



DEAL LIST: FOCUS ON REAL ESTATE & CONSTRUCTION

May 2015

Excellence
Creativity
Trust

Since 1994

REGIONAL DEAL LIST – FOCUS ON REAL ESTATE & CONSTRUCTION

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

Country	Project	Client	Description of project and DFDL involvement
Cambodia	<i>Sale of a leading private school</i>	<i>Royal Group of Companies (Northbridge International School Cambodia)</i>	Assisted in the sale of a leading private school in Cambodia which is the first of its kind in Cambodia; being the sale of an education facility under a concession-like structure.
Cambodia	<i>Restructuring of the operations</i>	<i>Chevron International Pte Ltd</i>	Restructuring its extensive operations throughout Cambodia, involving verification of outstanding real estate issues, providing legal and tax advice on all phases of the project.
Cambodia	<i>Real estate project development</i>	<i>Urbanland Asia Investment</i>	Assisted in project implementation including the application of developer license, preparation of Sale and Purchase documentation for a project which will be governed by the new strata title regulations and titling procedures.
Cambodia	<i>Advice on land acquisition</i>	<i>A Real Estate Development Company</i>	Advised on mitigating risks related to the property acquisitions, assessed the associated risks, provided recommendations and facilitating a close collaboration with the government officials in a restrictive timeframe and a high project value at stake.
Cambodia	<i>Acquisition of majority shares in an economic land concession company</i>	<i>A listed company in Sri Lanka</i>	Assisted the buyer in the proposed acquisition of a majority stake in an economic land concession company in Cambodia for a rubber plantation. The transaction involved due diligence work and drafting and negotiating project transaction agreements.
Cambodia	<i>Construction entity license</i>	<i>CNBM Federal (Shanghai) Construction Co</i>	Assisted a large Chinese construction company for heavy industry, mainly cement factory construction, to establish its construction entity in Cambodia as well as to apply for its licensing requirement.
Cambodia	<i>Regional structuring</i>	<i>RMA</i>	Examined the current regional structure for RMA's food and hotel businesses in ASEAN and recommended revisions and restructurings. The engagement considered the client's long-term expansion plans in Cambodia, the Lao PDR and Myanmar.
Cambodia	<i>Factory Establishment in Cambodia, 100% foreign direct investment</i>	<i>Leading Manufacturer and Hardware Retailer In Australia</i>	Provided comprehensive legal and tax assistance in relation to the client's establishment of a factory in the Phnom Penh Special Economic Zone of Cambodia including advising on investment law, tax issues, financing, and labor law. DFDL assisted the client with the incorporation process, factory licensing, land lease, application for investment incentives, export license, among other things.

Country	Project	Client	Description of project and DFDL involvement
Cambodia	Acquisition	<i>AEON</i>	Advising on a new acquisition in Cambodia.
Cambodia	Acquisition of Hotel Cambodiana	<i>Royal Group of Companies</i>	Advised client, negotiated, drafted and acted on completion of multi-million dollar acquisition of entity which owns the Hotel Cambodiana.
Cambodia	Construction and Design Contract Termination and Arbitration	<i>JSM Indochina Ltd.</i>	Advised on and prepared terminations of twelve construction contracts, prepared arbitration claims, advised on the various disputes and defended claims.
Cambodia	Construction and Licensing	<i>VINCI</i>	Advising a multi-million dollar company on the establishment of a subsidiary, licensing and renovation of all Cambodia's airports.
Cambodia	Crossroad Capital	<i>Devenco</i>	Assisting client in structuring a multi-million dollar private equity fund and working with offshore counsels for the structuring of offshore companies and commercial contracts.
Cambodia	Development of a Special Economic Zone	<i>Manhattan Special Economic Zone</i>	Advised client and drafted form Land Sale and Purchase agreements and Long Term Lease Agreements for the client to sell and lease land within the Manhattan Special Economic Zone.
Cambodia	Due Diligence and Acquisition of Land Economic Concession	<i>Juhefa</i>	Effectuate a land due diligence for the purchase of shares in a local company, prepare the transfer procedures and agreements. Assist client in obtaining the necessary approvals from the Council for the Development of Cambodia.
Cambodia	Due Diligence for Public Listing on London Stock Exchange	<i>JSM Indochina Ltd.</i>	Effectuated and managed a legal due diligence on six subsidiary companies and five real estate development projects in Cambodia for the proposed listing of a USD 220M property fund on the London Stock Exchange. Drafted a legal due diligence report and legal opinion on the company and landholding structure and contributed to the prospectus. Collaborated with offshore investment bankers, counsel and auditors.
Cambodia	Embassy Headquarters Construction	<i>Australian Embassy</i>	Advised on and prepared construction permit application and drafted and reviewed all contracts related to the construction of the Embassy Headquarters.
Cambodia	Embassy Headquarters Construction	<i>United States Embassy</i>	Advised on and prepared construction permit application and drafted and reviewed all contracts related to the construction of the Embassy Headquarters.
Cambodia	FCC Restructuring	<i>RMA</i>	Restructuring of the Foreign Correspondents Club ownership in Siem Reap.
Cambodia	Financing and Refinancing of Raffles Hotel in Cambodia	<i>Colony Adviser and Fairmount</i>	Advised client and document secured financing of Raffles Hotels in Siem Reap and Phnom Penh. Drafted all local legal agreements.

