

## **DEAL LIST: FOCUS ON TECHNICAL ASSISTANCE**

December 2014

## REGIONAL DEAL LIST – FOCUS ON TECHNICAL ASSISTANCE

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

Country	Project	Client	Description of project and DFDL involvement
<b>Mekong Region</b>			
Cambodia	<b><i>Asian Development Bank – Support for PPP</i></b>	<i>Asian Development Bank</i>	Provide inputs, as national consultant, for developing the recommended policy, legal and regulatory framework and implementing guidelines and circulars for the proposed framework for PPPs in Cambodia.
Cambodia	<b><i>Asian Development Bank Project</i></b>	<i>Ministry of Commerce of Cambodia</i>	Advised the RGC in a Asian Development Bank project to assist the RGC draft a new law on commercial contracts to supplement the Civil Code provisions with regard to contract law and drafting implementing regulations (sub decree and Prakas) to accompany the draft law.
Cambodia	<b><i>Assistance in the Set-up of the Accounting System &amp; Framework</i></b>	<i>AusAid &amp; Cardno Acil</i>	Advice and oversight over the implementation of an adequate administration and organization model with an adequate accounting and reporting framework to assist the AQIP Seed Center project (which produces rice seeds) in its transition from an AusAid funded project to becoming a self-sustaining privately owned enterprise.
Cambodia	<b><i>Cambodian Regulatory Strategies for the Development of the Electricity Distribution Market</i></b>	<i>World Bank</i>	Retained to assist the Electricity Authority of Cambodia to develop a workable, financially feasible strategy to achieve government specified rural electrification objectives regarding the percentages of villages that are to be able to receive grid equivalent supplies of electric power within specified periods of time.
Cambodia	<b><i>Capacity Building for SME Development</i></b>	<i>Asia Development Bank</i>	Advisory support and work with the Ministry of Industry Mines & Energy, in close collaboration with the National Accounting Council, to promote the development of Small and Medium Sized Enterprises in Cambodia through the streamlining of the registration process and facilitation of access to finance through the creation of tools for Financial Reporting for SME and efforts towards implementing an acceptable leasing framework.
Cambodia	<b><i>Drafting of a Regulation on Cooperative Micro</i></b>	<i>Microfinance Organization with support from</i>	Definition of the status, organization and functioning of Cooperative Micro Finance Institutions in Cambodia as to regulate their

Country	Project	Client	Description of project and DFDL involvement
	<b><i>Finance Institutions in Cambodia</i></b>	<i>international organizations</i>	establishment and activities.
Cambodia	<b><i>Drafting of the New Commercial Contract Law</i></b>	<i>Asian Development Bank</i>	Assisting the Royal Government of Cambodia for the drafting of the New Law on Commercial Contracts in order to provide new types of specific contracts to be used by merchants in Cambodia (ongoing).
Cambodia	<b><i>Enhancing Effective Regulation of Water and Energy Infrastructure and Utility Services for Cambodia and Laos</i></b>	<i>Asian Development Bank</i>	Carrying out an in-depth investigation on Cambodia's and Laos' water and energy sectors in order to collect and analyze information needed for ADB's RETA project (Regional Technical Assistance Enhancing Effective Regulation of Water and Energy Infrastructure and Utility Services) in Southeast Asian countries in order to improve the implementation of water and energy sector initiatives by identifying institutional and technical factors that influence the effectiveness of water and energy regulation.
Cambodia	<b><i>GRET – Rural Irrigation Sector</i></b>	<i>Agence Française de Développement</i>	Advised the GRET to assist in defining and implementing the legal framework in the rural irrigation sector, notably in the drafting of various implementing regulations for the water irrigation sector.
Cambodia	<b><i>Institutional Modeling and Governance Structure – Better Factories Program</i></b>	<i>IFC/MPDF</i>	Assistance for the transformation of the factory monitoring and remediation project into a self-funding and independently managed Cambodian entity. DFDL provided options for institutional modeling and governance structure for a new entity, including legal and tax implications of the different institutional models proposed.
Cambodia	<b><i>Power Reform Assistance for MIME</i></b>	<i>World Bank (PPIAF)</i>	Advised the RGC in a World Bank project to assist the RGC in defining and implementing power sector reform, notably the structuring and the detailed drafting of the Sub-Decree on the Private Participation in the Electricity Sector and Procurement Guidelines for the electricity sector.
Cambodia	<b><i>Public-Private Infrastructure</i></b>	<i>World Bank (PPIAF)</i>	Advised the RGC in a World Bank project to assist the RGC in defining and implementing private participation in infrastructure project, notably the structuring and detailed drafting the Law Concessions and the Sub-Decree

