



GRATA
INTERNATIONAL
KAZAKHSTAN

TECHNOLOGY, MEDIA &
TELECOMMUNICATIONS

Technology, Media & Telecommunications in Kazakhstan

Technologies, media and telecommunications are the fastest growing market in today's world. With the rapid development of this market, the main success factor is the ability to quickly adapt to changes.

For many years, GRATA International's Technology, Media and Telecommunications team has been providing legal support to clients operating in this complex and rapidly changing market. Our ability to adapt to the market requirements allows us to accumulate unique practical experience in implementing projects the area of new technologies, media and telecommunications.

Our clients trust us, because we can find practical solutions and always try to be as effective as possible. Another strong point of our team is the presence in almost twenty countries, which enables us to successfully implement complex transborder projects.

Our clients include large Kazakhstani and international technology companies, Internet companies, media, search engines, service aggregators and marketplaces, hardware and software manufacturers, telecommunications companies, mobile and fixed line operators, cable TV operators, and many others.

We advise in the area of legal regulation and structuring of activities, marketing and advertising, taxation, including international taxation, protection of intellectual property, administrative regulation of business and relations with state authorities, personal data protection, and also effectively represent our clients in commercial disputes.

The high quality of GRATA International services and recognition by our clients is supported by the ratings of such respectable international publications, such as as The Legal 500 and Asialaw Profiles.

"GRATA'S IP AND TMT TEAM WAS ACCLAIMED FOR OF FOR ITS VAST EXPERIENCE IN IP AND TMT MATTERS, SUCH AS TRADEMARKS, PATENTS, THE COMMERCIALISATION OF IP, CUSTOMS ISSUES, THE PROTECTION OF IP RIGHTS AND IP DUE DILIGENCE'."

Legal 500 EMEA, Tier 2

WHAT WE OFFER



Legal structuring of projects in the area of TMT industry

Advising on legal regulation of business in TMT industry

Assistance in licensing and business authorisations

Development of all types of commercial contracts

Advising on protection of intellectual property and personal data regulations

Advising on competition, tax, corporate, labour and other law aspects related to activities in the TMT industry

Legal assistance in mergers and acquisitions transactions

Representation of TMT companies in courts and state authorities, and other services



"LEADING LAW FIRM IN EASTERN EUROPE
AND CENTRAL ASIA'."

Chambers and Partners

TELECOMMUNICATION

- Advising China Telecom on establishing their legal presence in Kazakhstan, including licencing, corporate structuring and asset acquisition.
- Advising Huawei in relation to its operations in Kazakhstan, including drafting commercial agreements, advice on applicability of Kazakhstan's legislation to commercial contracts, taxation and commercial law, and representation of the company in courts of the Republic of Kazakhstan.
- Advising ZTE in relation to its operations in Kazakhstan, including commercial and tax law.
- Advising a telecommunication company, implementing a project in the territory of Kazakhstan on matters related to the legal status of optical cables in accordance with Kazakhstan law.
- Advising one of the leading producers of mobile phones on antitrust and customer protection issues in Kazakhstan, Kyrgyzstan and Azerbaijan.
- Advising a shareholder of one of the largest mobile operators in Kazakhstan in relation to a potential dispute connected with a sale of a stake in the operator.
- Advising the largest telecommunication company in Kazakhstan on public listing of shares, including legal due diligence.
- Due diligence of a local mobile phone operator as a part of an M&A transaction with a focus on the permits of state agencies of Kazakhstan.
- Advising a leading world provider of new generation telecommunication networks on corporate restructuring.
- Advising a leading global provider of telecommunication equipment on enforcement of arbitration awards in the territory of Kazakhstan.
- Advising a major supplier of telecommunication equipment on risks, related to contracts with offshore companies.
- Advising an international supplier of telecommunication equipment and mobile phones on enforcement procedures, related to resolving international trade disputes in Kazakhstan.
- Advising a major international telecommunication company on customs law and legal support for customs audit.

