



LO KHAI YI

PARTNER

Khai Yi's passion for technology has helped him built an expertise in the dynamic and complex fields of intellectual property, technology, media and telecommunications. In the current landscape where digitisation and digitalisation are the trend, Khai Yi has placed himself strategically in a position where his skillsets and understanding of the evolving industries are able to be put to good use to benefit his clientele.

Having dedicated himself in the fields of IP and TMT, Khai Yi's comprehensive knowledge and experience encompass a wide spectrum of issues, including data privacy, data centre development, telecommunications and digital infrastructure, blockchain and digital assets, software commercialisation and acquisition, digital media, licensing, technology centric mergers and acquisitions, regulatory and compliance, IP prosecution and enforcement, e-money, electronic transaction, payment tokenisation, electronic vehicles, franchising and technology outsourcing.


Khai Yi serves a wide range of clientele. Owing to his legal acumen, effective communication skills and dedication to building strong client relationships, Khai Yi is trusted by not only unicorn-to-be startups, but also financial institutions, public listed corporations, multi-national technology companies, mobile network operators, as well as GLCs. Clients benefit from Khai Yi's strategic approach to legal challenges, combining a deep understanding of the law with a keen awareness of the rapidly changing technology landscape.

Due to his outspoken nature and vast experience in the technology industry, Khai Yi is no stranger to speaking engagements and providing external legal trainings. Most prominently, Khai Yi was invited to give a keynote speech during the 2023 Asia LegalTech Leaders Summit and to be a speaker for a fireside chat concerning impact of artificial intelligence to the legal industry. Khai Yi was also invited several times to address the startups that are part of the National Technology and Innovation Sandbox ecosystem.

EXPERIENCE

- Advised Tesla, Inc. in conjunction with its expansion into the Malaysian market, the scope of which includes conducting market entry due diligence and advising Tesla on compliance with the Malaysian regulatory regime concerning electric vehicle, national energy policies, EV charging stations, etc.
- Advised a fibre infrastructure operator based in Singapore on legal requirements pertaining to its proposed installation of dark fiber / submarine cables connecting data centre locations in Malaysia and Singapore.
- Represented a national technology and innovation incubator to negotiate and finalise agreements in relation to the sub-lease of Federal Land Commissioner's lands to data centre operators for the construction and operation of data centres in Malaysia.
- Represented one of the largest telecommunication tower operator with footprints across US and Australia in a planned acquisition of up to 70% of the entire issued share capital of a Network Facilities Operator in Malaysia.

CONTACT

 603-2710 3818

 ky.lo@hhq.com.my

PRACTICE AREAS

- Technology, Media & Telecommunications
- Intellectual Property
- Corporate / M&A
- Projects and Infrastructure
- Privacy and Cybersecurity

QUALIFICATIONS

- Advocate and Solicitor, High Court of Malaya (2018)
- Bachelor Of Laws (2nd upper honour degree), University of Liverpool (2015)

LANGUAGES

- English, Malay, Chinese



EXPERIENCE (CONTINUED)

- Represented one of the major telco operators in Singapore in the acquisition of 70% of the entire issued share capital of IT solutions provider in Malaysia for a total consideration of approximately RM110,000,000.
- Represented one of the major telco operators in Singapore in the planned acquisition of minority stakes in one of the licensed MVNOs in Malaysia.
- Represented one of the four licensed digital exchange operators in Malaysia with an acquisition of its shares by Binance.
- Represented a listed IT solutions provider in Malaysia with a wide range of its projects that include implementation of IT systems with governmental authorities and licensing of mainframe software to local and foreign companies.
- Represented one of the four digital exchange operators in Malaysia in relation to the finalisation of a licensing agreement in respect of white-labelled decentralised exchange platform of Binance.
- Assisted a financial regulator in Malaysia to craft a playbook for Software Licence Master Agreement.
- Represented a system integrator in Malaysia in the negotiation and finalisation of a SaaS agreement pertaining to a cloud telesales platform.
- Assisted a national technology and innovation incubator in the drafting of online terms and conditions for many of its programmes and initiatives.
- Advised a national technology and innovation incubator on data privacy in relation to its startup incubator programme.
- Assisted Mamee in the assignment of its global trademark portfolio to its new principal hub. The exercise covers more than 500 trademarks across over 50 countries.
- Represented (i) an American motorcycle manufacture; (ii) a French luxury fashion house; (iii) a luxury fashion brand founded in Munich, Germany; and (iv) a Dutch multinational electronic and technology conglomerate in relation to their anti-counterfeiting programs.
- Represented and assisted one of the largest fast food restaurant chain in Canada with its registration with the Malaysian Registry of Franchises as a foreign franchisor, as well as the negotiation and finalisation of a regional franchise agreement with its appointed regional franchisee.
- Represented and assisted one of the UK's largest independent toy retailer with its registration with the Malaysian Registry of Franchises as a foreign franchisor.

CONTACT

603-2710 3818

ky.lo@hhq.com.my

PRACTICE AREAS

- Technology, Media & Telecommunications
- Intellectual Property
- Corporate / M&A
- Projects and Infrastructure
- Privacy and Cybersecurity

QUALIFICATIONS

- Advocate and Solicitor, High Court of Malaya (2018)
- Bachelor Of Laws (2nd upper honour degree), University of Liverpool (2015)

LANGUAGES

- English, Malay, Chinese

ACCOLADES

- Asialaw 2023

"Excellent client management skills with costs in mind."