

Credit : NASA, Visible Earth



FIRM PROFILE

Pioneers in the frontier
markets of Asia

A Unique Vision

DFDL was established in 1994 and founded on a unique vision: to create an integrated legal, tax and investment advisory firm, with in-depth knowledge of the jurisdictions where we are based to provide tailored, efficient and practical services across our core areas of expertise.

Our integrated and expanding network of 11 offices and 3 collaborating firms throughout nine countries in Asia stands as a testament to these goals.

Our dedicated professionals exhibit the acumen and insight necessary to assist you in navigating the various legal complexities and challenges that this region presents. We strive to provide concise, commercially focused and innovative advice, drawing on over 20 years of wide ranging experience and finely tuned local knowledge of the countries in which we operate.

DFDL across Asia and beyond

With a diverse complement of over 140 local and foreign lawyers and advisers working within Asia, we provide versatile tax and legal services in a language that you understand. These services include:

- Banking and Finance
- Corporate, Mergers and Acquisitions
- Employment
- Energy, Mining and Infrastructure
- Real Estate and Construction
- Taxation

Since its foundation, DFDL has acquired an outstanding reputation for providing integrated and solution-oriented legal and tax services to establish, structure and protect our clients' business interests in dynamic and challenging markets. DFDL is also actively involved in developing the legal and regulatory environments of the frontier markets in which we operate.



DFDL works in commercial cooperation with Sarin & Associates. In Indonesia, DFDL works in association with Mataram Partners. DFDL does not operate or practice law in the Philippines. DFDL collaborates with Philippine law firm, Ocampo & Suralvo Law Offices, which provides local legal advice.

Experience

DFDL has advised leading international and Asian corporations, financial institutions and funds on a multitude of transactions and investments across Asia and beyond.

Examples of significant engagements include:

- In the Lao PDR and Thailand, advising the lenders and sponsors of the Xe-Pian Xe-Namnoy hydropower project in relation to a 410MW cross-border project (USD 1.02 billion).
- In Myanmar, advising a lender on the construction of a major international pipeline for an offshore drilling project (ongoing).
- In Myanmar and Cambodia, advising L'Oréal on customs duties, retail outlets, ASEAN free trade agreement implications, implications of ATIGA and tax structuring of its supply chain through various ASEAN states (advice on market entry, distribution, licensing for retail activities, and the tax implications of its supply model).
- In Cambodia, advising JSM Indochina Property on the establishment, listing and winding up of a USD 220 million property fund on the Alternative Investment Market of the London Stock Exchange.
- In Cambodia, the Lao PDR and Thailand, advising a leading Singaporean Telecommunications Company as the purchaser on the USD 200 million acquisition of an interest in a telecommunications business in these respective countries.
- In Vietnam, advising the Vietnam Ministry of Industry on the USD 2 billion JAKS Resources Berhad Project, which was one of the largest cross border energy projects between China, Vietnam and Malaysia. This included the construction and BOT concession for a thermal power plant in Vietnam.
- In Cambodia, advising the Bank of China on the USD 591 million financing of Cam GSM's acquisition of Huawei telecommunications equipment, and the refinancing of outstanding debt owed to Standard Bank.
- In Bangladesh, advising Summit Group on Greenfield IPP projects valued in total at about USD 1 billion, where DFDL acted as international project counsel.
- In Indonesia, advising the World Bank on the contractual relief available to PLN, the Indonesian state electric company, under multiple power purchase agreements which PLN had executed with independent power producers due to the economic crisis.
- In Thailand, advising ASM Capital Limited, the Thai and Hong Kong investors, on the entire investment units in the property fund acquisition of Evason Resort and Spa Hua Hin.
- In Thailand, advising Pan Orient Energy Corp on the sale of a 50% equity interest in its subsidiary Pan Orient Energy (Siam) Ltd.

Insight and Expertise

A dedicated focus on Asia served by regional practice groups

To better serve our clients' business needs, DFDL is organized in practice groups that operate across our offices. These fields of practice reflect our core areas of technical expertise along with the major industry sectors that we specialize in.

DFDL									
Business Units									
	Bangladesh	Cambodia*	Indonesia*	Lao PDR	Myanmar	Philippines*	Singapore	Thailand	Vietnam
Regional Practice Groups	Dhaka	Phnom Penh	Jakarta	Vientiane	Yangon Naypyidaw	Manila	Singapore	Bangkok Phuket Samui	Hanoi Ho Chi Minh City
	Banking and Finance								
	Corporate, Mergers and Acquisitions								
	Employment								
	Energy, Mining and Infrastructure								
	Real Estate and Construction								
Asia Desks	Taxation								
	China Desk			India Desk		Japan Desk		Philippines Desk	

*DFDL collaborating firms

Outcome-oriented from conception to completion

Whether you need legal assistance or tax advice on one aspect of a deal, or a step-by-step approach from conceptualization to completion, our advisers will guide you through every stage of the process. The services we offer during the investment phase include:

At the initial stages of an investment:

- Legal opinion on local law and procedures;
- Legal due diligence on project and financing documentation;
- Advice on business or project license requirements and the procurement thereof;
- Joint-venture negotiations, formation and agreements;
- Incorporation and registration of companies;
- Assistance with legal aspects of financing and banking;
- Identification of major tax issues that will affect future investments; and
- Structuring investments to minimize unnecessary tax exposure and consequences.