TECHNOLOGY, MEDIA



- Advising Uber in connection with launch of service in Kazakhstan, including licensing, tax and other issues, drafting commercial agreements, participation in negotiations with state authorities;
- Providing legal support in acquisition of Foodpanda online service by Chocofamily internet-holding, including drafting transaction documents, verification of corporate authority, and other corporate and finance law advice;
- Advising Get Contact on relaunch of its service in Kazakhstan, including negotiations with state authorities, structuring service's operation and consultations on various aspects of Kazakhstan's legislation;
- Advising a major Russian information services company on launch of its several services on the territory of Kazakhstan, Uzbekistan and Azerbaijan, including negotiations with state authorities, legal structuring, drafting documentation for services' launch, consultations on various aspects of Kazakhstan's legislation, representation in courts and other legal assistance;
- Advising a Russian bank on financing a purchase of a television company in Kazakhstan, including transaction structuring, drafting main documentation for transaction, due diligence of a target company and consultations on various aspects of Kazakhstan's legislation;
- Advising one of Kazakhstan's leading e-commerce companies in connection with corporate structuring of their business and prospective acquisition of shares by local and foreign investors;
- Advising a world leading manufacturer of software products on protection of intellectual property rights, and successfully representing the client in local courts;
- Advising an international TV-channel network in connection with structuring their business in Kazakhstan and Russia, protection of intellectual property rights, labour and taxation issues;
- Advising an international company, headquartered in Singapore, on launch of a bitcoin mining centre in Kazakhstan. Scope of work included negotiations with electricity suppliers and state authorities, business structuring and consultations on various aspects of Kazakhstan's legislation.

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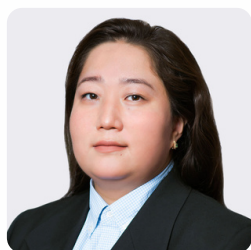
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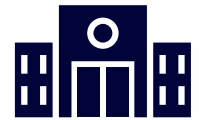
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About GRATA International

GRATA International is a dynamically developing international law firm which provides services for projects in the countries of the former Soviet Union and Eastern Europe: full coverage of the entire region with network of offices, highly qualified team of professionals suited for cross-border projects. Firm's reputation and expertise are confirmed by testimonials from transnational clients and leading international ratings.

A wide network of office operating under one system and platform delivers great convenience for our clients. Any office can act as a "one-stop-shop" for its clients and provide them with access to services in other cities and countries. If necessary, inter-office teams with relevant experience are assembled to provide solutions to complex tasks. Service quality is assured by a clear system of organisation of this process.

GRATA International is present in the following jurisdictions: Azerbaijan (Baku), Belarus (Minsk), Georgia (Tbilisi), Kazakhstan (Aktau, Almaty, Atyrau, Nur-Sultan, and other cities), Kyrgyz Republic (Bishkek), Moldova (Chisinau), Mongolia (Ulaanbaatar), Russia (Moscow, St. Petersburg, Rostov-on-Don, Samara), Tajikistan (Dushanbe), Turkey (Istanbul), Ukraine (Kyiv) and Uzbekistan (Tashkent).

In addition to its offices, GRATA International has representatives in China (Beijing, Hong Kong), Germany (Frankfurt), the Malaysia (Kuala Lumpur) Russia (Kazan), Switzerland (Zurich), Turkmenistan (Ashgabat), UAE (Dubai), the UK (London), USA (New York).

GRATA International is regularly acclaimed by leading international rankings: Chambers Global, Chambers Asia-Pacific, Legal 500, IFLR1000, WWL, Asialaw Profiles, and is featured in Deals of the Year Awards by China Business Law Journal.

Key Industry Sectors:

- Banking & Finance
- Construction & Infrastructure
- Industry & Trade
- Mining
- Oil & Gas
- Pharmaceuticals & Healthcare
- Technology, Media & Telecommunications
- Transport



250+
professionals



20
countries of presence



6000+
clients



11000+
projects

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Global Presence



Integrated Offices

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Tbilisi

Kazakhstan
Aktau
Almaty
Atyrau
Nur-Sultan, etc.

Kyrgyzstan
Bishkek

Moldova
Chisinau

Mongolia
Ulaanbaatar

Russia
Moscow
Rostov-on-Don
St. Petersburg

Tajikistan
Dushanbe

Ukraine
Kyiv

Uzbekistan
Tashkent

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Malaysia
Kuala Lumpur

Switzerland
Zurich

Turkmenistan
Ashgabat

UAE
Dubai

UK
London

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New York