

Credit: NASA, Visible Earth



**LAO PDR**

We are pioneers in the  
frontier markets of Asia

## A Unique Vision

DFDL was established in the Lao PDR in 1994 and was built on a unique vision: to create an integrated legal and tax firm with in-depth knowledge of our jurisdiction so as to provide technical excellence across our core areas of expertise.

Based on 25 years of experience in the jurisdiction, our Lao office has the experience and insights to assist clients navigate the complexities of this emerging market and to provide commercially-focused advice.

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

## DFDL in the Lao PDR

Chambers Asia-Pacific (2019) have again recognized DFDL as a **"pre-eminent practice** offering impressive regional expertise. **Highly reputed** for its frequent involvement in complex project financings and hydropower developments. Also offers extensive advice across tax, labour and corporate mandates, acting for an **enviable roster of leading domestic and international companies**. Particularly noted for its focus on mining and large infrastructure projects."

Our clients praise the firm's **"knowledge of the regulatory approvals and due diligence process,"** and described our team members as **"diligent and responsible,"** adding that **"they always provide the deliverables within the requested time line and can propose practical solutions."**

## DFDL across Asia and beyond

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.

Our integrated and expanding network of 13 offices and affiliated firms throughout 9 countries in Asia stands as a testament to these goals.

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 Sarin & Associates.*

*In Indonesia, DFDL works in association with Mataram Partners.*

*DFDL collaborates with Philippine law firm, Ocampo & Suralvo Law Offices for local legal advice.*

*DFDL in Singapore is qualified as a foreign law practice and is not licensed to practice Singapore law.*

# Snapshot of Clients

Our Lao PDR team advises on all legal and tax aspects of matters from general regulatory and compliance advice to complex M&A deals and project financing.

## ENERGY, MINING & INFRASTRUCTURE

- Nam Ou Hydropower Project Phase I & II
- Nam Ngiep 1 Hydropower
- Nam Theun 2 Hydropower
- Nam Tha 1 Hydropower
- THPC Project
- PowerChina Group
- China International Water & Electric
- MMG Limited (Sepon Mine)
- PanAust (Phu Bia)
- Lao Sanxai Minerals Exploration Project (Rio Tinto / Mitsui Joint Venture)
- Hongsa mine mouth lignite power project
- Tha Lau-Xam Tay Highway Project

## EMPLOYMENT

International Labor Organization; Lao Tobacco Limited; Maruhan Japan Bank; Embassies; INGOs; FreeBalance International; Mitsubishi; John Snow Inc.; Management Sciences for Health; Fast Enterprises; Google; JICA; etc.

## M&A

New Forests; Bank of China, Hong Kong; VINAMILK;

## BANKING AND FINANCE

Standard Chartered Bank; SMBC; Barclays Bank Plc.; Credit Suisse; ANZ; Deutsche Bank AG; Maybank; RBS NV Plc.; DBS Bank Ltd; ACLEDA; IFC; World Bank; Krung Thai Bank; Siam Commercial Bank; etc.

## CORPORATE & COMMERCIAL

Lao Ford City; RM Asia (Swensen's/Pizza Company); Comin Lao; Lao Brewery Co. Ltd; Agoda; General Electric; Marubeni; Sodexo; ANZ; Bollore etc.

# Experts in Developing Asia

## Asian expertise served by Regional Practice Groups

To better serve our clients' business needs, we are organized into specialized practice groups throughout our offices. The following practice areas reflect our core areas of expertise and the major industry sectors:

- Energy, Mining and Infrastructure covering:
  - Energy and Utilities
  - Mining and Natural Resources
  - Oil and Gas
  - Telecommunications
  - Projects and Project Finance
- Banking, Finance and Technology
- Corporate, Mergers and Acquisitions
- Employment
- Energy, Mining and Infrastructure
- Real Estate and Construction
- Taxation and Accounting

## From concept to completion

Whether you need legal or tax advice on one aspect of a deal or commercial solutions-oriented structuring on all aspects of a transaction, our advisers can guide you through each step of the process.

### Services provided during the investment phase include:

- Legal market entry advice, legal advice on local law and procedures;
- Investment structuring advice;
- Identification of major tax issues that will affect investment;
- Strategies to minimize tax exposure;
- Liaising and negotiations with governments;
- Advising on land issues and rights;
- Conducting legal and tax due diligence;
- Drafting and negotiation transaction and project documentation;
- Advising on business or project license requirements and procurement;
- Drafting joint venture agreements and other corporate documentation;
- Advising on incorporation and registration of companies;
- Assistance with the legal aspects of financing;
- Drafting of agreements ;
- Negotiation and drafting concession agreements;
- Advising on capital markets issues ;
- Negotiation of tenancy agreements, leases and licenses for residential commercial and industrial real estate developments;
- Assistance on sale and purchase of commercial, industrial and residential real estate;
- Advising on distribution and commercial contracts;
- Advising on labor law, employment contracts and related matters;
- Tax planning advice.

