VDB | Loi

Get to the point.

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

"Edwin is very responsive to our requirements and has deep knowledge of the subject matter. We are very confident in his advice."
- IFLR 1000

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
- Sale of a Myanmar tower company to the parent of another major real estate player
- 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
- Assisted a multinational group in a JV with local cinema operators, negotiating with the Ministry of Information and advising on the company's tax structure

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
- Market research and analysis regarding ICT development plan and projects of the Myanmar government for a major Japanese manufacturer
- Assisted a Korean engineering group with their market entry in Myanmar, focusing on providing construction services to the telecommunications industry
- Conducted a multi-jurisdicational market entry report for a major Chinese telecommunications company

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

"...'vast knowledge of the local culture and legal framework, and policies of the country."
- Legal 500

"VDB really know the minutiae, but also the way that things really work in practice..."
- Chambers and Partners

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
- Advised an international content producer on video censorship in Myanmar

"VDB Loi is widely considered as a powerhouse in Myanmar's legal market..."
- Asia Law

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
- Advised a local startup company in regards to online content licensing in Myanmar

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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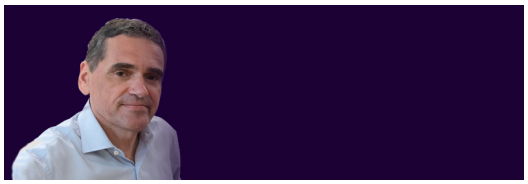

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