



Duane Morris & Selvam's Telecommunications, Media and Technology Practice Group (TMT) comprises a team of dedicated tech-savvy lawyers who act on international matters throughout South and Southeast Asia. Armed with vast industry-specific practical knowledge, our TMT lawyers are well equipped to address the intricacies involved in navigating the challenging IT-communications-media landscape in an integrated, strategic and efficient manner. Our lawyers are experienced in complementary legal disciplines, which include:

- ▶ Corporate organisation, funding and financial transactions
- ▶ Privacy and data protection
- ▶ Distribution, licensing and strategic alliances
- ▶ Litigation (including intellectual property)
- ▶ International trade
- ▶ Administrative/regulatory advice
- ▶ Employment

Our burgeoning TMT practice has advised numerous financial technology (fintech) and telecommunication companies positioned throughout the technological spectrum, including advanced technological device companies, software companies, financial technology start-ups and pharmaceutical companies.

### RECENT REPRESENTATIVE MATTERS

- ▶ Advising Dentsu Inc., a Japanese advertising and public relations company, on the licensing of the media rights for the 2018 and 2022 Winter Games and 2020 and 2024 Summer Games for 22 countries.
- ▶ Advised UK-listed cleantech start-up, Intelligent Energy Holdings plc on the GBP 1.2 billion structuring and financing of their hydrogen fuel cell technology for mobile phone masts project with GTL in India.
- ▶ Represented edotco Myanmar Tower Limited (formerly Digicel Asian Holdings Pte Limited and Digicel Myanmar Tower Limited) on agreements with Ooredoo Myanmar Limited and Telenor Myanmar Limited to build and lease telecommunications for network rollout in Myanmar.
- ▶ Represented Splash Mobile Money Limited on software licensing and development agreements for mobile money transfer and payment services in Sierra Leone, West Africa.
- ▶ Acted for SpeedCast International Limited on its acquisition, via auction, of ST Teleport, a leading Singapore-based satellite services communications provider. This was the first teleport asset sale in Singapore.
- ▶ Advised two fintech start-ups on regulatory issues regarding their proposed business activities in Singapore and assisted them in building the legal infrastructure for their operations.
- ▶ Advised a Singaporean telecommunications group of companies on a series of transactions involving the raising of financing from investors, the acquisition of a stake in aSpecial Media, a local IT company, the acquisition of the Pfingo calling system, a joint venture development of a cloud-based solution and the restructuring of some of its existing companies.
- ▶ Advised on the sale of Ncell (the market-leading Nepalese telecommunications operator) by TeliaSonera to Axiata, at an enterprise value of US\$1.37 billion.

### FIRM ACCOLADES



- ▶ Advising Vigilant Assets on their licence for Myanmar telco infrastructure related licences, which includes advising on a bid to Myanmar Post and Telecommunication for the building of a fibre optic network and on telecommunications gateway licensing.
- ▶ Represented PT Profesional Telekomunikasi Indonesia, an Indonesian tower company, on the proposed acquisition of the issued and outstanding shares of Indonesian tower companies PT Komet Infra Nusantara and PT Solusi Tunas Pratama Tbk.
- ▶ Represented a Hong Kong telecommunications company in its business cooperation contract with Hanoi Telecom in the nationwide migration of Hanoi Telecom's network from CDMA to GSM/EDGE technology. This included negotiating two of the largest telecommunication contracts in Vietnam to date, which amounted to US\$700 million in the modernization of Hanoi Telecom's nationwide mobile network.
- ▶ Advised Duff & Phelps, the financial advisor to the Special Committee of AirMedia's board of directors, concerning the US\$275 million definitive agreement and plan of merger in which AirMedia Holdings Ltd., and its wholly owned subsidiary AirMedia Merger Company Limited, acquired AirMedia Group Inc., a leading operator of out-of-home advertising platforms in China.
- ▶ Represented PT XL Axiata Tbk, as purchaser, and Axiata Group Berhad, as controlling shareholder, on the US\$865 million acquisition of PT Axis Telekom Indonesia from Saudi Telecom Company.
- ▶ Represented Telenor AS on the US\$207 million acquisition of a strategic interest in Malaysian telecommunications operator DiGi. and the US\$713 million acquisition of a strategic interest in Thai telecommunications operator DTAC and its parent United Communications Industry PLC.
- ▶ Advised Telekom Malaysia Berhad in its dispute with the Government of Ghana in relation to a multi-million US\$ telecom investment.

## OFFICE LOCATIONS



Duane Morris & Selvam's Asian offices in Singapore, Hanoi, Ho Chi Minh City, Shanghai and Yangon are backed by a global infrastructure of offices across the United States and the United Kingdom.

## KEY CONTACTS



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Krishna Ramachandra is Head of the TMT, Corporate Finance and Investment Practice Groups. His practice covers M&A and capital markets, investment funds and private equity. His robust client base includes high net worth individuals who own private companies investing across Asia, Europe and the U.S. Mr. Ramachandra also has significant experience in Myanmar on corporate law matters including TMT.



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Ramiro Rodriguez is an international commercial lawyer who practices in the area of corporate and banking law, private equity and arbitration. He has extensive experience advising financial start-ups, crowdfunding platforms and mature companies dealing with innovative financial and technological products, private equity funds, entities in the marine and offshore oil and gas sectors, financial entities and multinationals in the retail sector on regulatory compliance matters in Singapore and all the contractual arrangements required by these entities to operate.



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Gerard Hekker represents corporate entities and financial sponsors on cross-border mergers and acquisitions involving public and private companies in Asia, the U.S. and Europe. He represents issuers and underwriters on global equity and debt capital markets issuance, liability management (exchange offers, tender offers and consent solicitations) and restructuring transactions. Mr. Hekker's industry experience includes telecommunications, media and technology (TMT), e-commerce, financial services, consumer and manufacturing, energy and natural resources, and downstream petroleum and petrochemicals throughout the ASEAN region.

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Duane Morris & Selvam LLP is the joint law venture consisting of international law firm Duane Morris LLP and Singapore-based Selvam LLC, with headquarters in Singapore. Supported by a network of more than 800 attorneys in multiple offices around the world, it offers innovative solutions to the legal and business challenges presented by today's evolving global markets.