



# Lo Khai Yi

Partner

 603 – 2710 3818

 ky.lo@hhq.com.my

## Qualifications

- Advocate and Solicitor, High Court of Malaya (2018)
- Bachelor Of Laws, University of Liverpool (2015) Honours

## Languages

- English
- Malay
- Chinese



Khai Yi's passion for technology has helped him built an expertise in the dynamic and complex fields of Technology, Media and Telecommunications ("TMT"). In the current landscape where technology digitisation and data digitalisation are the trend, Khai Yi's skillsets and understanding of the evolving tech industries are able to be put to good use to benefit his clientele.

Having dedicated himself in the fields of TMT, Khai Yi's comprehensive knowledge and experience encompass a wide spectrum of issues concerning the subject matter. In the vast realm of TMT, Khai Yi is often sought after on matters relating to technology outsourcing and acquisition, telecommunication licensing and acquisition, cyber security, 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, 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.

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 provide training on Malaysia cyber security law and personal data protection law to the C-Suites of Boustead group, YTL group of companies, as well as CelcomDigi Berhad

## 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.

## Practice Areas

- Technology, Media and Telecommunications
- Technology Acquisition and Outsourcing
- Telecommunication Licensing and Acquisition
- Cybersecurity

- 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.
- Represented one of the major telco operators in Singapore in the acquisition of 70% of the entire issued share capital of an 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.
- Representing a blockchain-as-a-service company headquartered in the United Kingdom with its application to the BNM and SC to seek approval for the operation of a tokenized electric vehicle loyalty point ecosystem in Malaysia.
- Advised one of the major telco companies in Malaysia on the impact of Cyber Security Act 2024 and Online Safety Bill 2025 on its business operation.
- Conducted a due diligence on the data processing operation of a London Stock Exchange listed identity and location data, technology and services company to ascertain its compliance with Malaysia Personal Data Protection Act 2010.
- Advised Infomina Berhad on compliance with Personal Data Protection Act 2010 and to craft a tailor-made personal data protection notice for its newly acquired business stream of reselling corporate information.

## Publications

- Chambers FinTech 2026: In-Depth Overview - Chambers & Partners (2026)
- "Navigating Malaysia's Mandatory Personal Data Breach Notification Obligations under the PDPA" - In-House Community (2026)
- Personal Data Protection Law: A Legal and Corporate Guide to Data Privacy in Malaysia - Kanyin Publications (2025)
- Lexology Panoramic Next: Privacy & Cybersecurity - Lexology (2025)

## Accolades

- Legal 500 2026  
*"Khai Yi is incredibly meticulous, with the kind of attention to detail and patience that keeps everything grounded and airtight."*
- Legal 500 2025  
*"... and Khai Yi Lo are exemplary and excel at understanding our business, which in turn allows them to provide very practical legal advice that we can put into action easily."*