Country	Project	Client	Description of project and DFDL involvement
Cambodia	Headquarters Construction	<i>European Commission</i>	Reviewed construction contracts for the design and construction of the Phnom Penh Headquarters.
Cambodia	Issuance of a Due Diligence report and Legal Opinion on Cambodian entities	<i>JSM Indochina Ltd.</i>	Issuance of a Due Diligence report and Legal Opinion on Cambodian entities, shares of which are to be acquired by JSM Indochina Properties Co. Ltd. Which is a subsidiary of JSM Indochina Ltd., a Cayman Islands registered company listed on the AIM London Stock Exchange as part of the listing of JSM Indochina Ltd. And to raise USD 220M for future land development investments in Cambodia and Vietnam.
Cambodia	Joint Venture and Land Purchase of a Special Economic Zone	<i>Japanese Investors</i>	Advised on, negotiated and drafted as local counsel, the Joint Venture Agreement and Land Sale and Purchase Agreement for a foreign investor to enter into a joint venture for the purchase and development of the Phnom Penh Special Economic Zone.
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 in Siem Reap.
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 multi-million dollar integrated community to be developed in Phnom Penh.
Cambodia	Joint Venture for Land Concession Project	<i>Cambodian Group</i>	Advised client and negotiated joint venture as local counsel in relation to the development of a multi-million dollar plantation project to be developed in Cambodia.
Cambodia	Land and Construction	<i>Chevron Cambodia</i>	Advised the company on land structuring, land use rights, construction permits, land acquisitions and sales.
Cambodia	Landholding Structures for Factory Development	<i>Long-term Concept International</i>	Assisting client to restructure a footwear factory expansion project in relation to the purchase of lands in Cambodia and securing ownership rights of the investors.
Cambodia	Lease	<i>Vattanac Properties</i>	Advising on all aspects of the lease transaction structuring.
Cambodia	Legal Opinion	<i>Société Concessionnaire de l'Aéroport (SCA)</i>	Co-authored legal opinion on draft legislation in relation to a USD 35M BOT for the renovation of Sihanoukville International Airport.

