

Four hours, no materials.

Please answer the following five questions in English (or Swedish).

- 1 Flash Gordon Ltd, a Finnish company with its registered seat and operations in Vaasa, Finland, buys components from Siemens AG, a German company with its place of business in Munich. The parties have regulated the specifications of the components. What rights does Flash Gordon Ltd have in the event that the components do not conform to the contract? The parties forgot to regulate this issue in the contract.
- 2 Flash Gordon Ltd builds innovative and transportable container-sized power generators in Vaasa. A normal power generator unit would cost about € 2 million. The power generators are basically standardized but may be – and usually are – customized according to each customer's needs. Flash Gordon Ltd is in the process of negotiating a deal with three potential buyers. Please choose the payment term and the delivery term according to what makes commercial and legal sense. The buyers are as follows: a) Helsingin Energia (the energy business of the City of Helsinki), b) Piraeus Port Authority S.A. (a Greece-based company engaged in the management and operation of Piraeus port, the largest passenger port in Europe), and c) Sheremetyevo International Airport (one of the three major airports serving Moscow).
- 3 In order to test the functioning of its innovative power generators in rough maritime and arctic conditions, Flash Gordon Ltd wants to invest in a fast passenger ferry that will traffic between Vasa, Finland, and Umeå, Sweden. Flash Gordon wants to order the ferry from STX Finland in Åbo (Turku). How are the parties most likely to agree on delivery and payments?
- 4 Flash Gordon Ltd also manufactures a range of consumer products that it sells under its Litenin brand. Flash Gordon Ltd wants to operate a system of sole distributors in the Nordic countries. In order to maximise profits, it wants to: a) appoint just one sole distributor for each country, b) prohibit cross-border sales to customers, c) set a resale price for each country, and d) prohibit sole distributors from manufacturing or selling competing products during the term of the contract. Are such clauses legal? Why or why not?
- 5 Flash Gordon Ltd has a very successful long-term commercial agent for its Litenin products in Norway. In order to appoint a sole distributor, it needs to get rid of the commercial agent. The agreement contains terms that firms customarily use in commercial agency contracts. What should Flash Gordon do?

Good luck! You may take the questions with you, if you like.