



Pioneers in the frontier markets of Asia

A unique vision

DFDL was established in 1994 and founded on a unique vision: to create an integrated legal, tax and investment advisory firm, with in-depth knowledge of the jurisdictions where we are based to provide tailored, efficient and practical services across our core areas of expertise.

Our integrated and expanding network of 13 offices and affiliated firms throughout 9 countries in Asia stands as a testament to these goals.

DFDL French Desk

DFDL's French Desk is comprised of internationally qualified native French speaking professionals with specializations and expertise across the full range of legal and tax services that DFDL offers to companies wishing to enter or already operating in South and South-East Asian markets.

With longstanding and far-reaching experience in foreign direct investment, DFDL has been able to guide and assist a diverse array of French and European companies, from multinational corporations to SMEs, and NGOs, in their international expansion efforts across ASEAN and beyond.

Our assistance encompasses the full suite of services that are essential to investors in Asia, whether they involve corporate & commercial matters, complex cross-border transactions, mergers and acquisitions, banking and finance, energy mining and infrastructure, employment and more.

In our core jurisdictions, we have at least one resident member of the French Desk, fully fluent in French, who can serve as your dedicated point of contact. With comprehensive knowledge of the local regulatory and legal environment, each stands ready and equipped to advise, assist, and support you on legal and tax matters specific to the country or on complicated multi-jurisdictional matters as the challenges duly demand.

DFDL across Asia and beyond

With a diverse complement of over 150 local and foreign lawyers and advisers working within Asia, we provide versatile tax and legal services in a language that you understand. These services include:

- Banking, Finance and Technology
- Compliance and Investigations
- Corporate, Mergers and Acquisitions
- Employment
- Energy, Mining and Infrastructure
- Real Estate and Construction
- Taxation and Accounting

Since its foundation, DFDL has acquired an outstanding reputation for providing integrated and solution-oriented legal and tax services to establish, structure and protect our clients' business interests in dynamic and challenging markets. DFDL is also actively involved in developing the legal and regulatory environments of the frontier markets in which we operate.



In Cambodia, DFDL works in commercial cooperation with Sarin & Associates.

In Indonesia, DFDL works in association with Mataram Partners.

DFDL collaborates with Philippine law firm, Ocampo & Suralva Law Offices for local legal advice.

DFDL in Singapore is qualified as a foreign law practice and is not licensed to practice Singapore law.

Insight and Expertise

A dedicated focus on Asia served by regional practice groups

To better serve our clients’ business needs, DFDL is organized in practice groups that operate across our offices. These fields of practice reflect our core areas of technical expertise along with the major industry sectors that we specialize in.

DFDL									
									
<ul style="list-style-type: none"> • 9 countries • 13 offices 	Bangladesh	Cambodia*	Indonesia*	Lao PDR	Myanmar	Philippines*	ASEAN Desk	Thailand	Vietnam
	Dhaka	Phnom Penh	Jakarta	Vientiane	Yangon Naypyidaw	Manila	Singapore	Bangkok Phuket Samui	Hanoi Ho Chi Minh City
<ul style="list-style-type: none"> • 7 Regional Practice Groups 	Banking, Finance and Technology								
	Compliance and Investigations								
	Corporate, Mergers and Acquisitions								
	Employment								
	Energy, Mining and Infrastructure								
	Real Estate and Construction								
	Taxation and Accounting								
<ul style="list-style-type: none"> • 4 Desks 	China Desk		French Desk		India Desk		Japan Desk		

*DFDL collaborating firms

Outcome-oriented from conception to completion

Whether you need legal assistance or tax advice on one aspect of a deal, or a step-by-step approach from conceptualization to completion, our advisers will guide you through every stage of the process. The services we offer during the investment phase include:

- At the initial stages of an investment:**
- Legal opinion on local law and procedures;
 - Legal due diligence on project and financing documentation;
 - Advice on business or project license requirements and the procurement thereof;
 - Joint-venture negotiations, formation and agreements;
 - Incorporation and registration of companies;
 - Assistance with legal aspects of financing and banking;
 - Identification of major tax issues that will affect future investments; and
 - Structuring investments to minimize unnecessary tax exposure and consequences.

- Throughout the course of an investment we offer:**
- Advice on labor law, employment contracts and related matters;
 - Securing ownership, leases, titles, registration of land;
 - Registration and protection of intellectual property;
 - Corporate governance;
 - Alternative dispute resolution;
 - Contractual and other commercial matters;
 - Comprehensive and integrated tax planning advice;
 - International taxation and agreements, customs duties;
 - Free trade advisory; and
 - Litigation and tax arbitration.

