



### Mike Conradi

Partner

mike.conradi@dlapiper.com

#### London

T: +44 (0)207 796 6603

F: +44 (0)207 796 6113

M: +44 (0)7968 612 574

Mike Conradi is co-chair of the international telecoms practice. He focuses on providing regulatory and commercial advice to global governments, regulators and businesses in the sector.

He is ranked as one of the leading telecoms lawyers in the world by all the various legal guides, with *Chambers and Partners* having said he is “*bright, has strong market knowledge and is an effective negotiator*” as well as commending his “*skill in navigating through the constraints of a tough regulatory environment*”.

## EXPERIENCE

- Advising The Regulatory Authority of Bermuda on all aspects of their market review of the telecoms sector, including on market definitions, *ex ante* remedies, *ex post* competition guidelines and specific issues like submarine cable landings or net neutrality rules. This required analysis of some novel situations such as whether or not over the top TV services do or do not compete with conventional pay-television.
- Advising Batelco, the incumbent operator in Bahrain, on the process through which the government planned functional separation of the company's access network from its retail business. In some cases the government's proposals seemed designed to achieve an entirely different end, not supported by local legislation.
- Advising all four of the UK mobile operators on the very high profile GBP1 billion “single rural network” project to construct more fibreoptic and wireless network infrastructure in order to improve coverage in rural areas.
- Advising the purchasers (a private equity fund) of a fast-growing full fibre local access broadband connectivity provider focused on London. The target company is building and operating new Fibre to the Premises (FTTP) infrastructure across the capital to provide affordable ultra-fast fibre connectivity to businesses and residents. Mike subsequently assisted on a c. GBP1 billion capital raise.
- Advising on a very innovative RAN (radio access network) sharing deal for new 4G networks, and for the sharing of existing 2G and 3G infrastructure, in Kazakhstan. This involved establishing entirely new methodologies, based on “virtual” prices for active and for passive network infrastructure, which were designed to align incentives of both the “host” and the “guest” in each region. The deal saved the clients at least USD200 million.

## 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 a European mobile operator on a large project to construct an LTE network and then the outsource management of the network infrastructure. The vendor was Huawei though other bidders as part of the tender included Ericsson and ZTE and the contract was valued in excess of EUR500 million.
- Advising on the competitive procurement of a US\$1bn digital business support system (DBSS) for use by a group of companies within an international telecoms group for use in more than 5 countries over a 7 year period. This involved using the DLA Piper "Key Business Terms" online tool, which is designed to maximise a customer's negotiating leverage at the time a tender is most competitive, without incurring significant time or legal costs. We completed the whole procurement in less than 4 months.
- Advising on acquisition by BTG Pactual of the Globenet South American fibreoptic cable system in Brazil (c. USD750 million) - the largest ever purely submarine cable acquisition with many interesting features (it was structured as a sale and leaseback - using a model that had never before been applied to this sector).
- Advising on the Hibernia Express low-latency trans-Atlantic fibreoptic system (USD200 million) where our work included the system supply negotiations - these had some very unique features because of the overriding need to achieve the latency target; we also advised an equity investor in the overall company.

## 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

### Memberships

- Admitted to the roll in New South Wales, Australia and in the Republic of Ireland

## 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**

---

### 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.

---

---