



Our TMT team is comprised of subject matters experts who have proven themselves to be skilled in helping businesses to innovatively navigate legal, regulatory and transactional issues in the areas of telecommunications, media and technology. We offer specialized and tailored legal, regulatory and transactional solutions based on our experience and support our clients to thrive, and meet their strategic business objectives.

## Transaction Experience

- Members of our TMT team negotiated and advised on the legal documentation for a \$1.2 billion medium term loan facility to a major telecommunications company for its network expansion.
- Our team regularly negotiates and provides legal documentation in respect of the provision of telecommunications services to under-served communities in Nigeria.
- Members of our TMT group have led the negotiations and documentation of over USD\$500m worth of telecommunications network expansion and maintenance contracts.
- Members of our TMT group negotiated and documented a USD\$214m Chinese Buyers Credit facility with China Development Bank Corporation and Industrial and Commercial Bank of China Limited to support the purchase and importation of telecommunications equipment from Huawei Technologies.

Negotiations and documentation of agreements for the purchase of duct and fibre infrastructure from a telecommunications network operator.

- Members of our TMT team negotiated an Information Technology Outsourcing Agreement valued at over USD\$150m.
- Our TMT group provided legal advisory support for the acquisition/lease of spectrum from two telecommunication operators.
- Members of the TMT formed part of a group of diverse professionals that negotiated a Tower Sale and Lease Back Project valued at over \$500m.
- Our team supported a major GSM company in negotiating and documenting contracts for the deployment and maintenance of fiber optic cables of over 2,000 kilometers valued at over USD\$100m across the Federal Republic of Nigeria.
- Members of our TMT group provided contract drafting services and negotiation support for Telecommunications Managed Services Agreements valued at over USD\$200m.

- Member of our TMT group supported a national telecommunications network operator in the documentation of a five (5) year Online Charging System agreement valued at over USD\$100m.
- The TMT group negotiated and provided legal documentation for a Fiber Cable sharing arrangement with telecommunications operators.
- The TMT team assisted with the drafting of templates for franchise stores and third party retail outlet agreements for telecommunications companies.
- Our TMT group led the conduct of legal due diligence on a proposed submarine cable system collaboration.
- Members of our TMT group assisted with the development of a comprehensive Contract Manual for the Legal Services Division of a major telecommunications network operator.
- Our TMT group was involved in the development of contract templates for different service offerings and strategic partnerships for a telecommunications operator – Lease Line solutions, Capacity Swap, Wholesale Resellers, Passive/Active collocation, Rack Space Hosting agreement, Inteconnect Agreements, value added services, sponsorships.
- Members of our team were involved in the drafting and negotiation of a revenue share agreement for the procurement of a Caller Ring Back Tune Platform with an equipment manufacturer on behalf of a GSM company.
- Member of our team provided legal support in the negotiations for the issuance of a WiMax licence to MTN Irancell, a telecommunications operator in Tehran, Islamic Republic of Iran.
- Member of our TMT group provided legal advisory services and drafting of agreements for the deployment of a Metro Fibre Transmission infrastructure in Tehran, Islamic Republic of Iran and equipment supply and maintenance agreements for the Metro Fibre.



**Key Contact**

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