All Roads Lead to Myanmar
Amcham event - Introduction
Ho Chi Minh City, Vietnam
08 May 2013
What makes us unique?

“We are pioneers in emerging markets”

Our Strategy

Not “Go Where our Clients Go”, BUT “Go BEFORE you Go”.
DFDL reach

From Southeast Asia to the Middle East

COUNTRIES WITH DFDL OFFICES

BANGLADESH | CAMBODIA | INDONESIA* | LAO PDR | MYANMAR | SINGAPORE | THAILAND | VIETNAM

* In exclusive association with Mataram Partners
## Facts & Figures

### DFDL People
- 250 staff
- 120 + advisers
- 10 regional partners
- 5 country partners

### International Presence
- Established in 1994 in the Mekong region
- 8 countries:
  - Bangladesh
  - Cambodia
  - Indonesia*
  - Myanmar
  - Laos
  - Singapore
  - Thailand and
  - Vietnam
- 11 offices:
  - Dhaka, Phnom Penh,
  - Jakarta*, Yangon, Vientiane,
  - Bangkok, Koh Samui, Phuket
  - Hanoi, Ho Chi Minh City,
  - Singapore

### Capabilities
- Full-service Legal & Tax services firm
- Extensive experience of local business cultures
- Advisers with international experience
- Core expertises:
  - Banking & Finance
  - Energy, Mining & Infrastructure
  - Real Estate
  - M&A
  - Corporate & Commercial
  - Tax & Customs
  - Senior local and international laws capacities

*In exclusive association with Mataram Partners*
## DFDL Organization

### BUSINESS UNITS
- **BANGLADESH**: Dhaka
- **CAMBODIA**: Phnom Penh
- **INDONESIA**: Jakarta
- **LAOS**: Vientiane
- **MYANMAR**: Yangon, Naypyidaw
- **SINGAPORE**: Singapore
- **THAILAND**: Bangkok, Phuket, Samui
- **VIETNAM**: Hanoi, Ho Chi Minh City

### REGIONAL PRACTICE GROUPS
- **Corporate & Commercial**
- **Mergers & Acquisitions**
- **Energy, Mining & Infrastructure**
- **Real Estate**
- **Tax & Customs**

### ASIAN DESKS
- **China Desk**
- **India Desk**
- **Japan Desk**
An award winning practice

2013 Myanmar Law Firm of the Year (IFLR, 2013)

2013 Asia Mena Counsel
Awarded Project Finance Deal of the Year
(Xayaburi Hydro Power Project)

2013 IFLR
Awarded National Firm of the Year for Myanmar

2013 The Legal 500
Ranked Tier 1 for Tax in Vietnam

2012 Chambers & Partners
Ranked Tier 1 for General Business Law in Myanmar
Ranked Tier 1 for General Business Law in Cambodia
Ranked Tier 1 for General Business Law in Lao

2012 The Legal 500
Ranked Tier 1 for Tax in Vietnam

2011 Leading PE & VC law firm
Awarded leading Private Equity and Venture Capital law firm in a survey by Asian Legal Business

2011 Project Finance Deal of the Year, ALB
Awarded project finance deal of the year for the USD 2.7B Hongsa Mine-Mouth Power Project, which was the largest Thai project financing syndication and first thermal power project in Lao PDR

2011 IPP Financial Advisers Award SE Asia Deal of the Year, ALB
Awarded IPP Financial Advisers South East Asia deal of the year for the Hongsa Mine-Mouth Power Project by Asian Legal Business

2011 Corporate Tax Law firm of the Year, Vietnam, Lawyer Monthly
Awarded Corporate Tax Law firm of the Year in Vietnam

2011 ASIAN-MENA Counsel Deals of the Year
Mentioned in Deals of the Year for advising the Vietnam Ministry of Industry and Trade on the JAKS Resources Berhad's Malaysia-China-Vietnam energy Project (value USD 2B)

2011 Tax Law firm of the Year, Vietnam, Finance Monthly
Awarded Tax Law firm of the Year in Vietnam

2011 Hottest Hundred Lawyers of 2011
David Doran mentioned as one of the hottest hundred lawyers of 2011 by Asian Legal Business

2011 Chambers & Partners
Ranked Tier 1 for General Business Law in Myanmar
Ranked Tier 1 for General Business Law in Cambodia
Ranked Tier 1 for General Business Law in Lao

2011 The Legal 500
Ranked Tier 1 for Tax in Vietnam

2011 The Legal 500
Ranked Tier 1 for General Business Law in Cambodia

2010 Asian Legal Business Hot 100, The Strategists
DFDL in the Asian Legal Business Hot 100 with the caption "An ASEAN heavyweight in the making?"
Legal Rankings

Tier 1 for General Business Law in Myanmar
Tier 1 for General Business Law in Cambodia
Tier 1 for General Business Law in Lao

IFLR 2013
Tier 1 for Financial & Corporate in Myanmar

Tier 1 for Tax in Vietnam
DFDL’s Latest Publications

THE TAX POCKET GUIDE TO INVESTING IN MYANMAR

REAL ESTATE INVESTMENT GUIDE

2013 EDITION
Vietnam Profile

Key facts

- Advised clients on Vietnam since 1995
- Officially founded in 2006
- 2 offices: Hanoi, Ho Chi Minh City
- 2 regional partners
- 3 local partners
- 20 legal and tax advisers
Thank You

Jérôme Buzenet

Partner,
Managing Director, Vietnam

jerome.buzenet@dfdl.com
+84 912 951 049
Excellence · Creativity · Trust
Since 1994