

ARI-PEKKA SAANIO

Helsinki, Finland
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aps@salonenco.com

EDUCATION

Bar Admission, 1999, New York, USA
Bar Admission, 1999, Helsinki, Finland
Master of Laws, 1998, New York University, USA (Fulbright Scholar)
Master of Laws, 1994, University of Helsinki, Finland

CAREER

Of Counsel, Salonen & Co, 2016 -
Of Counsel, Borenius, 2015–2016
Partner, Borenius, 2001–2014
Senior Associate, Borenius, 1999–2001
Associate, Sullivan & Cromwell, New York, 1998–1999
Associate, Borenius, 1994–1997

LANGUAGES

Working languages Finnish, English, Swedish
Conversational languages French, German, Spanish

MEMBERSHIPS

Finnish Bar Association
New York State Bar Association
The Association of the Bar of the City of New York
Alumni Association of the NYU School of Law, New York

SCHOLARSHIPS

Fulbright Scholar, 1997–1998

EXPERIENCE

Ari-Pekka has wide expertise and practical experience in corporate and commercial transactions – specifically mergers and acquisitions, private equity and capital markets matters usually with a cross-border element. He has recently managed international transactions and commercial projects with multiple parties and in diverse business sectors from IP and IT to manufacturing industry. In the past years he has worked with clients and parties from the US, Japan and China, the Netherlands and UK, Russia, Switzerland as well as Finland and Nordic countries. His added value and strengths lie in project management, flexible and productive negotiation skills as well as ability to effectively estimate and assess parties' positions and preferences and provide solutions and recommendations.



2016 -

Of counsel at Salonen & Co. with his longtime business partner Mika Salonen.

2015

Became of counsel at one of the major law firms in Finland continuing his line of work in cross-border M&A. Partner since 2001.

2016 - 2005

Advised Finnish listed companies on their cross-border transaction and Russian parties in Finnish-Russian transactions and worked closely also with many UK and US based law firms.

2016 - 2001

Mostly his clients were US based and other international investors and companies having commercial interest and activity in Finland in the IP/ IT fields as well as in more traditional industries such as forestry and manufacturing.

Early 2000s

Finland experienced a capital markets and listing boom, and he worked in many IPOs & listings of Finnish IT companies being in charge of the Capital Markets practice at one of the major law firms in the country.

Late 1990s

The economical landscape was completely changed in Finland due to the IT / dotcom boom and his client base and workload consisted entirely of domestic and cross-border Venture Capital, Private Equity and M&A investors and transactions.

2001

Invited as partner at one of the major Finnish law firms.

1999

Admitted both to the New York Bar and Finnish Bar.

1998

Worked as a visiting foreign lawyer in Sullivan & Cromwell, New York.

1998

Prepared for the New York State Bar Exam which he successfully passed.

1997

Moved to New York to begin post-graduate studies in the Corporate LLM program of the New York School of Law. His studies were partly financed and supported by the Fulbright grant.

Mid 1990s

Finland was hit by a severe banking crisis in the early 1990's. For several years he worked in a government originated assignment scrutinising the events and circumstances leading to a fall of one of the regional banks in Helsinki.

1994

Graduated from Helsinki University faculty of law and became permanent associate in a traditional law firm with practice focusing on litigation and general commercial and corporate matters.