

Telecom, Media and Technology Experience in Greater China

Our telecom, media and technology practice in the U.S., China and Europe enables K&L Gates to deliver services to our clients quickly and efficiently no matter where they do business. In our three offices located in Greater China – Hong Kong, Beijing and Taipei – we have more than 30 attorneys who handle telecom and media matters for major industry leaders, both locally and foreign-based.

K&L Gates has helped many companies with significant investments, acquisitions and organic growth in the telecom space in Greater China. We have successfully steered clients through the complex sets of laws and regulations governing areas such as: obtaining regulatory approvals, currency control, repatriation of capital, structuring business transactions, finance, antitrust advice, securities, tax, employment, intellectual property, litigation, and foreign investments in sensitive sectors.

We maintain an extensive satellite practice in Greater China, representing mainland China and regional satellite companies on launch service matters, satellite financing transactions, satellite purchase contracts, satellite capacity negotiations, and insurance matters. We have also worked with a Chinese-based VSAT consortium on the negotiation of ground station equipment purchases, and various strategic joint venture alliances.

K&L Gates has extensive representations on the content and programming side in Greater China as well. We have represented a regional satellite news network based in Hong Kong, from its inception through the successful merger of the business. Other representative matters include:

- Corporate and securities matters, joint ventures, and issues related to licensing and broadcast rights into China for a sports programmer
- Intellectual property, licensing and regulatory matters on behalf of a satellite-based provider of online streaming content in Asia
- Fund-raising, content, operations and acquisitions advice for the leading integrated provider of financial news and information, ratings, analysis and investor-relations services in China
- Advice on telecommunication regulations in China
- Establishment of telecommunication companies in Taiwan

On the regulatory front, we represent numerous clients on licensing and regulatory compliance matters before Hong Kong's OFTA and Broadcasting Authority, including a leading undersea cable operator with licensing and compliance matters in Hong Kong. K&L Gates also serves on a select panel of consultants to OFTA qualified to provide professional advice to the government on regulatory and public consultation matters.

Our Greater China attorneys, collaborating with our lawyers in Washington, D.C., also advise Asian companies seeking to enter the U.S. telecom market, including helping

non-U.S. investors navigate the complex patchwork of laws and regulations governing foreign entry into the U.S.