

## ABOUT

DFDL was established in 1994 and founded on a unique vision: to create an integrated legal and tax advisory firm with in-depth knowledge of developing markets in Southeast Asia.

DFDL's French Desk is formed of internationally qualified, native French speaking professionals with expertise across the full range of legal and tax services that DFDL offers.

We have at least one fully fluent member of the French Desk in each of our offices and with comprehensive knowledge of the local regulatory and legal environment.



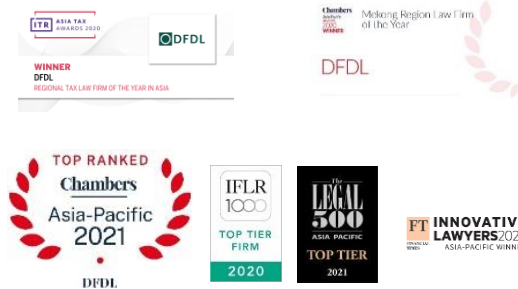
## KEY FACTS



## KEY PRACTICE AREAS

- Aviation
- Banking, Finance and Technology
- Compliance and Investigations
- Corporate, Mergers and Acquisitions
- Dispute Resolution
- Employment and Labour
- Energy, Mining and Infrastructure
- Real Estate and Construction
- Restructuring and Insolvency
- Taxation and Accounting

## AWARDS & RANKINGS



## TEAM



**Martin Desautels**  
Senior Partner



**Audray Souche**  
Managing Partner



**Guillaume Massin**  
Partner, Cambodia & Thailand  
Managing Director & Head of  
Regional Real Estate Practice



**Jérôme Buzenet**  
Partner & Vietnam Managing  
Director



**KEY CONTACT**  
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Senior Consultant  
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**Charles Amar**  
Senior Consultant & Head of  
Cambodia Real Estate Practice

## SIGNIFICANT EXPERIENCES

In Cambodia, advising **French global leader in airports concessions** on Cambodia Airport extensions involving development concessions in Phnom Penh, Siem Reap and Sihanoukville, in regard to the extension and renovation work of the airport, principally on the concession agreement and land use rights relevant to the airport infrastructure.

In Cambodia and Myanmar, advising **one of the world largest beauty and cosmetics group (French)** on customs duties, retail outlets, ASEAN free trade agreement implications, ATIGA implications 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 Vietnam, advising **French electric utility company**, as one of the sponsors, in relation to a gas power project worth approximately USD 400 million. As local counsel, DFDL was responsible for advising the sponsor throughout negotiations with the lenders in relation to the project financing and for advising the Vietnamese authorities in relation to formation and implementation of the project.

In Cambodia, advising **French development financial institution** on all Cambodian legal aspects of the loan documentation, including performance of a full due diligence and advising on the recommended security structuring for the loan. This involved drafting the Cambodian law governed security documents and issuing a legal opinion on the validity of the loan.

In Vietnam, advising **French leading green electricity provider** and the target company, solar power project being developed in Binh Dinh province, on their financing and security arrangements with the Bank for Investment and Development of Vietnam (BIDV), and assistance on drafting and negotiation of the credit agreement, security documentation, and related corporate matters.

In Cambodia and Thailand, providing **French leading sporting goods retailer** combined legal and tax services on corporate affairs, corporate governance, regulatory compliance, company establishment, VAT registration, and social security registration.

In Thailand, providing regulatory advice on certain **international healthcare insurance products (French)**. This included Myanmar insurance offerings where certain functions of the Myanmar business operations were delegated to third party Thai contractors.

### DFDL offices

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### DFDL collaborating firms

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