Throughout the course of an investment we offer:

- Advice on labor law, employment contracts and related matters;
- Securing ownership, leases, titles, registration of land;
- Registration and protection of intellectual property;
- Corporate governance;
- Alternative dispute resolution;
- Contractual and other commercial matters;
- Comprehensive and integrated tax planning advice;
- International taxation and agreements, customs duties;
- Free trade advisory; and
- Litigation and tax arbitration.

DFDL people

**David D. Doran**

Partner and Chairman
Head of Energy, Mining and Infrastructure
Practice Group
david.doran@dfdl.com

**Jack Sheehan**

Partner
Regional Tax Practice Group
jack.sheehan@dfdl.com

**Guillaume Massin**

Partner
Managing Director, Cambodia
Head of Regional Real Estate Practice Group
guillaume.massin@dfdl.com

**Marcus Collins**

Partner
Managing Director, Indonesia
marcus.collins@dfdl.com

**William D. Greenlee Jr.**

Partner
Managing Director, Myanmar
Head of China Desk
william.greenlee@dfdl.com

**Maly Courtaigne-Op**

Managing Director, Singapore
maly.courtaigne@dfdl.com

**Audray Souche**

Partner
Deputy Managing Director, Thailand
audray.souche@dfdl.com

**L-Martin Desautels**

Managing Partner
Head of Regional Banking and Finance Practice Group
martin.desautels@dfdl.com

**Shahwar Nizam**

Partner
Bangladesh
shahwar.nizam@dfdl.com

**Chris Robinson**

Partner
Deputy Managing Director, Cambodia
chris.robinson@dfdl.com

**Kristy Newby**

Managing Director, Lao PDR
kristy.newby@dfdl.com

**Walter Heiser**

Partner
Lao PDR
walter.heiser@dfdl.com

**James Finch**

Partner
Managing Director, Naypyidaw, Myanmar
james.finch@dfdl.com

**Angus Mitchell**

Partner
Managing Director, Thailand
Head of Regional Oil and Gas Practice Group
angus.mitchell@dfdl.com

**Jérôme Buzenet**

Partner
Managing Director, Vietnam
jerome.buzenet@dfdl.com

“They are heavyweights in attracting international work and clients. They are very active and strong and operate at an international level of quality.”

(Chambers Asia Pacific 2017)

Recent awards:

- **Myanmar Law Firm of the Year**
IFLR Asia Awards 2017 – 5th consecutive year
- **2017 Chambers Asia Pacific**
 - Band 1 – General Business – Cambodia
 - Band 1 – General Business – Lao PDR
 - Band 1 – General Business – Myanmar
 - Band 2 – Corporate / M&A – Vietnam
 - Band 3 – Technology, Media, Telecoms – Vietnam
 - Band 3 – Projects, Infrastructure and Energy – Vietnam
 - Band 3 – Real Estate – Thailand
 - Band 3 – Projects, Infrastructure and Energy – Thailand
 - Band 4 – Banking and Finance – Vietnam
 - Recognized Practitioners – Corporate / M&A – Thailand
 - Recognized Practitioners – Tax – Thailand
- **2017 The Legal 500**
 - Leading Firms – Lao PDR
 - Leading Firms – Corporate / M&A – Myanmar
 - Leading Firms – Projects (including Energy) – Myanmar
 - Recommended – Banking and Finance – Vietnam
 - Recommended – Corporate / M&A – Vietnam
 - Recommended – Tax – Vietnam
 - Recommended – Projects and Energy – Vietnam
 - Recommended – Projects and Energy – Thailand
 - Recommended – Real Estate, Construction – Thailand
 - Recommended – Banking and Finance – Thailand
 - Recommended – Corporate / M&A – Thailand
 - Recommended – Restructuring and Insolvency – Thailand
 - Recommended – TMT – Thailand
 - Recommended – Tax – Thailand
- **2017 IFLR1000**
 - Tier 1 – Energy and Infrastructure – Cambodia
 - Tier 1 – Energy and Infrastructure – Myanmar
 - Tier 1 – Energy and Infrastructure – Lao PDR
 - Tier 1 – Energy and Infrastructure – Thailand
 - Tier 1 – Financial and corporate – Cambodia
 - Tier 1 – Financial and corporate – Myanmar
 - Tier 2 – Energy and Infrastructure (Foreign) – Singapore
 - Tier 2 – Energy and Infrastructure – Vietnam
 - Tier 3 – Banking and Finance – Thailand
 - Tier 3 – Banking and Finance – Vietnam
 - Tier 3 – Corporate / M&A – Thailand
 - Active – Financial and corporate – Lao PDR



Excellence . Creativity . Trust

Since 1994

DFDL offices:

Bangladesh

Dhaka
bangladesh@dfdl.com

Cambodia

Phnom Penh
cambodia@dfdl.com

Lao PDR

Vientiane
laos@dfdl.com

Myanmar

Naypyidaw
Yangon
myanmar@dfdl.com

Singapore

Singapore
singapore@dfdl.com

Thailand

Bangkok
Samui
thailand@dfdl.com

Phuket
phuket@dfdl.com

Vietnam

Hanoi
hanoi@dfdl.com
Ho Chi Minh City
hcmc@dfdl.com

DFDL collaborating firms:

Cambodia

Sarin & Associates, Phnom Penh
cambodia@dfdl.com

Indonesia

Mataram Partners, Jakarta
indonesia@dfdl.com

Philippines

Ocampo & Suralvo Law Offices, Manila
info@ocamposuralvo.com

www.dfdl.com