

DEAL LIST: FOCUS ON GENERAL FOREIGN DIRECT INVESTMENT

REGIONAL DEAL LIST – FOCUS ON GENERAL FOREIGN DIRECT INVESTMENT

DFDL and/or the lawyers working with DFDL have the following experience:

Country	Project	Client	Description of project and MLG's/DFDL involvement
Cambodia	Acquisition of Hotel Cambodiana	<i>Royal Group of Companies</i>	Advised client, negotiated, drafted and acted on completion of multimillion dollar acquisition of entity which owns the Hotel Cambodiana.
Cambodia	Agriculture	<i>Charoeun Plantation</i>	Advised a Thai listed corporation on all aspects of the acquisition of a stake holding in a Cambodian company.
Cambodia	Air Traffic Control System	<i>Thomson CSF</i>	Advice related to BOT type supply and operation of Air Traffic Control System at Pochentong Airport, Phnom Penh, Cambodia.
Cambodia	Automobile	<i>Major Japanese Motor Vehicle Company</i>	Advised company on restructuring of its joint venture with a local partner.
Cambodia	Bank Governance	<i>World Bank</i>	Banking Governance – Drafting of a Manual Handbook on Boardroom Practices for Joint Stock Commercial Banks (“JSB”) Advising the SBV on the application of international bank governance practices to Vietnamese commercial banks. Responsible for drafting a Manual Handbook on Modern Boardroom Practices for Joint-stock Commercial Banks in Vietnam and providing relevant training. (2002)
Cambodia	Banking advice	<i>ANZ Royal Bank</i>	Adviser to ANZ Royal Bank on all legal matters. Bank commenced trading in August 2005, with branches nationwide within two years. First externally-linked multi-bank ATMs in Cambodia and first internet banking.
Cambodia	Banking institution	<i>Maruhan Japan Bank</i>	Advised the Bank in respect of its capital restructuring, its corporate governance and labor law related matters.
Cambodia	Banking transformation	<i>IFC, DEG, TRIODOS, FMO</i>	Lead Project Counsel for conversion of micro finance institution into a rural development bank. Advised on all aspects, including Business Purchase Agreement, shareholder and director liability asset.
Cambodia	BOT for renovation and operation of International Airport in Phnom	<i>Consortium of French, Malaysian and Cambodian investors (GTM Entrepouse,</i>	Provided full scope of legal advice for establishment, licensing and operation of BOT concession to renovate and manage the international airport in Phnom Penh, including baggage handling and real estate development

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	Penh	<i>Dumez, Muhibah Masteron, etc.)</i>	projects. Project value: USD 30M.
Cambodia	Cambodia Power Project: 60 MW IPP in Phnom Penh	<i>IFC, Opic, Korean Exim Bank</i>	Provided full scope of advice related to project as lead local project counsel, including Government payment guarantees, passage of law enforcing NY Convention, Implementation Agreement, Power Purchasing Agreement, Fuel Supply Agreement, Construction Agreement and related documents. Project value: USD 90M
Cambodia	Cam-Tai Power Project	<i>Taiwan Enterprise</i>	Provided full scope of advice related to project as lead local project counsel, including Government payment guarantees, electricity licensing, Implementation Agreement, Power Purchasing Agreement, Fuel Supply Agreement, Construction Agreement and related documents. Project value: USD 60-70M IPP in the region of Siem Reap.
Cambodia	Casino	<i>HK Company</i>	Advised a HK Company on all aspects of its joint venture with a local partner in the gaming sector.
Cambodia	Cement joint venture investment	<i>Siam Cement</i>	Investment in limestone mining venture and cement manufacturing facility in Kampot Province, Cambodia. Project value: USD 100M
Cambodia	Cement joint venture investment in Cambodia	<i>Siam City Cement (controlled by Holcim)</i>	Cement grinding and manufacturing facility in Sihanoukville Province, Cambodia. Value up to USD 40M
Cambodia	Cement Plant	<i>Holderbank (Holcim)</i>	Full scope of legal advice related to establishment and operation of cement plant in Southeastern Cambodia, including investment structuring, lease of site from government and various operational issues.
Cambodia	Cement Plant	<i>Malaysian Corporation</i>	Advised corporation in respect of its project of acquisition of cement plant in Cambodia, conduct due diligence.
Cambodia	Esso/Exxon Bid for Offshore exploration block	<i>Esso/Exxon</i>	Full scope of advice to client related to bid for offshore oil and gas exploration block.
Cambodia	Feedstock Project	<i>Sojitz Corporation, Japan</i>	Advised on all aspects of investment in a Chinese entity and its feedstock projects in Cambodia.
Cambodia	Fiber Optic Cable Project	<i>China Development Bank, China</i>	Advising on the financing aspects of the project financing of a fiber optic cable project in Cambodia.