# DFDL Key Contacts

## It is the people who make our firm

Key people who lead DFDL in the Lao PDR include:



**Kristy Newby**

Managing Director, Lao PDR

Kristy is Managing Director of DFDL Lao PDR and is the Head of the Regional Mining Division for the firm. She has 15 years' experience practicing as a solicitor in the Lao PDR, Vietnam and Australia. In both Laos and Vietnam, Kristy has advised private and public companies, financial institutions and investors on corporate and commercial matters, with a particular focus on mergers and acquisitions and foreign direct investment. In the Lao PDR, Kristy has also focused on project finance deals, advising sponsors and lenders on a number of high profile domestic and cross-border power projects. Additionally, Kristy has substantial experience advising potential investors, existing operators and regulatory authorities in the mining sectors in the Mekong region.

[kristy.newby@dfd.com](mailto:kristy.newby@dfd.com)



**Jack Sheehan**

Partner  
Head of Regional Tax Practice

Jack is a Partner and the Head of the Regional Tax Practice. He specializes in providing advice on structuring inbound and outbound investments in Asia, international tax planning, mergers and acquisitions and general tax advisory. Jack also assists in advocacy for tax policy at a Government level in South East Asia. Jack was nominated as Asia Tax Leader 2018 by International Tax Review. Jack holds a Postgraduate Degree in Tax Law from the Law School at the University of Oxford and is a Fellow of the Association of Chartered Certified Accountants. Jack is featured regularly as a speaker and writer on tax law in Asia.

[jack.sheehan@dfd.com](mailto:jack.sheehan@dfd.com)



**Walter Heiser**

Partner  
Regional EMI Practice

Walter has extensive experience as an attorney, developer and project finance specialist for the electric power and coal industries. He also has expertise in all aspects of developing, structuring, negotiating and financing energy projects in the United States, Brazil, Argentina, India, Southeast Asia, and China.

[walter.heiser@dfd.com](mailto:walter.heiser@dfd.com)



**Senesakoune Sihanouvong**

Country Partner, Lao PDR

Senesakoune is a highly experienced Lao Bar Association member and Country Partner with recognized expertise in Lao tax issues. He has extensive experience in legal and tax advice, compliance and due diligence across a range of sectors including hydropower, mining, forestry and general businesses. Senesakoune regularly advises on foreign investment issues and also has extensive experience in Lao PDR public administration and governance matters, as he has been working closely with Lao authorities over the last 14 years.

[senesakoune.sihanouvong@dfd.com](mailto:senesakoune.sihanouvong@dfd.com)

*“Their international and regional presence is the most appealing.”*

*(Chambers Asia Pacific 2019)*

Recent awards:

- **2018 Financial Times Innovative Lawyers**  
Accessing New Markets and Capital – Asia Pacific
- **2018 International Financial Law Review**  
Project Finance Deal of the Year – Myanmar
- **2018 The Legal 500 Asia Pacific**  
Leading Firm – Lao PDR & Cambodia
- **2019 Chambers Asia Pacific**
  - Band 1 – General Business Law - Cambodia
  - Band 1 – General Business Law– Lao PDR
  - Band 2 – General Business Law – Myanmar
  - Band 3 – Real Estate – Thailand
  - Band 3 – Projects and Energy – Thailand
  - Band 3 – Corporate/ M&A – Vietnam
  - Band 3 – Projects, Infrastructure & Energy – Vietnam
  - Band 3 – Technology, Media, Telecoms – Vietnam
- **2019 IFLR1000**
  - Tier 1 – Corporate/M&A –Myanmar
  - Tier 1 – Projects (including Energy) – Myanmar
  - Tier 2 – Projects & Energy – Thailand
  - Tier 2 – Corporate/M&A– Vietnam
  - Tier 2 – Projects & Energy – Vietnam
  - Tier 2 – Tax –Vietnam
  - Tier 3 – Banking & Finance – Thailand
  - Tier 3 – Corporate / M&A – Thailand
  - Tier 3 – Real Estate, Construction– Thailand
  - Tier 3 – Restructuring & Insolvency– Thailand
  - Tier 3 – TMT– Thailand
  - Tier 3 – Tax– Thailand
- **2019 Asialaw Profiles**
  - Outstanding – General Business Law – Cambodia
  - Outstanding – General Business Law – Lao PDR
  - Outstanding – General Business Law – Myanmar
  - Outstanding – Banking & Financial Services – Cambodia
  - Outstanding – Banking & Financial Services – Myanmar
  - Outstanding – Consumer Goods & Services – Cambodia
  - Outstanding – Energy – Myanmar
  - Outstanding – Industrials & Manufacturing – Cambodia
  - Outstanding – Infrastructure – Myanmar
  - Outstanding – Tax – Thailand





# Excellence . Creativity . Trust

## Since 1994

### DFDL offices:

#### Bangladesh

Dhaka  
bangladesh@dfdl.com

#### Lao PDR

Vientiane  
laos@dfdl.com

#### Myanmar

Naypyidaw  
Yangon  
myanmar@dfdl.com

#### 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

Phnom Penh  
cambodia@dfdl.com

#### Indonesia

Mataram Partners, Jakarta  
indonesia@dfdl.com

#### Philippines

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

**[www.dfdl.com](http://www.dfdl.com)**