Country	Project	Client	Description of project and DFDL involvement
Cambodia	Long Term Lease of Koh Phous (Snake Island) and Hawaii Beach in Sihanoukville, Cambodia	<i>Koh Phous Investment Group Ltd. ("KPIG")</i>	Advised client in the drafting and negotiation with the Royal Government of Cambodia on the two long term leases for the island and beach front property on Hawaii Beach, whereby KPIG has the exclusive right to develop the island for tourism, the project for which is estimated to be a USD 300M dollar development project.
Cambodia	Major Office Renovation and Refurbishment	<i>Leading Local Business</i>	Negotiated and prepared all contracts related to a major office renovation, refitting and refurbishment and providing ongoing advice in relation to defects and retention monies.
Cambodia	Management of Five Major Real Estate Development Projects	<i>JSM Indochina Ltd.</i>	Provision of ongoing legal services and advice for the operation of the USD 220M property fund in relation to six subsidiary companies and the development, construction and sale of five major real estate development projects in Cambodia.
Cambodia	Memorandum on Economic Land Concessions	<i>Top Ten Largest Paper Manufacturer in the World</i>	Advised paper manufacturer on Economic Land Concessions in Cambodia.
Cambodia	Purchase of Land for Development of a Hotel Resort Complex	<i>Israeli Investors</i>	Represented the purchaser of land in Sihanoukville in a multi-million dollar purchase of land for development of a hotel resort complex.
Cambodia	Purchase of Land for Hotel Development in Siem Reap	<i>World Famous Luxury Boutique Hotel</i>	Conducted land due diligences, negotiated the purchase of land, drafted the escrow and sale purchase agreements, and performed a due diligence of government approvals issued for the conversion of state land to private land, the registration of the land under a Certificate of Title and the construction of a hotel.
Cambodia	Real Estate Development Projects	<i>JSM Indochina Ltd.</i>	Advised on the development and construction of five major real estate projects in Cambodia.
Cambodia	Registration with the Council for the Development of Cambodia	<i>JSM Indochina Ltd.</i>	Advised on and prepared the first simultaneous registration of three real estate development projects with the Council for the Development of Cambodia for tax incentives.
Cambodia	Restaurant and Hotel Construction	<i>Foreign Correspondent's Club Investors Group</i>	Reviewed construction contracts for the design and construction of several restaurants and boutique hotels in Phnom Penh and Siem Reap.
Cambodia	Sale of a Community Development Project	<i>Northbridge Communities Limited</i>	Represented Northbridge Communities Limited in the multi-million dollar sale of a community development project comprised of an international school, sporting facilities, single family homes and apartment buildings.
Cambodia	Song Saa Island Resort	<i>Brocon Investment</i>	Registration of an Island Lease and issuance of lease certificates. Assisting the developer for the drafting of villa sales contract and throughout the due

Country	Project	Client	Description of project and DFDL involvement
			diligence process undertaken by the potential investors. Advised on and prepared construction permit applications for construction of island resort complex.
Cambodia	Structuring of Second Priority Mortgage Financing	<i>Korean Investors</i>	Provide legal advice and assist client in relation to securing a USD 250M construction project by the way of a second priority mortgage and a share pledge.
Lao PDR	Advising on Land Issues	<i>Luxury hotel chain</i>	Advising luxury hotel chain (whose name cannot be disclosed for confidentiality reasons) on land issues in Laos.
Lao PDR	Due Diligence of Lao Construction Company	Tiong Seng Contractors Pte. Ltd.	Role of client: Shareholder. Conducted due diligence of a Lao construction company related to an IPO of Tiong Seng Contractors Pte. Ltd.
Lao PDR	Embassy Compound Land Exchange and Construction	United States of America Embassy at Vientiane, Lao PDR	Assisted in the review of the land exchange agreement for the US Embassy in Vientiane and advised on construction and zoning regulations. Client was the land recipient.
Lao PDR	Hongsa	Lenders	Role of client: Lender. Project value: USD 3.686B
Lao PDR	Hotel development	<i>Mekong View Hotel</i>	Advised on licenses and agreements in relation to establishment of hotel.
Lao PDR	Hotel Development	Thai Lender	Role of client: Lender. Advised on the key issues and drafted agreements related to financing of the construction of a hotel in Luang Prabang. Project value: USD 8M
Lao PDR	Nam Lik Power	China Development Bank	Role of client: Lender. Project value: USD 150M
Lao PDR	Nam Ngum 2	Thai Lenders and Contractor	Role of client: Lenders and contractor. Project value: USD 750M
Lao PDR	Nam Ngum 5	Export-Import Bank of China	Role of client: Lender. Project value: USD 200M
Lao PDR	Nam Theun 2	International Lenders and Thai Lenders	Role of client: Lenders. Project value: USD 1.2-1.5B
Lao PDR	Several Hydropower Projects	Several Project Lenders and/or the Project Company	Acted as local counsel; reviewed and advised on various key issues related to EPC, other construction contracts and construction-related environmental issues.
Lao PDR	Theun Hinboun and Theun Hinboun Expansion	Joint Venture company and lenders	Role of client: Project company and lenders. Project value: USD 500M and USD 600M.
Myanmar	Beach Resort M&A transaction	<i>Well-known Myanmar Leading Company</i>	Advice in connection with real estate project. (ongoing)
Myanmar	Development Project Yangon	<i>Confidential</i>	Advising on development of a mixed-use complex in Yangon. Phase 1 development comprises office

