitioner Robert Charsley. During the next 180 years it becomes an established London 'city' law firm.

1976 - Norton Rose establishes its **first international office** in Hong Kong. This is swiftly followed by Bahrain (1979) and Singapore (1982).

1990 - 1991 - The firm adds a number of European offices to its international network, including Brussels, Paris, **Piraeus** and Moscow.

Early - mid 2000s - Norton Rose embarks on a programme of international expansion with offices in Bangkok, Milan, Warsaw, **Athens**, Beijing, Frankfurt, Munich, Amsterdam, Dubai, Rome and Shanghai.

2008 - Abu Dhabi and Tokyo offices open. Our presence in Middle East and the Far East is now fully established.

January 2010 - Deacons (**Australia**) joins the newly formed Norton Rose Group as Norton Rose Australia to expand our Asia Pacific practice.

History of Norton Rose Fulbright (cont'd)

June 2011 - Ogilvy Renault (**Canada**) and Deneys Reitz (**South Africa**) join Norton Rose creating a top 10 global legal practice.

January 2012 - Macleod Dixon (also from Canada) joins Norton Rose.

The enlarged practice is now a top 5 global legal practice with an established practice also in Latin America and Central Asia.

October 2012 - Norton Rose opens an office in Dar es Salaam and becomes the best represented international law firm in Africa.

June 2013 - Norton Rose and leading **U.S.** law Fulbright & Jaworski LLP formally combine to create Norton Rose Fulbright.

Next call: Mexico and Brazil.

Norton Rose Fulbright offices around the globe



*associate office

Global resources

7500 People

3800 Lawyers (**1225** Partners)

800 Energy lawyers offering specialized legal services across the full spectrum of energy industry sectors.

50+ Offices

Local resources

51 People

34 Legal Staff

12 Energy lawyers specializing in energy regulation and projects, banking and corporate / project finance.

Total package in energy

Our areas of work include

- nuclear
- oil and gas
- power
- renewables
- sustainability and climate change
- water

Our practice areas cover among others

- regulatory, environment, safety and planning
- mergers and acquisitions
- projects and project finance
- dispute resolution and arbitration
- antitrust and competition

Awards and recognition

European Onshore Wind Deal of the Year, 2011 (Jadraas)

European Offshore Wind Deal of the Year, 2012 (Northwind)

European Petrochemicals Deal of the Year, 2012 (Surgil)

African Solar Deal of the Year, 2012 (KSolar CSP)

African Power Deal of the Year, 2011 (Kivuwatt)

Project Finance Magazine

Asia Pacific Renewables Deal of the Year, 2011 (Macarthur Wind)

Middle East Power Deal of the Year, 2011 (Sur IPP)

Project Finance Awards

Energy & Natural Resources Team of the Year, 2011

Legal Business Awards

Greek energy sector - Drivers for growth

- Need for more investments in the renewables sector driven by the 2020 national target (wind, biomass, waste-to-energy, geothermal, small-hydro)
- Imminent reforms in the gas and power markets – further opening up (Target Model, privatisation of PPC and DEPA)
- An ambitious hydrocarbons exploration programme
- Untapped energy sources
- Need for more infrastructure projects (national & regional)
- Greece's geopolitical importance as a regional energy hub (TAP, East-Med gas findings)
- Skilled human resources

Greek energy sector - Barriers to growth

- Lack of long term energy plan
- Long lead times for full implementation of legislative acts
- Contradicting regulations still in place
- Incomplete initiatives for elimination of market distortions
- Continuous changes in the regulatory framework
- Monitoring application of law and policy needs be improved
- Regulator's role needs be supported
- Power market and renewables deficits
- Unstable / unpredictable tax regime
- Liquidity squeeze (lack of funds)

State of play – Why Greece can recover

- ✓ Political stability seems to progressively restore the trust of global investment community to Greek economy
- ✓ Greek economy still at critical path but has left behind the economic collapse scenarios
- ✓ Government's pledge to accelerate structural reforms as well as the privatisation of stated controlled energy assets may trigger a resurgence of new investments
- ✓ Developments in SEE may help Greece to take advantage of its location and become an energy hub in the near future
- ✓ Untapped energy sources combined with highly skilled human resources could be one of earliest drivers for the recovery of Greek economy



NORTON ROSE FULBRIGHT

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