



**GRATA**  
INTERNATIONAL

TECHNOLOGY, MEDIA &  
TELECOMMUNICATIONS

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 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.





**Obtaining licenses and permits**

**Development of all types of commercial contracts**

**Legal structuring of projects in the area of technologies, media and communications**

**Advising on legislative regulation of activities and administrative regulation of business**

**Support of projects on acquisition of companies, mergers and acquisitions**

**Representation of clients in courts and other services**

**Advising on protection of intellectual property and personal data, including the cross-border transfer thereof**

**Advising on tax, corporate, labour and other law aspects related to activities in the area of technology, media and communications**



## EXPERIENCE

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- Due diligence of a major mobile phone operator of Azerbaijan prior to the acquisition of a facility;
- Advised Caspian SAT Company on matters of obtaining a licence;
- Provided legal support to a leading world company that developed the electronic platform for drivers and passengers in corporate, tax, and financial legal matters;
- Advised a French Telecommunication Company on various commercial, corporate and regulatory matters (including reorganization through merger) and immigration law in Azerbaijan;
- Advising one of the leading global manufacturers of networking and telecommunications equipment. Drafting of the legal opinion on implementation of the contract for providing engineering services, drafting of the guarantee agreement, performance of due diligence of labor relations and development of the plan for minimizing risks of violation of the law in this sphere;
- Advising the Minsk office of a German company on the issues of cooperation with the Belarusian office for development of software products and issues of transfer of its rights to the developed software;
- Providing legal support to a Belarusian IT startup, which specializes in solutions for contact centers, HR departments and industrial safety departments, on the issues of attracting investments. Advising on drafting of the cooperation agreement and the shareholders agreement. Legal support of the company on the issues of preliminary due diligence in the field of intellectual property, drafting the agreement on transfer of ownership rights;
- Comprehensive legal support in the protection of the trademark and trade name in Belarus in connection with the dishonest actions of a Belarusian manufacturer of similar equipment. The dispute was resolved through an amicable agreement before the decision of the Board of Appeals and parties signed an agreement on the assignment of rights on TM;
- Providing services to Mediapro Georgia Ltd on implementation of the Mobile Number Portability Project in Georgia;
- Representing one of the local telecommunications companies in a tax dispute;
- Due diligence of a Georgian mobile phone operator as a part of an M&A transaction;
- Advising one of the largest media companies on local regulations applicable to SVOD services;
- 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 Uber in connection with launch of service in Kazakhstan, including licensing, tax and other issues, drafting commercial agreements, participation in negotiations with state authorities;



## EXPERIENCE

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- 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 a major Russian information services company on the 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;
- Representing the interests of one of the leading mobile operators in Kyrgyzstan (in the courts of Kyrgyzstan) in a dispute over sale and purchase 100% of the shares of a telecommunications company (in the course of a special administration procedure);
- Advising a US multinational financial services corporation on the issues of business conduct and legal assessment of possible impacts of introduction of amendments to Payment Systems Law in the Kyrgyzstan;
- Advising BPC AG (Switzerland) and its affiliates on realisation of the second ever PPP project in the Kyrgyz Republic "Electronic ticketing in public transport in Bishkek city";
- Advising China Telecom on construction of a nation-wide fiber network in Kyrgyzstan;
- Advising and represented Huawei Technologies Co., Ltd. as a creditor in bankruptcy procedure of the mobile operator Fonex (AkTel LLC), participated in court proceedings, creditors' meetings, and advised the client on restructuring AkTel LLC, observed tenders and supported the client during the procedure of a special administration;
- Representing an electronic telecommunications, retail and insurance company in implementation of GDPR principles in a new personal data protection law;
- Assisting a British telecommunications company with SPA transaction for transfer of the shares from a large TV-holding from Moldova;
- Conducting a full-scale legal audit of a telecom operator and manufacturer of telecommunications equipment. Focus areas: corporate structure, real estate, litigation, licenses and permits, labor issues, antitrust compliance, customs compliance, intellectual property issues;
- Advising a group of companies located in Israel, the USA and the UK on tax obligations and a permanent establishment under a design, procurement and construction contract (EPC contract) in the field of telecommunications on the territory of the Republic of Uzbekistan (project worth \$ 40 million);
- Advising a European telecommunications company on licensing issues in the field of telecommunications, in particular the design, construction and operation of data transmission networks;
- Advising a leading Chinese telecommunications company on the use of cryptographic information security by data network operators;



## EXPERIENCE

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- Carrying out an extensive due diligence of TCell, a major mobile operator in Tajikistan;
- Advising an American multinational corporation that designs, manufactures, and sells airplanes, rockets, satellites on the issue of obtaining a permit from the Communications Service of Tajikistan to use Broadband Frequencies;
- Advising an American multinational technology company that specializes in consumer electronics, and preparing survey covering the following areas: general broadcasting laws and regulations; content standards; advertising, marketing and commercial references; rules relating to children's television; UX Requirements (including television accessibility and local languages requirements); music rights; technical requirements; intellectual property rights; defamation; rights of publicity and privacy; subscriptions and billing; competition law; and privacy;
- Advising an American commercial broadcast television and radio network and its affiliate, in connection with local legal requirements, limitations, constraints to make certain of its video content available on a subscription on-demand basis via certain third-party platforms delivered over the internet;
- Advising one of the leaders in global payments on local privacy restrictions that may prohibit from gathering personal information and transferring it.

