

We are pioneers in the
frontier markets of Asia.

Experts in Developing Asia

A unique vision

DFDL was established in 1994 and built on a unique vision: to create an integrated international 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.

Twenty one years later, DFDL continues to build on its reputation as the obvious first choice legal and tax firm for sophisticated transactions in emerging markets across Asia and beyond.

As Southeast Asia and other emerging markets continue to expand and thrive, so has DFDL and we are uniquely positioned to help clients access promising international growth opportunities in the world's most dynamic region.

DFDL's India Desk

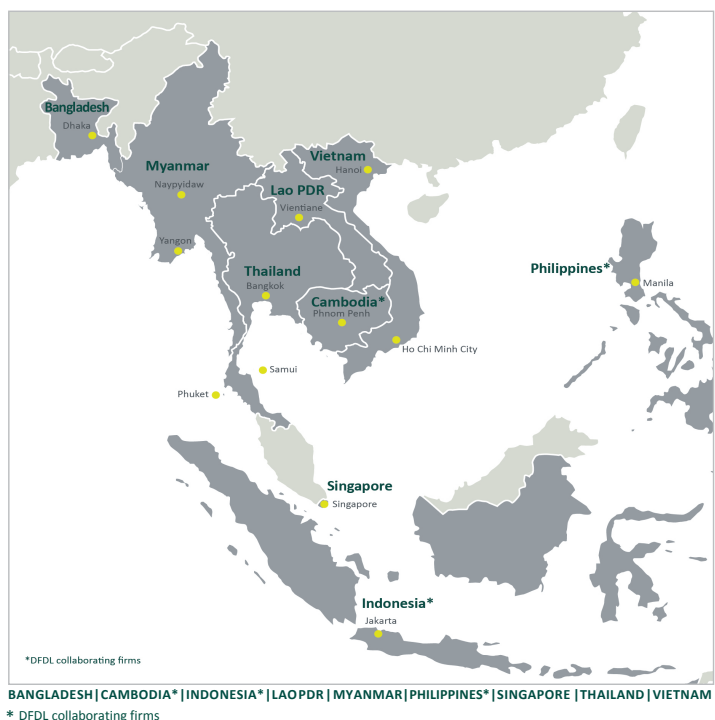
DFDL has established an India Desk comprised of advisers with dedicated South Asia experience to focus on the business needs of DFDL's Indian clients. The India Desk focuses on all aspects of business and investment opportunities in connection with outbound investments into Southeast Asia, South Asia and beyond. Drawing on DFDL's international and local expertise in legal and tax services, combined with our understanding of Indian business culture, India's legal regime and the interests of our Indian clients, DFDL is the go-to firm for Indian corporations looking to expand their businesses further into Asia.

Our team is comprised of Indian and international advisers who are highly experienced in working with Indian business interests and are able to provide a full range of services to Indian companies who are looking to develop their operations internationally.

DFDL across Asia and beyond

DFDL is a leading international law firm specialized in frontier markets with regional legal, tax and investment advisory expertise focused on the Mekong region (Cambodia, the Lao PDR, Myanmar, Thailand and Vietnam), Bangladesh, Indonesia and Singapore.

With a team of over 140 local and foreign lawyers and advisers in 10 offices in Asia and three collaborating firms in Cambodia, Indonesia and the Philippines, we provide unique value propositions and innovative solutions to our clients.



Experience

From across the region, our team has advised leading India-based corporations on a number of significant outbound investment projects including:

- Advising Tata Steel's Mining Division (a Tata Group Company) on various aspects of a mineral mining concession and its proposed mining operations in the Lao PDR and Vietnam.
- Advising Nava Bharat Ventures Limited, India on all matters in relation to setting up of its hydro power project in the Lao PDR.
- Advising Export-Import Bank of India to provide a USD 2 million loan for a Vietnamese coffee manufacturer in Vietnam.
- Advising Spice Mobile on matters related to offering VAS and content services and setting up a distributor arrangement in Cambodia.
- Advising Birla Lao Pulp and Plantation Company Limited - An Aditya Birla Group Co. on its pulp plantation project expansion in the Lao PDR including advising on operational legal matters, tax advisory and intellectual property issues.
- Advising Khamin Development Co. Limited, a mid-size Indian hospitality corporation in its bid for a Thai development company in the hospitality industry in Thailand.
- Advising Apollo Tyres Limited in its rubber plantation project in the Lao PDR and Cambodia including advising on operational legal matters and tax advisory.
- Advising Aman Resorts (DLF Limited) in relation to a hotel development project in Luang Prabang, procurement of business and operating licenses and further assistance with loan transactions in relation to the project in the Lao PDR.
- Advising Wolkem India on the acquisition of a majority interest in a white limestone and tin ore mining exploration and exploitation project.
- Tata International (a Tata Group Company) in expanding its foot prints in the Lao PDR and Cambodia.

Expertise and solutions

Asian expertise provided by regional practice groups

To better serve our clients' business needs, we are organized into dedicated, specialized, focused groups throughout our offices. These practice areas reflect our core areas of expertise and the major industry sectors in the jurisdictions we are based in and focused on.

