

## Telecommunications, Media and Technology

We have a particularly extensive TMT track record in our markets, advising on the full range of telecom investments and transactions. Our firm has a role in many of the region's high-profile telecom deals and is recognized as a tier-one practice in this field. Our advice is trusted by governments, multinational operators and vendors, and international financial institutions.

We provide the ultimate ground connectivity in the heavily regulated TMT sphere. From market entry to licensing and acquisitions, our team is widely known to successfully navigate government administrations in challenging environments.

Our job is to get to the point. Talk is cheap. Strengthened by years of experience on the ground assisting clients and working with regulatory bodies, we prove it with results. And we don't give up until we get the result we want.



Cambodia  
Indonesia  
Laos  
Myanmar  
Vietnam

**"We gain trust with our partners and customers when using VDB Loi for advice. They are very efficient, knowledgeable and are well informed especially on telecom." – Asialaw**

## TRANSACTIONS

- ▶ Conversion of a state-owned former monopolist operator in Myanmar into a commercial company
- ▶ First-ever merger between two telecom operators in Cambodia
- ▶ US\$50 million acquisition of a group of telecom network assets in Vietnam by a foreign-listed entity
- ▶ Joint venture between a Japanese trading house and a leading Myanmar ISP
- ▶ First-ever spin-off by an operator of its telecom towers into a new affiliate in Cambodia
- ▶ Purchase of a US\$52 million stake in a telecom network company in Cambodia and Myanmar
- ▶ Acquisition of a Cambodian ISP and cable TV provider, acting for the purchaser
- ▶ Purchase of fiber optic cores by a mobile network operator in Myanmar



## MARKET ENTRY AND LICENSING

- ▶ Multibillion dollar greenfield market entry by Qatar Telecom in Myanmar
- ▶ Advised 5 out of 12 bidders in the 2012 telecom tender in Myanmar
- ▶ Advising 5 out of 7 tower companies in Myanmar
- ▶ Advised on the deployment and financing of a submarine fiber optic cable in the Andaman sea
- ▶ Assistance with the concession for a nationwide fiber optic cable network in Laos
- ▶ Deployment and licensing of a closed circuit FOC network in Indonesia
- ▶ Assisted the top 3 world leaders in communications technology with their investment licensing in Myanmar
- ▶ Obtained over a dozen telecom licenses of various categories in Myanmar
- ▶ Market entry of an internet gaming company in Cambodia

## DATA CENTERS

- ▶ Assisting in the development of a data center in Thilawa, Myanmar
- ▶ Regulatory compliance for construction of a data center in Yangon, Myanmar

## SATELLITES

- ▶ Advising an international satellite operator on leasing satellite capacities to Myanmar customers
- ▶ Development and licensing of a satellite ground station in Myanmar

**“VDB Loi is one of the country’s top law firms. The partners know more about the legal environment in Myanmar than anyone else does. They are experts at guiding new investors into a very difficult country.” – IFLR1000**

## FINANCING

- ▶ US\$300 million financing of telecom network infrastructure, the largest-ever transaction by international financial institutions in Myanmar, acting for the lenders
- ▶ Providing specialized advice to a towerco in Myanmar on its US\$250 million financing from a US development lender
- ▶ Acting for a group of development financial institutions on the nearly US\$200 million financing of a towerco in Myanmar
- ▶ First-ever non-recourse financing involving Myanmar, US\$87 million financing of a Myanmar tower company, acting for the borrower
- ▶ US\$50 million financing of a fiber optic cable project in Cambodia and Myanmar, acting for the lenders
- ▶ Financing of a US\$40 million submarine fiber optic cable project, advising the borrowers
- ▶ US\$40.2 million financing by a consortium of commercial banks for the construction of 3,000 telecom towers, acting for the borrowers

## REGULATORY

- ▶ Assisted with procuring licenses and permits for a nationwide network of telecom infrastructure
- ▶ Acting for a telecom operator in a dispute with a telecom regulatory body in Cambodia
- ▶ Advised a group of development financial institutions on regulatory compliance for a nationwide network of telecom infrastructure in Myanmar
- ▶ Assisted in connection with tax structuring and compliance for a telecom vendor in Indonesia

## MEDIA

- ▶ Advising a global, US-based social media giant on its compliance in Vietnam
- ▶ Market entry and joint venture in Myanmar of a global leader in cinemas and the distribution of motion pictures
- ▶ Acting for the majority shareholder in a print media partnership dispute in Myanmar
- ▶ Assisted in connection with the acquisition of a media services company with a presence in Cambodia, Laos and Vietnam

## E-MONEY

- ▶ Acted for the purchaser on the acquisition of a mobile money service platform in Cambodia
- ▶ Advising the joint venture between a bank and a mobile network operator on its e-money business in Myanmar
- ▶ Assisting an independent e-money issuer to secure its licenses in Myanmar



## CONTACTS TELECOMMUNICATIONS, MEDIA AND TECHNOLOGY



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