

Telecoms experience in the Middle East and Africa



Ranked in the top tier for TMT

Legal 500 UAE 2008, 2009, 2010
and 2011

“Very professional and well-organised”

Chambers Global 2011

Our team

Our dedicated telecommunications team provide a comprehensive, international service to clients involved in all aspects of the telecoms industry. We have an in-depth understanding of the telecommunications sector and of the global marketplace in which it operates. This enables us to provide practical and commercial advice.

We act for the full range of telecoms companies including cable, mobile and satellite companies and service providers, both domestic and international. We also advise a number of telecommunications infrastructure and equipment companies.

In addition, we act for those who support the telecoms companies such as banks, enterprise customers, venture and private equity capitalists, industry bodies, regulators and governments.

We have widespread experience in the Middle East and in Africa where we have advised a vast array of local companies as well as international companies looking to broaden their activities in these markets.

Some examples of our lawyers’ regional experience includes:

Qatar Telecom (Qtel)

- advising on the end of its monopoly in Qatar, the introduction of competition into the Qatari telecommunications market, assisting with its input into regulatory consultation processes and negotiating the terms of its fixed and mobile telecommunications licences
- advising on its US\$5 billion medium term note programme
- advising on its successful bid for a mobile phone licence in Oman, including regulatory, joint venture incorporation and US\$170 million loan
- advising on multiparty network infrastructure agreements relating to flagship developments such as The Pearl, Qatar Energy City, New Doha International Airport and many others

Emirates Integrated Telecommunications Company (du)

- advising on equipment purchasing and procurement contracts with Nokia and Siemens for the design, construction and operation of the mobile network
- advising on its licence negotiations with the Telecommunication Regulatory Authority (TRA) in the UAE
- advising on its investment in the US\$700m Europe-India Gateway fibre-optic submarine cable system
- advising on its US\$268 million vendor finance facility with Nordea Bank

“an impressive
[TMT] team”

Legal 500 UAE 2011

Alexander Shepherd
is a “telecoms sector
specialist” and
“fantastic lawyer”

Legal 500 UAE 2010

Celtel International

- advising in relation regulatory matters in 13 African jurisdictions for its proposed IPO
- in the context of its acquisition of Vee-Mobile in Nigeria
- advising in relation to regulatory disputes in Kenya, Malawi, Zambia and Tanzania

A Worldwide carrier

- advising in relation to its bid for the second Saudi Arabian fixed telecommunications licence

A telecoms services provider

- managed services outsourcing for the Zain group and each of the following subsidiaries: Democratic Republic of Congo (DRC), Zambia, Niger, Sierra Leone, Burkina Faso, Congo Brazzaville (Congo B), Gabon, Malawi and Chad
- advising on services outsourcing and related operational risk management matters in Uganda, Namibia, Mozambique and Ghana

Liquid Telecommunications Operations Limited

- advising in relation to telecommunications fibre procurement agreements in Central Africa (including Zimbabwe and South Africa)

MTN Group

- advising on a range of acquisitions, corporate and regulatory issues across Africa and the Middle East

Integrated Telecom Company

- advising the PCCW joint venture in Saudi Arabia on a range of commercial and regulatory matters including drafting of civil works, cable works and WiMAX related standard agreements

Thuraya Telecommunication Company

- advising on trade and import restrictions into Algeria and review of handset supply chain into subsidiaries and services providers in North Africa

Key contacts

Key contact biographies can be viewed at simmons-simmons.com

Alexander Shepherd
is “a TMT expert who
is a class act and a
quality lawyer.”

Chambers Global 2011

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