

Name: Hannu-Matti Mäkinen

Date of birth: 03.11.1970

CAREER:

Present position: General Counsel, Region Europe 1.4.2014–

TELIA COMPANY AB (till 13 April 2016 called TELIASONERA AB)
GROUP LEGAL AFFAIRS
General Counsel Region Europe. Head of the legal for Telia Company
Region Europe. Member of the Group Legal Management Team
and Management team of Region Europe

Previous positions:

TELIASONERA AB, GROUP LEGAL AFFAIRS (1.5.2009 – 31.3.2014)
General Counsel Business Services. Head of the legal team which was responsible for all legal issues of the Business
Services Division of TeliaSonera. Member of the Group Legal Management Team and Management team of Business
Services Division.

TELIASONERA FINLAND OYJ (1.1.2005 – 31.4.2009)
Senior Legal Counsel and Head of the legal team which was responsible for legal issues of the Enterprise Services (ES)
Division of TeliaSonera Finland. Member of the management group of Legal and Regulatory Affairs and ES Division.

TELIASONERA FINLAND OYJ (1.4.2003 – 31.12.2004)
Legal Counsel responsible for drafting and managing commercial contracts for TeliaSonera Finland Oyj.
Participated in negotiations with large-scale domestic and foreign telecommunication operators and other customers.

SONERA CARRIER NETWORKS Ltd. (1.9.2002 – 31.3.2003)
Legal Counsel responsible for drafting and managing all international commercial contracts for Sonera Carrier Networks
Ltd. and its 5 foreign subsidiaries. Participated in negotiations with large-scale foreign telecommunication operators and
other customers.

SONERA GATEWAY Ltd., Helsinki, Finland (4.6.2001 – 30.9.2002)
Legal Counsel responsible for drafting domestic and international financing and other legal documents for Sonera Gateway
Ltd. Participated in negotiations with large-scale corporate customers. Responsible for several Top-20 corporate customer
accounts.

DURAND & ASSOCIATES, Inc., Phoenix, Arizona, USA (August 2000 – April 2001)
Law Clerk, assisted litigation specialist and lawyers in research on variety of law issues for court cases and drafted various
types of legal documents.

XEROX PARTNER – LOS CORPORATION, Rovaniemi / Oulu, Finland (1996-1998)
Information Systems Training Specialist (1996-1998). Advised and trained Information Systems personnel on
implementation of digital documentation software.

Sales Representative (1993-1996). Sold Xerox copy machines, computers, digital phone systems and AV-products.
Tracked sales and developed performance reports for management.



Name: Hannu-Matti Mäkinen

Degree/education, year:

UNIVERSITY OF ARIZONA, COLLEGE OF LAW, Tucson, Arizona
LL.M (Masters of Laws) in International Trade Law, May 2000

UNIVERSITY OF LAPLAND, SCHOOL OF LAW, Rovaniemi, Finland
LL.M, March 2001
Finnish and EU-law

UNIVERSITY OF LAPLAND, SCHOOL OF LAW, Rovaniemi, Finland
LL.B, June 1999

Management programmes:

TSF Training program for new Supervisors 18.1.2005 – 31.3.2005
TeliaSonera Business School for managers and key specialists 7.2.2007 – 4.10.2007

Language skills:

- Finnish (native)
- English (fluent)
- Swedish (conversational)

Current Board Assignments:

- TeliaSonera Finland Oyj (Finland), member of the Board
- Telia Danmark A/S (Denmark), member of the Board
- Tilts Communications A/S (Denmark), member of the Board
- Telia Norge AS (Norway), member of the Board
- UAB Omnitel (Lithuania), member of the Board
- LMT SIA (Latvia), member of the Supervisory Council
- Telia Eesti AS (Estonia), member of the Supervisory Council
- Lattelecom SIA (Latvia), member of the Supervisory Council

Has no direct interest in the share capital of TEO LT, AB