



FIRM PROFILE

We are pioneers in the
frontier markets of Asia.

“This pre-eminent regional firm has versatile expertise spanning multiple practice areas and is described by sources as ‘responsive and capable, offering good client service’.”

(Chambers Asia Pacific 2015)

A Unique Vision

DFDL was established in 1994 and built on a unique vision: to create an integrated legal, tax and investment advisory firm, with in-depth knowledge of the jurisdictions we work in, providing technical excellence across our core areas of expertise.

Over twenty years later, DFDL continues to build on its reputation as the obvious first-choice firm for sophisticated transactions in frontier markets across Asia and beyond.

As these markets continue to expand and thrive, so has DFDL and we are now uniquely positioned to help clients access investment opportunities in the world’s most dynamic region.

DFDL across Asia and beyond

With a team of over 140 local and foreign lawyers and advisers working within Asia, we provide personalized and cost-effective legal, tax and consulting services and solutions with particular expertise in:

- Banking and Finance
- Corporate
- Mergers and Acquisitions
- 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.



In Cambodia, DFDL works in commercial cooperation with local law firms. 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 and Suralvo Law Offices, which provides local legal advice.

Experience

DFDL has advised leading international and Asian corporations, financial institutions and funds on 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 structure of supply chain through various ASEAN states (advice on market entry, distribution, licensing for retail activity, tax implications of supply model).
- In Cambodia, advising JSM Indochina Property in 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 Cambodia, the Lao PDR and Thailand.
- 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, and 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 amounts under existing debt owed to Standard Bank.
- In Bangladesh, advising Summit Group on Greenfield IPP projects valued in aggregate 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.

Expertise and solutions

Asian expertise served by regional practice groups

To better serve our clients' business needs, DFDL is organized in practice groups that operate across our offices. These practice areas reflect our core areas of expertise and the major industry sectors we focus on.

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

*In commercial cooperation with local law firms | †DFDL collaborating firms

Solutions-oriented from concept to completion

Whether you need legal assistance or tax advice on one aspect of a deal, or a step-by-step approach from conception to fruition, 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



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We are everywhere you are, and want to be, in frontier Asia.

Recent awards:

- **2015 FT Asia-Pacific**
Most Innovative ASEAN Law Firm
- **2015 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 2 – Technology, Media, Telecoms – Vietnam
- **2015 The Legal 500**
Tier 1 – Tax – Vietnam
Tier 1 – Projects & Energy – Vietnam
Tier 2 – Corporate/M&A – Vietnam
Tier 2 – Banking & Finance – Vietnam
Tier 2 – Projects & Energy – Thailand
- **2015 IFLR1000 – Financial & Corporate**
Tier 1 – Cambodia
Tier 1 – Myanmar
Tier 1 – Lao PDR
- **IFLR Asia Awards 2015**
National Law Firm of the Year – Myanmar 2015
- **The Asian Lawyer: Asia Legal Awards 2015**
Finance Deal of the Year: Banking
PAMEL non-recourse financing



Excellence . Creativity . Trust

Since 1994

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