

# Telecom M&A experts debate next wave of global deals at Dubai conference

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Dubai, April 30, 2012– Leading mergers and acquisition experts from regional telecom operators, investment banks, private equity investors and global law firms are meeting in Dubai on May 2 to debate the next wave of deal opportunities.

The Telecom M&A Panel, which features leaders from Etisalat, Altimo, Goldman Sachs, Clifford Chance and UBS, forms a key panel session at the annual TMT Finance & Investment Middle East Conference, the largest regional gathering for the international telecom and finance community. The conference, which is sponsored by Saudi Telecom, features a series of influential leadership debates on investment strategy.

This year's M&A Panel is expected to be especially important as industry experts are predicting an increase in merger and acquisition over the next 12- 18 months, as telecom operators look to realign global portfolios and transform business models in the rapidly transforming communications industry.

"The Middle East and Africa are core areas for telecoms transactions this year because of new licence opportunities, consolidation and the need for operators from other parts of the world to put their cash to work," commented Joachim Fleury, Global Head of TMT, Clifford Chance, one of the world's leading law firms, who will feature on the M&A Panel. "The challenging economic conditions combined with the changing political environment means there are plenty of risks and complexities to consider."

Other participants in the M&A Panel this year are Daniel Ritz, Group Chief Strategy Officer, Etisalat; Simon Holden, Global Head of Telecoms, Goldman Sachs; Matthew Odgers, Head of Investment Banking MENA, UBS and Mustafa Kiral, President M&A, Altimo. The session, which is chaired by leading industry expert Mohamed Amersi, CEO, Emergent Telecom Ventures, will tackle questions on: What is driving M&A globally? Where will transactions have the biggest impact? And what are the financing, legal and regulatory risks?

Other key sessions at the conference will focus on: Global Telecom Leadership; Telecom CFO Strategies; Raising Finance; Digital Media; Telecom Policy; Broadband Leadership; Infrastructure Sharing and the Future of TMT. Other companies speaking include Qtel, MTN, Batelco, Barclays Capital, Standard Bank, Morgan Stanley, Google, Microsoft, Yahoo!, Nokia Siemens Networks, Citigroup, Booz & Company, Emirates Investment Authority, TRA UAE and IFC.

The TMT Finance & Investment Middle East Conference and Awards Ceremony takes place at Mina A' Salam Hotel, Dubai from May 2-3. The event is supported by STC as Main Event Sponsor, IHS, Clifford Chance, Booz & Company, Ernst & Young, SNR Denton, Fitch Ratings, Trowers & Hamlin, Tasc Towers, Capital MSL, Thomson Reuters, CNN Arabia, Zawya and TMT Finance News.

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