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Cambodia	Food & Beverage	<i>SajiBumi Sdn</i>	Advised Malaysian based client and its partners in respect of their investment in the F&B business in Cambodia, preparing all corporate and contractual documentation in respect of their establishment (including sub contract agreement, shareholders agreement, management fees agreement, shareholder loans etc.).
Cambodia	Hotels	<i>International Hotel</i>	Advised the corporation on its investment in a 5 star hotel and casino.
Cambodia	Hydro-Electric Project	<i>China Huadian, China</i>	Advised on ISDA arrangements in connection with a hydro-electric project in Cambodia.
Cambodia	Investment Funds	<i>Devenco</i>	Advised the investment fund on all aspects of its agri-business joint venture.
Cambodia	IPP Operation & Management Contract	<i>GE International</i>	Provided advice related to operation and management contract for IPP.
Cambodia	Joint Venture for hotel development in Siem Reap	<i>Royal Group of Companies</i>	Advised client and negotiated with respect to all project agreements for the development of a luxury hotel.
Cambodia	Joint Venture for Integrated Community	<i>Ciputra</i>	Advised client and negotiated joint venture as local counsel in relation to the development of a multimillion dollar integrated community to be developed in Phnom Penh.
Cambodia	Joint Venture to establish international standard bank	<i>Royal Group</i>	Advised client in relation to the USD 18M joint venture with ANZ Banking Group to form ANZ Royal Bank (Cambodia) PLC, Cambodia's only international-standard bank.
Cambodia	Mineral Mining	<i>Brighton Mining/ Minerals, Western Australia</i>	Advising on various aspects of mineral mining concessions and projects in Cambodia.
Cambodia	Mineral Water	<i>Major European Company</i>	Advised the investor in all aspects of its investment in Cambodia, including conducting a due diligence on the project, prepared relevant documents in respect of the landholding company and the shareholders agreement (on-going).
Cambodia	MOECO Oil & Gas Exploration	<i>Mitsui Oil Exploration Co Ltd</i>	Advising on all aspects of the exploration works in an onshore project (ongoing).
Cambodia	Oil & Gas Exploration	<i>Chevron South Asia, Thailand</i>	Advising on various aspects of oil and gas block exploration and production arrangements (ongoing).

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Cambodia	Petroleum Retail Company	<i>Caltex Singapore</i>	Provided all legal advice and documents for establishment of largest petroleum retail company in Cambodia. 29 petrol stations, 8 convenience stores, oil terminal in port city and related projects. Caltex Cambodia Project value: USD 50M
Cambodia	Pharmaceutical Industry	<i>French Corporation</i>	Advised on the restructuring of the share capital of the Cambodian subsidiary, preparing shareholders agreement.
Cambodia	Purchase of Camintel	<i>AZ Communications</i>	Advised client, negotiated, drafted and acted on completion of multi-million dollar acquisition of 49% share of PT Indosat TBK in Camintel.
Cambodia	Purchase of Camshin	<i>Telecom Malaysia</i>	
Cambodia	Retail	<i>Artisans d'Angkor</i>	Advised the company in respect of the restructuring of its share capital.
Cambodia	Retail	<i>Luxembourg Investment Fund</i>	Advised the investment fund in respect of its financing project through a convertible loan agreement in a plush toys factory in Cambodia.
Cambodia	Rice mill	<i>CAV Private Equity</i>	Financing (equity finance) of a rice mill project. (2008 – Management Sdn Bhd 2009)
Cambodia	Telecoms Tower Infrastructure	<i>Independent Towers LLC, New York</i>	Advised on all aspects of telecommunications tower leasing infrastructure business in Cambodia, including restructuring of the group and the acquisition of telecommunications towers.
Cambodia	Transmission Line	<i>Thailand Enterprise</i>	Provided full scope of advice related to project as local counsel, including electricity licensing and investment structure. Project value: USD 20M IPP between Thailand and Cambodia.
Cambodia	Two IPP's	<i>Caterpillar International</i>	Provided advice on IPP, investment structuring, Power Purchase Agreement, Implementation Agreement, equipment supply contracts, etc for projects in to provinces of Cambodia. Project value: USD 5M to USD 15M each.
Cambodia	Two Provincial IPP's	<i>Global Technologies</i>	Provided advice on IPP, investment structuring, Power Support Sdn Bhd Purchase Agreement, Implementation Agreement, (Malaysian Company) equipment supply contracts, etc for projects in to provinces of Cambodia. Project value: USD 5 to USD 15M each.
Lao PDR	Lao Brewery – Disposal of shareholding	<i>The Government of Lao PDR</i>	Acting as adviser to the Government of Lao for the disposal of its shareholding in the country's brewery.