Country	Project	Client	Description of project and DFDL involvement
			space, hotel and apartment building and a residential tower, as well as retail space including underground car parking, sewage and waste water treatment plant, power supply, cooling system, fuel and gas storage location, firefighting systems, and security control systems. Phase 2 development will be comprised of the refurbishment of an existing building into an office tower.
Myanmar	<i>Due Diligence for future 5-star hotels</i>	<i>LP Holdings Co</i>	Advised client on due diligence report on some of the assets of the company, specifically two of their properties located in Yangon and Mandalay and which are intended to be future 5-star hotels.
Myanmar	<i>Establishment of project companies</i>	<i>Singapore-based property development company</i>	Advising a Singapore-based property development company on the establishment of several project companies in Myanmar, on tax matters related to property issues and in relation to the impact of the new Foreign Investment Law and FI Rules on the proposed development and construction businesses the client proposes to carry on in Myanmar (ongoing).
Myanmar	<i>Establishment of project company</i>	<i>Hong Kong-based property investor</i>	Advising a Hong Kong-based property investor on the establishment of a project company in Myanmar, on tax matters related to property issues, and on the drafting of joint venture agreements with local partners in accordance with the new Foreign Investment Law and FI Rules (ongoing).
Myanmar	<i>Hotel Development Project</i>	<i>Hotel Developer</i>	Drafting of lease agreement between the Hotel Developer (i.e. foreign investor) and its local partner with regards to the lease of a plot of land for the development of a luxury boutique hotel in Yangon. (DFDL's work is completed – Client is in the process of MIC application)
Myanmar	<i>Hotel Development Project</i>	<i>Singapore-based Real Estate Developer</i>	Advising Hotel Development Project in Ngapali in Myanmar. The legal advice related to the structuring of the investment and land title issues in particular. (Ongoing)
Myanmar	<i>Hotel Development Project</i>	<i>Thai Hotel Development Company</i>	Advising and applying for a MIC permit for a Thai Company, developing a luxury hotel (ranked as three stars and above) in Myanmar. (ongoing)
Myanmar	<i>Hotel Project in major Tourist destination</i>	<i>Confidential</i>	Advising on the implementation of a hotel project in in a major Myanmar tourist destination. The sponsors are a combination of international and Myanmar investors with financing coming from both on-shore and off-shore.
Myanmar	<i>Mandalay Airport Construction</i>	<i>Lender</i>	Representing the lender (Exim Bank) in respect of the construction of the Mandalay Airport.