Country	Project	Client	Description of project and DFDL involvement
			implementing the Law on Concessions.
Cambodia	<b>Road Law Assistance for MPWT</b>	World Bank	Advised the RGC in a World Bank project to assist the RGC in the detailed drafting of the Road Law and various Sub-Decrees implementing the Road Law, notably the establishment of a Road Board and Road Fund.
Cambodia	<b>Rural Water Sector</b>	Agence Française de Développement	Advised the Royal Government of Cambodia (the “RGC”) in an AFD project to assist the RGC in defining and implementing the water sector policy in rural areas, notably by analyzing the legal framework and proposing institutional structures to implement such policy.
Cambodia	<b>Technical Assistance Program on the implementation of a Notary Public System in Cambodia</b>	French Cooperation Agency	Advised the Royal Government of Cambodia on the implementation of a Notary Public System in Cambodia, through drafting a Statute of Notary Public and a training program for students.
Cambodia	<b>Update of the Regulation on Credit Bureau and Reporting System</b>	IFC	Produced a draft Prakas for the establishment and functioning of credit reporting systems in Cambodia and advised on the necessity of drafting a Prakas for the establishment of a dedicated unit within the National Bank of Cambodia to oversee credit reporting activities.
Cambodia	<b>World Bank Funded Assistance to Support Reform and the Development of Comprehensive Laws for the Power Sector, Cambodia</b>	World Bank	Assisted the Ministry of Industry Mines & Energy on developing comprehensive legislation for the regulation of the Cambodian Power Sector and the corporatization of the Electricity Authority of Cambodia. Work included preparing first and second drafts of the laws that ultimately were enacted as the Royal Decree dated 9 March 1996 (created the Electricité du Cambodge) and the Electricity Law of 2001 (created the Electricity Authority of Cambodia (EAC) as the independent regulatory institution for the power sector). (1994-1995).
Cambodia	<b>World Bank Project – Legislative Reform for WTO</b>	Ministry of Commerce of Cambodia	As international legal adviser, advised the Ministry of Commerce on the required legislative reform in the light of accession of Cambodia to WTO membership. Notably, advised on the necessary legal reform in the financial sector.
Lao PDR	<b>Enhancing Effective</b>	Asian Development	Assisting in the

Country	Project	Client	Description of project and DFDL involvement
	<b>Regulation of Energy Infrastructure and Utility Services</b>	<i>Bank</i>	(i) collection of data and identification of legal and institutional barriers to effective regulation of the energy and water sectors in the Greater Mekong sub-region;  (ii) formulation of recommendations for enhancing regulatory effectiveness in the energy and water sectors in GMS countries.
Lao PDR	<b>Micro-Finance Institutions</b>	<i>The Government of Lao PDR</i>	Advised the Lao Government with IRAM, a French Institution, on the development of the legal framework for micro-finance institutions in Lao PDR.
Vietnam	<b>Bank of Vietnam – State Securities Commission – SCERD – Corporatization and Corporate Governance</b>	<i>Asian Development Bank</i>	The project concerned the improvement of corporate governance practices for equitized State Owned Enterprises and joint stock banks. Under the project a Code of Best Practice in Corporate Governance for Vietnam was developed and a model Charter for joint-stock companies and joint stock banks. Extensive advising and training was provided to senior management, CEO and members of board of directors of banks on the model Charter, best practices in corporate governance and, role and duties of members of board of directors.
Vietnam	<b>Danida/SIRED Project – Reform of State-owned Enterprises</b>	<i>Ministry of Fisheries</i>	As main consultant and team leader, provided training in Hanoi, Ho Chi Minh City and Danang to Senior Management, members of Board of Directors and members of Supervisory Board on best practices in Corporate Governance for recently equitized State-owned enterprises in the seafood industry.
Vietnam	<b>European Union Project</b>	<i>Ministry of Planning and Investment of Vietnam - Reform of Mortgage Regulations</i>	Advised the Ministry of Planning and Investment on mortgage and pledge regulation for two months. The project included a seminar to present the final recommendations (70 participants).
Vietnam	<b>European Union Project</b>	<i>Securities Commission of Vietnam - Investment Funds Regulations</i>	In close cooperation with experts of the State Securities Commission, revision in detail of implementing regulations.