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Lao PDR	Lao Tobacco Company – Privatization	<i>The Government of Lao PDR</i>	Acting as adviser to Imperial tobacco for the privatization of the Lao tobacco monopoly.
Lao PDR	Plantation Agriculture	<i>Stora Enso</i>	Advised on all aspects of industrial tree plantation company formation in the Lao, including land concession negotiations with the Government (<i>USD 5M Investment</i>).
Myanmar	Aircraft sale	<i>Baker & McKenzie LLP (Chicago)</i>	A legal opinion and advice on the requirements of non-local sales representatives under the laws of Myanmar in connection with aircraft sale.
Myanmar	Regulatory compliance advice	<i>Western Union</i>	Advised on various legal aspects and regulatory compliance relating to a world-wide company.
Myanmar	Green Field Independent Power Project	<i>Independent power company</i>	Served as project counsel for a 6,000 MW hydropower plant in Myanmar, three hydropower projects in Lao PDR and a hydropower project in Cambodia. Responsible for the drafting and negotiation of all project documentation, including joint venture agreements, shareholder agreements, tariff memoranda of understanding, the power purchase agreements and all contractor arrangements, including the EPC and O&M agreements.
Myanmar	Myanmar (Madaya Island) - China (Yunnan) Crude Oil & Gas Pipeline (771 km)	<i>China National Petroleum Corporation (CNPC)/ CNPC, Myanmar's Ministry of Commerce</i>	Advised on the kick-off construction of the project with a total value of more than USD 2.5B. Additionally, advised on an agreement concerning exclusive operating rights for CNPC.
Myanmar	Myanmar Myitsone Chibwe dam	<i>Gezhouba Group</i>	Advised on the commencement of the second stage of construction of the hydropower dam.
Myanmar	Diversion tunnel construction of Baluchang 3 hydropower station	<i>Gezhouba Group, Myanmar Concrete Technology Company</i>	Advised on a dam project that won the contract, valued USD 21M, for tunnel construction.
Myanmar	Myanmar Yeywa Hydropower Station, main body of the roller-compacted concrete (RCC) dam completed	<i>Gezhouba Group/ Ministry of Electric Power (MEPE), China International Trust & Investment Co.,</i>	Advised on a hydropower contract (valued USD 126M) with the overall estimated cost of around USD 700M.

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<i>(CITIC) Sinohydro</i>			
Thailand	German Embassy in Bangkok	<i>Hammersmith</i>	Advised upon claims against the Republic of Germany arising out of non-payment for work performed in relation to the construction of the German Embassy in Bangkok.
Vietnam	Acquisition of a Foreign-invested Manufacturing Company	<i>French Investors</i>	Advising a group of French investors in acquiring a foreign-invested manufacturing company in northern Vietnam. Responsible for advising on legal issues relating to the acquisition and merger of the acquired company into another existing company; and drafting a share sale agreement. (2004)
Vietnam	International Investors – Development of Securities Investment Fund and Fund Management Company	<i>A Group of International Investors</i>	Development of Securities Investment Fund and Fund Management Company – Advising the client on a project for establishment and operation of a securities investment fund and a fund management company in Vietnam. Responsible for advising on possible structures for developing the project in Vietnam notably establishing a securities investment fund and a fund management company, and advising on mechanism for relevant offshore transactions, best tax scheme, and assisting the client on their negotiations with Vietnamese partners. (2006 – 2007)
Vietnam	Malaysian Investors – Foreign-invested Joint-venture Project	<i>Malaysian investors</i>	Development of a Manufacturing Foreign Invested Joint venture Project – Assisting a Malaysian Manufacturing Group (Listed) to set up a joint venture company with a Vietnamese State Corporation in northern Vietnam for manufacturing electrical equipment. Responsible for assisting in negotiation with potential Vietnamese partners; advising on legal options for setting the joint venture company; preparing joint venture MOU, joint venture agreement, company charter; preparing application dossier to apply for Investment License for the joint venture company. (2005 – 2006)