Country	Project	Client	Description of project and DFDL involvement
Myanmar	Real Estate Development Project in Ngapali	<i>Singaporean-based property investor</i>	Advice in connection with the legal framework applicable to real estate investments in Myanmar. Drafting of lease agreements with regards to two plots of land in Ngapali. (ongoing)
Myanmar	Real estate projects and joint ventures	<i>Various client</i>	Advice in connection with real estate projects, and joint venture arrangements in the construction materials industry.
Myanmar	Well-known American Hospitality Brand Hotel Investment	<i>Financial Institutional Investor</i>	Advising in the framework of the hotel investment in Myanmar.
Thailand	Arbitration Against Building Owners	Thai Leighton	Acted in an arbitration against the owners of U-Chiu Liang building (HSBC) after claims for non-payment were made by Thai Leighton, the main contractor.
Thailand	Bangkok's Ring Road Project	Nishimatsu Construction	Advised in relation to the design and construction of Bangkok's Ring Road project. Back-end involvement.
Thailand	Bo Phut, Koh Samui	<i>Individual Investor</i>	Representing individuals who are purchasing long term leasehold interests and/or individual villas on this island project development.
Thailand	Condominium	<i>Mandala Condominium Ltd.</i>	Conducted due diligence on real estate (i.e. land); advised and conducted condominium license registration; drafted Condo Unit Sale-Purchase Agreement and other related agreements; conducted registrations.
Thailand	Condominium Complex Construction	Watson Property	Prepared construction contracts for the design and construction of a 300-room condominium complex in Phuket.
Thailand	Condominium Development	<i>Individual Investor</i>	Six condominium units scheduled for closing in the second half of year 2010 in Bangkok and Pattaya.
Thailand	Construction of High-Rise Office Tower	Jardine Schindler	Acted in an arbitration against finance one, claiming for non-payment under a contract for the construction of a high-rise office tower, which was to be Fin-One's headquarters.
Thailand	Cool Blue, Koh Samui	<i>Individual Investor</i>	Representing individuals who are purchasing long term leasehold interests and/or individual villas on this island project development.
Thailand	Design and construction of the Klong Dan Wastewater Treatment Facility	North West Water International	Advised upon liability and strategy following the discovery that former joint venture partners, had bid for and won the tender for the design and construction of the Klong Dan Wastewater treatment facility, one of the biggest corruption scandals ever in Thai and World Bank history, using North West Water as lead consultant. This involved liaising closely with the Thai Special Investigations Department and the Pollution Control Department.

Country	Project	Client	Description of project and DFDL involvement
			The case was highly political.
Thailand	Financing	<i>Investment Bank</i>	Advised and drafted mortgage agreement, and other related agreements; conducted land registration.
Thailand	German Embassy in Bangkok	Hammersmith	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.
Thailand	Himmipan, Koh Samui	<i>Individual Investor</i>	Representing individuals who are purchasing long term leasehold interests and/or individual villas on this island project development.
Thailand	Hotel	<i>Dara Artrium Hotel, Koh Samui</i>	Successfully represented developer client during settlement negotiations with foreign investor related to two high end villas.
Thailand	Hotel	<i>Group of private investors (Baan Mai Resort, Koh Lone)</i>	Advised client during negotiations related to purchase of full resort operation; prepared contractual documentation for transaction.
Thailand	Hotel	<i>Group of private investors (The Lawan Residence)</i>	Conducted corporate and accounting due diligence; assisted client during contract negotiations related to share purchase; advised on real estate matters.
Thailand	Hotel	<i>Private investor</i>	Represented client during contract negotiations related to investment in Marina project in Phuket.
Thailand	Hotel Development	<i>Lead European Hotel</i>	Conducted due diligence on real estate (i.e. land, construction); conducted comprehensive title opinion for First American Title Insurance; Advised and drafted Land Sale-Purchase Agreement, Lease Agreement, and other related agreements; conducted land registration.
Thailand	Hotel Development	<i>Worldwide luxury hotel</i>	Conducted due diligence on real estate (i.e. land, constructions); advised and drafted Land Lease Agreement; conducted land registration; advise and acting as appointee to obtain licenses (i.e. hotel license, restaurant license, etc.); advised on company structure.
Thailand	Hotel Refurbishment	Bovis Lend Lease (Thailand) Co., Ltd	Advised on bank guarantees and various contract formalities in relation to the 'construction' (refurbishment) of Metropolitan Hotel, Bangkok.
Thailand	ITO Joint Venture	ITO – Ital-Thai/Takanaka/Obayashi	Advising the joint venture main contractor Bangkok's Suvarnabhumi Airport (ITO – Ital-Thai/Takanaka/Obayashi) with respect to: <ul style="list-style-type: none"> a) Tendering and contractual formation; b) Certain claims against New Bangkok International Airport Company, for example, variation claims, Extension of Time Claims; and c) The possible termination of a sub-contractor

