

Matthew Glynn

Managing Director
APAC / MENA



Credentials

Education

Harvard Executive Management

Training Program (2007)

University of Technology, Sydney

Postgraduate Certificate in Legal Practice (1997)

University of Sydney Law Extension Committee (LPAB)

Diploma in Law (1996)

University of Sydney

Bachelor of Art - History and Politics (1995)

Professional Qualifications

Solicitor of the Senior Courts of England & Wales

Solicitor of the Supreme Court of New South Wales, Australia

Prior positions

DLA Piper, Singapore

DLA Piper, Singapore

DLA Piper, Singapore

DLA Piper, Singapore

DLA Piper, UAE

DLA Piper, UAE

Linklaters, Singapore

Linklaters, Singapore

Linklaters, London/Singapore

Linklaters, London/Singapore

Recognitions

Chambers

TMT Market Leader, Singapore

Legal 500

Leading TMT lawyer and/or Tier 1 recognition (Asia Pacific and EMEA)

Whos Who Legal

World Leading Information Technology Lawyer

Whos Who of Legal

World Leading Telecom Lawyer

Asia Legal Counsel

Tier 1

In Brief

Matthew is the Managing Director of the GLS Group, a specialist platform that delivers 24/7/365 world class legal solutions that are genuinely accessible to all business globally, whether big or small. Previously, Matthew was a senior equity partner at DLA Piper where he established the pre-eminent TMT/IPT team in the Middle East & Africa. Prior to that, Matthew worked with Linklaters for 9 years, including being the Head of their Asian Telecoms Group. Matthew specialises in a wide range of corporate and commercial transactions, particularly in the technology sector. Matthew concentrates on Asian, African and Middle Eastern emerging and developing markets.

Key Strengths

- Delivering orderly and efficient transaction execution
- Conversion of complexity into simplicity
- Delivering “usable” commercial insight
- Focusing on the drivers of project success
- Commitment to doing the simple things well

Essential Bio Data

PQE:	20+
LOCATION:	APAC / MENA
EXPERTISE:	Corporate & Commercial, IP, TMT
LANGUAGES:	English
ONSITE AVAILABILITY:	Remote
IN-HOUSE EXPERIENCE:	Yes

About Me

I am a happily married family man - my wife and kids are the centre of my existence along with our dog, Rouble. I enjoy nothing better than being with my family - whether it be down by the beach, at the pool, or playing football in the park.

Bahrain: Advising on the attempted acquisition of a WiMax operator.

Bangladesh: Advising SingTel on its US\$118 million acquisition of Pacific Bangladesh Telecom Ltd., Bangladesh's third-largest mobile operator.

Congo Brazzaville: Advising an African operator on its proposed access into the telecommunications market of Congo Brazzaville by way of acquisition.

Indonesia: Advising a Malaysian mobile operator in connection with its proposed acquisition of a strategic stake in Indosat.

Korea: Advising Alcatel on various JV agreements with local Korean telecoms suppliers.

Malaysia: Advising Goldman Sachs on Celcom's acquisition of TM Cellular Sdn Berhad from Telekom Malaysia Berhad.

Nigeria: Advising on the acquisition of a Nigerian mobile operator including extension of a convertible loan agreement, issuance of new share capital and subscription to the same together with executing an operator management contract.

Nigeria: Advising an African operator on its proposed access into the Nigerian telecommunications market by both acquisition and Greenfield entry.

Pan-African: Preparing a precedent network roll-out agreement for a Pan African operator for use across its anticipated 6 operating companies.

Pan Africa: Advising on the disposal of Celtel's Pan African

assets to MTC (now Bharti).

Palestine: Advising Wataniya on its successful bid for the second mobile licence in Palestine.

Ghana: Advising on the acquisition of Kasapa Telecom.

Saudi Arabia: Advising a Malaysian mobile operator on its proposed bid for the second 2G/3G licences in Saudi.

Pan-MENA: Advising a Middle Eastern broadcasting company on the deployment of communications infrastructure throughout the Middle Eastern region.

Senegal: Advising on all aspects of the successful acquisition of a mobile licence in Senegal and successful network deployment.

Europe and Asia: Drafting and negotiating website development agreements, website hosting and maintenance agreements, website standard terms and conditions, website linking agreements, on-line downloadable software end-user agreements and web-engine integration and branding user agreements for various corporate and ISP clients.

Pan-European: Advising on the establishment of call centre operations in Austria, France and Ireland.

Indonesia: Regulatory overviews for capital markets transactions in Malaysia, Indonesia, Hong Kong, India, PRC, Macau, Sri Lanka, Thailand and Singapore.

Palestine: Advising Wataniya on the preparation of network procurement terms and conditions for the roll-out of a 3G nationwide network.

Things still to do

- Take the family to the Swiss Alps
- Write that novel
- Change the way law is practised forever