- Energy, Mining and Infrastructure Group covering:
 - Energy and Utilities
 - Mining and Natural Resources
 - Oil and Gas
 - Telecommunications
 - Projects and Project Finance
 - Banking and Finance
 - Structured Trade and Commodity Finance
 - Asset Finance and Securitization
- Mergers and Acquisitions Group;
- Corporate and Commercial Group including Corporate Finance;
- Real Estate Group including Construction;
- Taxation and Customs Group; and
- Technical Assistance.

From concept to completion

DFDL provides a full range of legal, tax and customs services to foreign and local investors operating throughout Asia and beyond. Whether you need legal assistance or tax advice on one aspect of a deal or guidance from conception to fruition, our advisers are experienced in advising you on each step of the process.

Examples of our solutions during the investment phase include:

Services provided during the investment phase include:

- Market entry study, providing legal opinions on local laws and procedures;
- Advising on land issues with the government;
- Conducting legal due diligence on project and financing documentation;
- Structuring transactions and projects;
- Advising on business or project license requirements and procurement thereof;
- Drafting joint venture agreements and other corporate documentation;
- Incorporation, registration of companies;
- Assistance with the legal aspects of financing-banking;
- Negotiating and drafting concession agreements;
- Debt restructuring and rescheduling of real estate based lending;
- Capital markets advice;
- Sale and purchase of commercial, industrial and residential real estate;
- Negotiating tenancy agreements, leases and licenses for residential, commercial and industrial real estate developments;
- Identification of major tax issues that will affect the investment; and
- Strategies to minimize tax exposures.

Services provided throughout the course of the investment include:

- Advice on distribution and commercial contracts;
- Advice on labor law, employment contracts and related matters;
- Securing ownership, lease, titling and registration of land;
- Other commercial matters;
- Alternative dispute resolution;
- Free Trade Advisory;
- Litigation, tax arbitration; and
- Tax planning advice.

DFDL people

It is the people who make our Firm

At DFDL, our most valuable asset is our people. We are dedicated to hiring, developing and retaining experienced and efficient advisers. Key people who lead our pioneering practice include:



Vinay Ahuja

Head of DFDL India Desk
Senior Legal Adviser, regional M&A
practice group

Vinay specializes in investment laws, general corporate and commercial law and legal and practical aspects of corporate transactions in the Greater Mekong Region. His expertise includes drafting and negotiating complex transaction documents. Through the DFDL Regional India Desk, Vinay focuses facilitating on outbound investments of India Inc. into ASEAN Markets mainly Lao PDR, Cambodia, Thailand, Vietnam, Myanmar, Bangladesh and Indonesia. His regional transactional and advisory experience includes advising and representing various multinational clients in complex transactions related to Energy, Mining and Infrastructure, Banking and Finance, Information Technology, Agriculture and Plantation, Automotive and Telecommunications. Vinay also has basic experience in litigation and dispute resolution. Vinay is a gold medalist graduate from Symbiosis Law School, University of Pune, India. He is a member of Bar Council of India, Bar council of New Delhi, International Bar Association and Inter-Pacific Bar Association. He speaks English, Hindi, Punjabi, Sindhi and Urdu.

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Shahwar Nizam

Country Partner, Bangladesh

Shahwar qualified to practice in the bar of England & Wales after completing Pupillage at Erskine Chambers, London. He is also qualified in Bangladesh and is a member of the Dhaka Bar Association. He specializes in banking and international finance, corporate finance, mergers and acquisitions and general corporate work, international arbitration and litigation work and has worked in Bangladesh and Singapore. He speaks English and Bengali.

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Kunal Sachdev

Legal Adviser

Kunal is a legal adviser in the Corporate and Commercial practice group undertaking domestic and international projects and legal matters with special focus on the renewable energy sector. Before joining DFDL in 2014, he worked as a legal trainee in the Banking, Finance and Property Department in a law firm in Singapore. Kunal holds a Bachelor of Laws from the University of Adelaide, Australia and a Graduate Diploma in Legal Practice from the College of Law in Sydney. He speaks English, Hindi and conversational Thai.

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

Recent awards:



IFLR Asia Awards 2016

National Law Firm of the Year – Myanmar



Corporate LiveWire 2016

Excellence in International Tax Planning – Vietnam



Asian-MENA Counsel 2015

Deal of the Year 2015 – Honourable Mention

Recent rankings:



2016 AsiaLaw Profiles

Outstanding

Banking and Finance – Cambodia, Myanmar and Thailand
Corporate and M&A – Myanmar
Energy and Natural Resources – Lao PDR, Myanmar and Thailand
Project Finance – Lao PDR and Myanmar



2016 Chambers Asia Pacific

Band 1

General Business – Cambodia, Lao PDR and Myanmar



2016 The Legal 500

Tier 1

Corporate/M&A – Myanmar
Projects (including Energy) – Myanmar
Projects & Energy – Vietnam
Tax – Vietnam

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* DFDL collaborating firms