Country	Project	Client	Description of project and DFDL involvement
			responsible for the baggage handling system.
Thailand	<i>JV Contractor Claims</i>	Joint Venture Contractor	Advised JV Contractor on various claims against Thai Airways International (the employer) and obligations after a fire destroyed the 99% complete catering facility at Suvarnabhumi airport.
Thailand	<i>Land Purchase and Construction of Private Residences</i>	Confidential client	Advised High Net Worth Individual Clients upon the purchase of land in Thailand and the construction of private residences valued at THB 600M each.
Thailand	<i>Land Sale-Purchase</i>	<i>Worldwide Hotel Chain</i>	Conducted due diligence on real estate (i.e. land); advised and drafted Land Sale-Purchase Agreement; conducted land registration.
Thailand	<i>Maenam Hills, Koh Samui</i>	<i>Individual Investor</i>	Representing individuals who are purchasing long term leasehold interests and/or individual villas on this island project development.
Thailand	<i>Mission Health Food Company – Pathum Thani Facility</i>	Mission Health Food Company	Drafted and advised upon contract formation using an Australian Standards (as4300) form of contract for the design and construction of a new factory installation worth approximately THB 30M.
Thailand	<i>Property Development</i>	<i>5 star developers</i>	Samui office represents several 5-star developers, Beach Republic, Mandalay Samui, and Samui Luxury Villas.
Thailand	<i>Property Development</i>	<i>Real estate developers</i>	Provide special expertise and tax and corporate structure for investors, recent projects including The Breakers, Villa Santi, Loch Palm Golf Course, Laguna Residences and Richmond Residences.
Thailand	<i>Real Estate Project in Jomtien</i>	Hvidsten Co., Ltd.	Advised upon all aspects of the development of a THB 10B real estate project in Jomtien.
Thailand	<i>Real estate Refinance</i>	<i>Port of Authority Thailand</i>	Advised Port of Authority as a legal counsel in the team of advisers for Klong Toey real estate development plan.
Thailand	<i>Real Estate Settlement</i>	<i>Wisepower</i>	Represent the developer to seek appropriate settlement when the development reaches the phase of delay in project completion.
Thailand	<i>Residential Resort Development</i>	<i>Villaguna Residence & Spa</i>	Advised on corporate structure and tax implications. Drafted Land Lease Agreement, Construction Agreement, Maintenance Agreement, Rental Scheme Agreement and other related agreements; conducted land registration.
Thailand	<i>Residential Villa Developments</i>	<i>Private investors</i>	Represented several private purchasers of villas in Phuket with an investment volume of THB 50M or more.
Thailand	<i>Residential Villa Developments</i>	<i>Thai Ocean Estates Ltd</i>	Advised on corporate structure and tax implications for several development projects. Drafted Land Lease Agreement, Construction Agreement, Service Agreement and other related agreements; contract

Country	Project	Client	Description of project and DFDL involvement
			negotiations with client's customers; conveyances.
Thailand	Wastewater Collection Network and Treatment Facility	United Utilities Group PLC	Parent company of North West Water International Co., Ltd., a UK company, who for a time, was a member of a consortium contracted to design and construct a wastewater collection network and treatment facility in central Bangkok. Engaged in arbitrations with approximately 26 subcontractors and against the Bangkok Metropolitan Administration worth approximately THB 10B. Arbitrations against sub-contractors were resolved, the main arbitration is still ongoing to this day.
Thailand	Yannawa Wastewater Treatment Facility	Samsung-Lotte-CEC consortium	Advised Samsung-Lotte-CEC consortium on certain claims against the Bangkok Metropolitan Administration arising out of non-payment for variations and delay costs incurred in the design and construction of Bangkok's Yannawa wastewater Treatment facility and associated collection network.
Vietnam	Acquisition of a Large Property in Ho Chi Minh City	French Investment Fund	Advised client and undertook a full due diligence for the acquisition of a multi-million property in Ho Chi Minh City.
Vietnam	Acquisition of a majority stake in hotels and resorts' company	A SEA regional real estate investment fund	DFDL assisted a SEA regional real estate investment fund, in its proposed acquisition of a majority stake in a listed company in Vietnam whose main assets are hotels and resorts at premium locations.
Vietnam	Assignment of a real estate project	Hong Kong Investor	Advising on a transaction for transferring a multi-USD million real estate project (hotel, resort and villas for lease/sale) in Phu Quoc Island, Vietnam. Representing the seller and responsible for coordinating the due diligence with the buyer, liaising with the land and other authorities and negotiation of share transfer agreement.
Vietnam	Assisting on Lease Negotiation	Rolls Royce	Advised client on the lease of their premises in Hanoi.
Vietnam	Establishment of hotel management company and negotiation of hotel management contracts	Singapore based hotel and resort management group	Incorporation of a 100% foreign owned subsidiary in Vietnam to carry out hospitality management services business in Vietnam and negotiation of hotel management contracts.
Vietnam	Golf Course, Hotel, Casino and Villas Project	Malaysian Investors	Advised client as local counsel in relation to the development of a multi-million dollar integrated golf course, casino, hotel and villas project on the Vietnamese-Cambodian border.
Vietnam	Land Due Diligence	Individual person	Conducting a due diligence on a land plot for development of a resort located in Phan Thiet, Binh Thuan Province. Responsible for conducting a land due diligence and submitting a due diligence report.