Country	Project	Client	Description of project and DFDL involvement
Vietnam	<b><i>Preparation of Power Sector Licenses for Vietnam</i></b>	<i>World Bank</i>	World Bank Funded Project to assist in Preparation of Power Sector Licenses for Vietnam. Advised the Electricity Regulatory Authority of Vietnam regarding the preparation and drafting of the licenses required to be issued to all power sector entities by the new Electricity Law, most notably the licenses for generation, transmission, bulk power supply and distribution and retail power supply. Conducted two workshops presenting the content of each type of power sector license mandated and/or contemplated by the Electricity Law of 2004 and the applicable subsidiary laws, decrees, rules and regulations and justifications for such content. (2006-2008)
Vietnam	<b><i>Prepare Plan for Implementation of Competitive Generation Market and Structured Competitive Wholesale Markets, Vietnam</i></b>	<i>World Bank</i>	<p>Served as the international legal expert on the team of consultants retained to</p> <ul style="list-style-type: none"> <li>(i) provide the Electricity Regulatory Authority of Vietnam expertise regarding power system operations, power markets, the regulation of power markets and Vietnam commercial law</li> <li>(ii) assist the Electricity Regulatory Authority of Vietnam to implement first the competitive generation market and second the competitive wholes power market mandated by Vietnamese law.</li> </ul> <p>More specifically the consultant team provided recommendations regarding the</p> <ul style="list-style-type: none"> <li>(i) general structure of the Vietnamese power sector that is required to establish a competitive generation market,</li> <li>(ii) design aspects of a structured competitive generation market, and</li> <li>(iii) the fundamental features of an effective regulatory framework for a competitive generation and wholesale markets. (2007)</li> </ul>
Vietnam	<b><i>World Bank Project</i></b>	<i>State Bank of Vietnam- Bank Corporate Governance</i>	Advised the State Bank of Vietnam in the drafting of a manual handbook for members of the Board of Directors of joint stock banks. Provided a detailed report on the assessment of the banking legal framework in relation to corporate governance. In collaboration with the

Country	Project	Client	Description of project and DFDL involvement
Vietnam	<b>World Bank Project – Banking Reform</b>	<i>State Bank of Vietnam</i>	<p>Banking and Non-Banking Department of the State Bank of Vietnam, extensive training was provided to members of board of directors and senior management of joint stock banks as well as for State Bank of Vietnam officials.</p> <p>As project coordinator, advised the State Bank of Vietnam on various issues in relation to legal aspects of the Banking Reform for the duration of the six months project. More precisely, advised in details on legal aspects concerning Charter of State Owned Banks and Joint Stock Banks, notably on necessary amendments of and compliance with Vietnamese regulations.</p>
<b>Regional</b>			
Cambodia, Indonesia, Lao PDR, Thailand and Vietnam	<b>Private Financing Advisory Network – Asia (PFAN-Asia) Program</b>	<b>USAID/Deloitte</b>	<p>Advising the client as local counsel to determine, <i>inter alia</i>, the direction, activities and priorities for the PFAN-Asia Program, including research and contributions on the current state of clean energy finance in the region, consultations with key stakeholders throughout the region, identification of pitfalls and opportunities and contribution/participation to specialized workshops. (2013-14)</p>
Southeast Asia	<b>Facilitate Regional Power Trade and Environmentally Sustainable Development of Electricity Infrastructures in the GMS</b>	<i>Asia Development Bank</i>	<p>Served as the lawyer for the team of consultants which assisted representatives of GMS countries to identify the institutional, contractual regulatory and legal reforms required to promote regional power trading between and the coordinated development of regional transmission interconnections between and among Southern China, Myanmar, Thailand, the Lao PDR, Vietnam and Cambodia.</p> <p>Assisting in the</p> <ul style="list-style-type: none"> <li>(i) identification of legal and institutional barriers to increasing power trading among the participants in the power sectors of the countries comprising the Greater Mekong Sub-region; and</li> <li>(ii) formulation of recommendations for increasing power trading between and promoting competition among the power sectors of the GMS countries. (2008-2009)</li> </ul>