



Mike Conradi

Partner

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Mike Conradi's focus is on providing commercial and regulatory advice to businesses in the telecoms sector.

Mike has a particular interest in regulatory matters, telecoms and IT outsourcing and in telecoms infrastructure projects. He is one of the firm's lead partners on non-contentious telecoms matters.

Mike is the author of a number of template agreements available through PLC (the PracticalLawCompany) and he was also the only private practice lawyer on the legal working group of SubOptic (the main submarine cable industry body worldwide) which drafted a template fibreoptic system supply agreement.

Mike has a degree in Politics, Philosophy and Economics from Oxford University, where he was awarded a scholarship. He is admitted to practice in England and in New South Wales, Australia.

EXPERIENCE

KEY EXPERIENCE

- Advising on a ground-breaking active and passive Radio Access Network sharing deal between two mobile operators in Kazakhstan as well as similar deals in several other countries
- Advising on a €500m contract concerning outsourcing of the management of a fixed and mobile telecoms network and an upgrade to LTE
- Advising on the procurement of a complete end-to-end IPTV platform for a European telecoms operator, including detailed parallel negotiations with 3 different suppliers
- Advising on the acquisition of the Globenet submarine cable system by BTG Pactual for US\$750m - the world's largest ever pure submarine cable acquisition
- Negotiating the system supply contract for the new Hibernia "Express" low-latency trans-Atlantic submarine cable system (US\$200m)

RELATED SERVICES

- Intellectual Property and Technology
- Telecom
- Data Protection, Privacy and Security
- Technology Transactions and Strategic Sourcing
- Trademark and Copyright

RELATED SECTORS

- Technology
- Media, Sport and Entertainment

- Advising Lebara on the launch of their MVNO (mobile virtual network operator) business in Saudi Arabia following their success (on which DLA also advised) in the hotly-contested competition for the first MVNO licences there. This involved travelling to Riyadh to negotiate terms with Mobily (the MNO)
- Advising one of the world's most successful MVNOs as they renegotiated their 10 year wholesale access contract and JV and distribution arrangements. This contract will be worth at least GBP£5billion (and probably more) and used the very novel "revenue share" pricing model
- Advising a middle Eastern mobile operator on a business-critical regulatory investigation into an alleged abuse of a dominant position, and also in a separate investigation alleging unlawful use of radio-communications spectrum
- Advising a business wishing to build a new Ka-band satellite network covering the pacific islands on the terms of their pre-sale contracts as well as their construction agreement
- Advising a FTSE-100 listed company on the sale of its data centre and the subsequent outsourcing of its data centre operations to a large telecoms operator

CREDENTIALS

Professional Qualifications

- Solicitor of the Senior Courts of England and Wales

Recognitions

Mike is ranked as a leading telecoms lawyer by various legal guides, with *Chambers* having described his "ability to grasp complex technical points quickly", as well as commending his "skill in navigating through the constraints of a tough regulatory environment". The guides have also said that he is "bright, has strong market knowledge and is an effective negotiator".

Education

- Oxford University, Politics Philosophy and Economics

INSIGHTS

Publications

Building a full fibre future: European fibre-to-the-premises (FTTP) investment trends 2021

2 December 2020

Our new study, conducted in partnership with TMT Finance, indicates that the recent rise in FTTP investment is set to continue over the next two years. The insight gathered through this report highlights key factors for the rise and appeal of FTTP to investors, as well as the potential risks they see in this industry.

Fibre broadband networks – an investor's introduction

24 April 2020

Infrastructure and institutional investors are increasingly turning their attention towards digital infrastructure assets and the global rollout of fibre broadband (in particular fibre to the home (FTTH)) is seen as an essential component of digital transformation and as providing a large-scale pool of investment opportunities.

- Editor of the DLA Piper Telecoms Laws of the World Handbook covering 30+ countries
- Editor of the Communications Law Handbook, published by Bloomsbury Professional. The Commonwealth Lawyer described this book as one 'which no serious practitioner of communications law can afford to ignore.'

Events

Mike is a frequent speaker at national and international conferences – topics over recent years have included submarine cables, managed services, MVNO regulation and UK and EU telecoms regulation.

NEWS

Over three-quarters of investors expect Fibre to the Premises (FTTP) investment to increase over next 24 months

3 December 2020

- **Nearly one quarter (23%) of investors believe pandemic has led to a higher FTTP project roll-out**
 - **Germany, the UK and Poland are the most attractive locations for future FTTP investment, with low penetration levels, high end-user demand, and government incentives**
 - **84% of respondents expect infrastructure funds to be most active in acquiring FTTP operators over the next 24 months**
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DLA Piper advises Vodacom and Safaricom on acquisition of M-PESA from Vodafone

14 April 2020

DLA Piper has advised Vodacom and Safaricom on the acquisition of the M-PESA brand, product development and support services from Vodafone through a newly-created joint venture.

DLA Piper advises NEQSOL on USD\$734 million acquisition of Vodafone Ukraine

9 December 2019

DLA Piper has advised NEQSOL on the acquisition of Vodafone Ukraine (VF Ukraine) from Russian telecommunications operator MTS Group for USD\$734 million, including a.c. USD\$84 million of earn-out payment. In addition, the firm advised NEQSOL on the raising of acquisition financing for the deal from a group of international funds and financial inst

DLA Piper to advise ITW Global Leaders' Forum on blockchain-based telecoms platform

2 July 2019

DLA Piper has been appointed to advise the ITW (International Telecoms Week) Global Leaders' Forum (GLF) on the launch of a special purpose vehicle that will develop a live, blockchain-based platform.