Country	Project	Client	Description of project and DFDL involvement
Vietnam	LBO of group of resorts and hotels	<i>Management of a group of resorts and hotels in Vietnam and other SEA countries</i>	Advising and assisting the managers in the negotiation of a proposed Leverage Buyout with the owners of the group.
Vietnam	Lease Negotiation	<i>Nokia</i>	Assisting on lease negotiation.
Vietnam	Negotiation of hotel and resort management service contracts	<i>Victoria Hotels and Resorts</i>	Drafting and assisting Electricité et Eaux de Madagascar in the negotiation of hotel and resort management service contracts for a series of its four-star resorts under Victoria brand in Vietnam.
Vietnam	Negotiation of hotel management service contracts	<i>Accor</i>	Drafting and assisting Accor in the negotiation of hotel management service contracts for Novotel Mercure Ha Long Hotel and Sofitel Vinpearl Land.
Vietnam	Rectification of land nominee arrangements	<i>Luxury resort operator in Phu Quoc Island</i>	Assisting a luxury resort foreign operator in Phu Quoc in the rectification of its corporate and land nominee arrangements.
Vietnam	Resort management service contract	<i>Vietnamese developer using Intercontinental brand</i>	Advising a Vietnamese developer in the negotiation of a hotel and resort management service contract with IHG-InterContinental Hotels Group (Singapore) for management of the operations of a 5-star resort hotel in Hoi An City, Quang Nam Province, Vietnam.
Vietnam	Resorts selling in Vietnam	<i>Vietnam Hotel Projekt B.V</i>	Sale of three resorts located in Vietnam.
Vietnam	Re-structuring of ownership of a real estate project	<i>Owner of a project for development of beach hotel, resort and properties for lease/sale</i>	Advising on restructuring (legal and tax) of ownership of project companies which are licensed to and/or participate in ownership and development of a project for development of beach hotel, resort and properties for lease/sale located in Hoi An, Quang Nam Province. Responsible for advising on restructuring options with both legal and tax implications, land-related issues, sale of properties and assisting in implementing the restructuring.
Vietnam	Sale of group of resorts	<i>European investment group</i>	Assisting a European investment group in the exit of its investment in a chain of 5-star resorts in Vietnam.
Vietnam	Sale of Hoi An and Quy Nhon Life Resorts	<i>IBUS</i>	DFDL assisted IBUS, a European investment group, in the sale of several hotels and resorts in Vietnam branded Life Resorts to MHG International Holding.
Vietnam	Several Acquisitions and Leases on Properties in Vietnam	<i>JSM Indochina Properties Co. Ltd</i>	Advice, negotiations and due diligence on several acquisitions and leases on properties to be acquired by JSM Indochina Properties Co. Ltd. Which is a subsidiary of JSM Indochina Ltd., a Cayman Islands registered company listed on the AIM London Stock Exchange as part of the listing of JSM Indochina Ltd. And to raise USD 220M for future land development investments in Cambodia and Vietnam.