## KEY CONTACTS



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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), Armenia (Yerevan), 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), Uzbekistan (Tashkent), Ukraine (Kyiv).

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

**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



**21**  
countries of presence

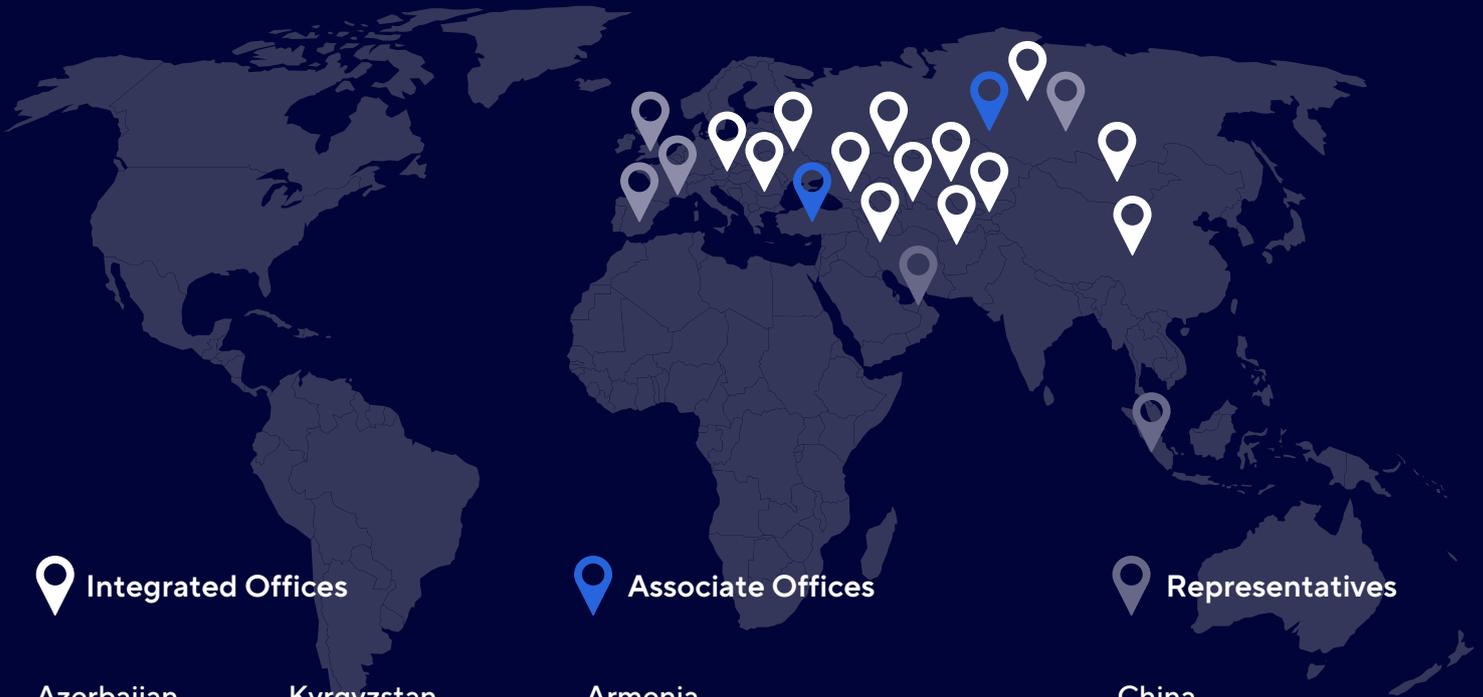


**6000+**  
clients



**11000+**  
projects

## Global Presence



### Integrated Offices

**Azerbaijan**  
Baku

**Belarus**  
Minsk

**Georgia**  
Tbilisi

**Kazakhstan**  
Aktau  
Almaty  
Atyrau  
Nur-Sultan, etc.

**Kyrgyzstan**  
Bishkek

**Moldova**  
Chisinau

**Mongolia**  
Ulaanbaatar

**Russia**  
Moscow  
Rostov-on-Don  
St. Petersburg

**Tajikistan**  
Dushanbe

**Turkmenistan**  
Ashgabat

**Uzbekistan**  
Tashkent

**Ukraine**  
Kyiv

### Associate Offices

**Armenia**  
Yerevan

**Russia**  
Samara

**Turkey**  
Istanbul

### Representatives

**China**  
Hong Kong  
Beijing

**Germany**  
Frankfurt

**Malaysia**  
Kuala Lumpur

**Switzerland**  
Zurich

**UAE**  
Dubai

**UK**  
London

**USA**  
New York