

**Asia Pacific Mega-Trends and Legal Solutions
Simplifying Business in a Complex World**



62%
feel doing business
in TMT will become
more challenging

Major focus for TMT in the next two years:



100%

expect the number of mergers and acquisitions involving companies from TMT to increase over the next two years

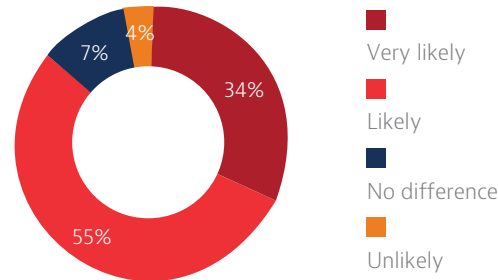


69%

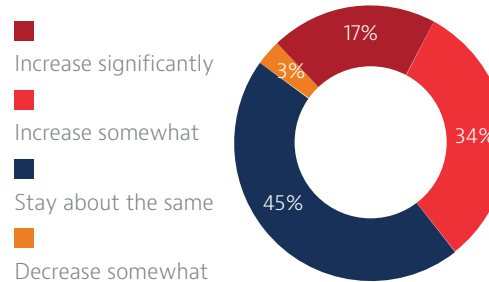
expect the same or greater pressure on costs in the next two years

89%

say TMT will see major technological disruption in the next two years



Only 3% see the number of cases of dispute resolution/litigation involving companies from TMT to decrease over the next two years



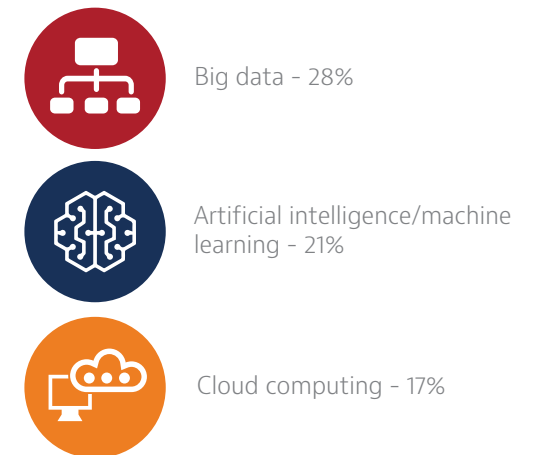
TMT's biggest macro economic challenges:



Technologies that will have the greatest impact on TMT in the next two years:



TMT organizations are investing most in:



" The larger the tech companies become and the more their products are available regionally and globally, the more they have to stay ahead of changes and variations in the law from jurisdiction to jurisdiction."

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Steps for success: Innovation, regulation, acquisition

Actionable approaches TMT corporations can take to stay ahead:



Find individuals to drive innovation. To drive change within their organizations, TMT corporations need to find the right leaders for the job.



Tech M&A: First, design a blue print... The starting point in tech M&A is for corporations to question what they are trying to achieve.



Create channels with regulators. Conversations with governments and policymakers on a constant basis are critical for TMT corporations pursuing growth via expansion into new markets.



...then, find all the facts. To mitigate risks, acquirers need to conduct thorough due diligence to find out whether a target company truly has IP rights and control of the technology it is offering

Janos Barberis, Founder of SuperCharger, highlights the trends to pay attention to in order to prepare for future challenges:

- 1** TMT companies will need to adjust to the reality of digital business via M&A or digital transformation
- 2** Partnerships will provide an edge up in fighting the war for talent
- 3** Open banking standards will be the next fintech trend to watch

// To unravel the complexities of the different regulatory regimes across Asia Pacific, tech companies expanding their geographical spread should rank and prioritize their target jurisdictions. They should expand operations in one jurisdiction after another, prioritizing jurisdictions with more transparent regulatory frameworks, instead of opening in too many places at once."