

Matti Lajunen



Title: Partner

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Matti advises clients as a member of our Real Estate practice in Helsinki. Matti specialises in real estate transactions and property development but also has a profound understanding of Finnish and cross-border financing and security arrangements, including leveraged and subordinated financing, bonds, and distressed assets. Matti has gained experience working with a number of domestic and international investors and tenants on all types of property acquisitions, sales, sale and leaseback arrangements, and lease negotiations, including some of the largest property development projects in Finland to date. Matti also regularly advises data center developers.

Prior to joining Hannes Snellman Matti was a partner co-heading the real estate practice at another major Finnish law firm. In addition, Matti has in-house experience from a publicly listed engineering and manufacturing company, and he has worked for a top-tier law firm in Frankfurt am Main, Germany.

REFERENCES

- Counsel to Urbanlight in the acquisition of a last-mile logistics property, 2024
- Counsel to eQ in the disposal of a retail park, 2024
- Counsel to UrbanLight in the acquisition of a light industrial property, 2024
- Counsel to Häggblom & Partners Ltd. and the sellers in the sale of UB Nordic Forest Fund II LP, 2024
- Counsel to TRP Hungary in the acquisition of Kymiring Motor Track, 2024
- Counsel to CapMan in the acquisition of school property, 2024
- Counsel to the sellers in the sale of a logistics portfolio consisting of assets in Finland spanning 134,000 square metres of leased space, 2023
- Counsel to CapMan Social Real Estate Fund in the acquisition of educational properties, 2024
- Counsel to YIT in the sale of its fleet and equipment business and related arrangements, 2024
- Counsel to Titanium in the disposal of a preschool portfolio, 2024
- Counsel to Nrep in the acquisition of a care portfolio, 2023
- Counsel to OP Life Assurance Company in the sale of a warehouse property in Vantaa, 2023
- Counsel to Nrep in the acquisition of a residential portfolio, 2023
- Counsel to NREP in the acquisition of Tietoevry's HQ in Keilaniemi, 2023
- Counsel to United Bankers in the acquisition of Taaleri Forest Fund III, 2023
- Counsel to MEKO in a sale and leaseback of the company's central warehouse properties, 2023

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- Counsel to Alfaroc Logistics and Superion in the divestment of a logistics property development, 2023
- Counsel to LähiTapiola Yhteiskuntakiinteistöt in the acquisition of the Kirkkonummi Health and Social Services Centre, 2022
- Counsel to eQ in disposal of 28 properties, 2022
- Counsel to CapMan in the development of residential buildings, 2022
- Counsel to OP in the acquisition of a public services property, 2022
- Counsel to CapMan in its acquisition of a logistics asset at Turku Airport, 2022
- Counsel to LähiTapiola Yhteiskuntakiinteistöt in the acquisition of the Lahti Health and Social Services Centre, 2022
- Counsel to CapMan in the acquisition and financing of a Helsinki office property portfolio, 2022
- Counsel to NREP in the acquisition of historic office property Bulevardi 21, 2022
- Counsel to Nyfosa in the acquisition of a modern office property in central Tampere, 2022
- Counsel to KanAm in acquisition of a Helsinki prime office property, 2022
- Counsel to eQ in the acquisition of an office asset in Pasila, 2022
- Counsel to Microsoft in Finland
- Counsel to LähiTapiola Yhteiskuntakiinteistöt in the acquisition of Espoo Hospital, 2022
- Counsel to OP-Henkivakuutus in the sale of two industrial properties, 2021
- Counsel to Tampereen Asunnot Ky in the sale of a residential portfolio, 2021
- Counsel to Oy Interior Invest Ab in the sale of a modern logistics centre in the Helsinki region, 2021
- Counsel to OP-Henkivakuutus in the sale of an industrial property in Tampere, 2021
- Counsel to Nyfosa in its acquisition of commercial real estate in Finnish regional cities, 2021
- Counsel to LähiTapiola in the establishment of a jointly owned forest, 2021
- Counsel to eQ Commercial Properties Fund (AIF) in the acquisition of the Kivistö local center, 2021
- Counsel to LähiTapiola in its acquisition of community properties, 2021
- Counsel to NREP in its acquisition of Leipätehdas office property, 2021
- Counsel to Nyfosa in acquisition of six properties, 2021
- Counsel to SRV in divestment of three residential projects, 2021

RANKINGS

- "Matti Lajunen is a real professional with an aim to achieve profitable results for clients.", Real Estate and Construction, Legal 500, 2024
- "I was really impressed by Matti's performance." Chambers Europe, 2024
- "Matti has a good balance of commercial-mindedness and attention to detail. He is proactive and service-minded, one of our preferred partners for complex transactions." Chambers Europe, 2024
- "Matti Lajunen is very much commercial – focused on solving outstanding issues, while making sure the atmosphere in the room remains amicable. This is very much appreciated.", Real Estate and Construction, Legal 500, 2023
- "Matti Lajunen is a driven young partner with a real hands-on approach. His participation in all aspects of the engagement, availability for all matters concerning us and ready made proposals from subject to clients approval pre negotiations with the counterparts has delivered outstanding results for us. Within negotiations, Matti is sitting in the drivers seat, to deliver us the best available outcome.", Real Estate and Construction, Legal 500, 2022
- "Matti Lajunen is very easy to work with and very responsive.", Real Estate and Construction, Legal 500, 2022
- "Matti Lajunen treated our cases as if they were his own, while always maintaining a clear focus on the relevant details. We especially appreciated Matti's communication skills not only with us, but also with the opposing party. Even though we had difficult issues to solve, Matti's skilled

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negotiation avoided disputes and helped us find a solution together.", Real Estate and Construction, Legal 500, 2022

- Clients highlight his 'pragmatic and solution-oriented approach.', Real Estate, Chambers Europe 2022

MEMBERSHIPS AND POSITIONS OF TRUST

- Member of the Finnish Bar Association
- Member of the Association of Finnish Lawyers
- Chairman of the Board of Universtas Oy

EDUCATION AND PROFESSIONAL BACKGROUND

- Partner, Hannes Snellman, 2020–
- Partner, Castrén & Snellman, 2019–2020
- Counsel, Castrén & Snellman, 2018–2019
- Senior Associate, Castrén & Snellman, 2016–2018
- Legal Counsel, KONE Corporation, 2014–2016
- Foreign Lawyer, Hengeler Mueller, Frankfurt am Main, Germany 2014
- Associate, Castrén & Snellman, 2011–2014
- Master of Laws, University of Turku, 2011
- M. Sc. (Econ.), University of Turku, 2011
- Facultés Universitaires Saint-Louis, Brussels, Belgium, 2010

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