

## ADVISER PROFILE



Name: Paul Volodarsky  
Position: Senior Legal Adviser  
Location: Vietnam & Thailand  
Experience: 10 years  
Nationality: American

## CURRICULUM VITAE

### Key Qualifications:

Paul Volodarsky is a Senior Legal Adviser based in Vietnam and Thailand. Paul has brought a wealth of experience to DFDL Thailand and Vietnam. Prior to joining DFDL, he worked with Limcharoen Legal in Bangkok managing the workflow for their offices in Phuket, Samui, Ho Chi Minh City, and Bangkok. He has advised individual buyers, developers and investment groups on real estate investment throughout Thailand with specific emphasis on the resort and hospitality sector in Phuket, Samui, Pattaya, and Hua Hin. He has significant experience handling the legal complexities in setting up the corporate structure for real estate developments, advising purchasers on acquisition of residential and resort property in Thailand, and negotiating hotel management agreements with international hotel brands, including Hilton Hotels and Resorts, Marriott International, Hyatt Hotels, and Hotel Okura. Paul is admitted to the New York Bar. He holds a Juris Doctor degree from New York Law School (2009) and a Bachelor of Science, Major in Biological Anthropology from The George Washington University, Washington DC (2004). Paul is based in Ho Chi Minh City, Vietnam with frequent travel to Bangkok, Thailand.

### Education:

- 2009 – Juris Doctor, New York Law School, New York, New York
- 2004 – Bachelor of Science in Biological Anthropology, The George Washington University, Washington, District of Columbia

### Employment Record:

- **DFDL, Vietnam and Thailand** (October 2018 — Present)  
**Senior Legal Adviser**
  - Advise foreign investors on potential real estate acquisitions throughout Vietnam focusing on the residential and hospitality sectors.
  - Negotiate with international hotel brands on behalf of Vietnamese and international investment groups for projects throughout Vietnam.
- **DFDL, Samui and Phuket** (May 2016 — April 2019)  
**Senior Associate; Managing Director**
  - Manage and organize workflow for DFDL’s Phuket and Koh Samui legal offices, manage real estate practice matters in Bangkok, and issue assignments to advisers and staff.

- Advise foreign investors on potential real estate acquisitions throughout Thailand focusing on the residential and hospitality sectors.
  - Handle review and negotiation of land sales, luxury residential property acquisitions, hotel acquisitions, hotel management agreements and management contracts for both local and overseas clientele.
  - Advise on corporate structuring for both commercial and residential real estate investment projects for international and local developers.
  - Review and prepare both corporate and land due diligence investigations for clients and highlight potential risks and strategies for mitigation of risk.
- **Limcharoen Legal, Bangkok, Thailand** (October 2013 — April 2016)  
**Senior Associate**
    - Managed and organized workflow for Limcharoen Legal’s Phuket, Koh Samui and Bangkok legal offices and issued assignments to advisers and staff.
    - Conducted and managed negotiations of Hotel Management Agreements and Memoranda of Understanding with international hotel and hospitality brands such as Hilton Hotels and Resorts, Marriott International, Hyatt Hotels Corporation and Okura Hotels and Resorts for projects in both Thailand and Vietnam.
    - Reviewed and prepared reports on Memoranda of Understanding and Hotel Management Agreements presented by international hotel and hospitality brands for clients to understand financial implications, limitations on owner input and control and customary practices under the Uniform System of Accounts.
    - Worked with litigation team to devise strategies, settlement opportunities, organize evidence necessary to support our clients' interests and keep clients updated and informed regarding the legal process, timing and outcomes.
    - Reviewed and prepared due diligence reports on land and corporate entities for clients that highlight potential risks and concerns regarding potential investments.
- **Cohen, Hochman and Allen, New York, New York** (January 2010 — August 2013)  
**Attorney**
    - Made daily court appearances and presented legal arguments before the Environmental Control Board, Health Department, Criminal Court, and Housing Court.
    - Drafted court documents such as complaints, answers, affidavits and discovery requests for criminal and civil violations as well as civil tort claims.
    - Managed a caseload of more than one hundred cases weekly for a variety of matters including Criminal, Civil, Department of Environmental Protection, Department of Transportation, Department of Health, and Department of Environmental Conservation matters.
- **James E. McMillan, P.C., New York, New York** (January 2009 — January 2010)  
**Entertainment Associate/ Law Clerk**
    - Worked to resolve licensing disputes and infringement actions including research relevant areas of law and drafting responses to opposing counsel.
    - Drafted and edited licensing agreements, personal services agreements, shareholder agreements, trademark applications, civil and criminal motions and legal memos for clients and partners.
    - Prepared for litigation by filing motions, complaints and discovery requests, kept track of filing dates and developed lines of questions for witness depositions and examinations at trial.
    - Negotiated a variety of music entertainment contracts, partnership agreements and settlement agreements.

## Details of Major Projects Undertaken

### Focus on Real Estate

#### Thailand

Representing an international hotel brand in conducting a real estate due diligence and market reputation report on a potential acquisition of a large scale hotel resort property in Phuket;

Luxury residential development in Koh Samui involving a Malaysian Investment Group, handled the tax structuring of the development) with approximately 50 villa units and planned hotel component;

Luxury hotel development in Koh Samui involving multinational investment group, handling due diligence and acquisition of target property;

Luxury residential development in Koh Samui, involving Hong Kong and Macau investors and DFDL handled the tax structuring for the development that has approximately 70 villa units;

Assisting in a hotel acquisition in Pattaya valued in excess of USD 20 million and preparing the corporate structuring and corporate organizational documents for the overseas investment group;

Representing a Thai development company in negotiations with Hong Kong based investment groups for the development of a hotel and golf resort to be constructed in Chonburi;

#### Vietnam

Vietnamese investment group for negotiations with international hotel group for the management of a new hotel to be constructed in Phu Quoc.

### Languages:

	Speaking	Reading	Writing
ENGLISH	Excellent	Excellent	Excellent
THAI	Basic	Basic	Basic

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