Experience

The DFDL French Desk has been involved in numerous major projects for French clients among others.

Significant engagements include:

- In Cambodia and Myanmar, advising **one of the world largest beauty and cosmetics group (French)** on customs duties, retail outlets, ASEAN free trade agreement implications, ATIGA implications and tax structuring of its supply chain through various ASEAN states (advice on market entry, distribution, licensing for retail activities and the tax implications of its supply model).
- In Vietnam, advising **French electric utility company**, as one of the sponsors, in relation to a gas power project worth approximately USD 400 million. As local counsel, DFDL was responsible for advising the sponsor throughout negotiations with the lenders in relation to the project financing and for advising the Vietnamese authorities in relation to formation and implementation of the project.
- In Cambodia, advising **French global leader in airports concessions** on Cambodia Airport extensions involving development concessions in Phnom Penh, Siem Reap and Sihanoukville, in regard to the extension and renovation work of the airport, principally on the concession agreement and land use rights relevant to the airport infrastructure.
- In Cambodia, advising **French development financial institution** on all Cambodian legal aspects of the loan documentation, including performance of a full due diligence and advising on the recommended security structuring for the loan. This involved drafting the Cambodian law governed security documents and issuing a legal opinion on the validity of the loan.
- In Thailand, providing regulatory advice on certain **international healthcare insurance products (French)**. This included Myanmar insurance offerings where certain functions of the Myanmar business operations were delegated to third party Thai contractors.
- In Vietnam, advising **French leading green electricity provider** and the target company, solar power project being developed in Binh Dinh province, on their financing and security arrangements with the Bank for Investment and Development of Vietnam (BIDV), and assistance on drafting and negotiation of the credit agreement, security documentation, and related corporate matters.
- In Cambodia and Thailand, providing **French leading sporting goods retailer** combined legal and tax services on corporate affairs, corporate governance, regulatory compliance, company establishment, VAT registration, and social security registration.

The French Desk Team

At DFDL our most valuable asset is our people. We are dedicated to hiring, developing and retaining experienced and efficient advisers. The key people who lead the DFDL French Desk include:



Martin Desautels
Managing Partner
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Martin is the Managing Partner of DFDL and has been practicing law in the ASEAN Region since 1999. He specialized in International Banking and Finance Law at the London School of Economics. As head of DFDL's Banking & Finance Practice Group, he has been counseling a diversified group of foreign investors, including investments funds, international banks and large Asian investors, on their investment in the ASEAN Region. Martin has also advised various governmental entities under technical assistance projects (notably for the World Bank, Asian Development Bank and European Union) on various aspects of the development of investment, regulatory and legal frameworks. He heads the DFDL ASEAN Task Force, which examines the legal intricacies of all the ASEAN Agreements and their impact on foreign investors. He speaks English, French, basic Vietnamese and Khmer.



Audray Souche
Partner & Thailand Managing Director
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Audray Souche is a Partner and the Country Managing Director of DFDL Thailand. She has been working in the region since 2004, combining general commercial/foreign investment experience with specialized experience focusing on energy, mining and infrastructure projects. As the Deputy Head of the Regional Energy, Mining and Infrastructure Practice Group (since 2012), she leads DFDL teams on numerous energy project development, financing and technical assistance matters in the Lao P.D.R., Cambodia, Myanmar, Thailand, Vietnam, Nepal, and Bhutan. Audray is the Head of the Clean Energy Division and has extensive experience on development and financing of renewable projects across the region. As Managing Director of DFDL Thailand, she manages DFDL team members in Bangkok, Phuket, and Samui. In addition to her work on numerous renewable energy matters in Thailand, she also continuously supervises general market entry regulatory assessments, foreign investment structuring and restructuring, due diligence and risk assessment, merger and acquisition and private equity transaction works in retail, hospitality, manufacturing, insurance, mining, and aviation. Audray has worked in DFDL's Phnom Penh, Vientiane, and Ho Chi Minh City offices. She has been based in DFDL's Bangkok office since 2012.



Guillaume Massin
Partner, Cambodia Managing Director &
Head of the Regional Real Estate
Practice Group
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Guillaume Massin is Partner, Managing Director Cambodia and Head of the Regional Real Estate Practice Group. He holds Master Degrees of Law and Political Science (University of Lille, France). His activities cover property, corporate and commercial, and technical assistance consultancies. Guillaume also advises numerous international investment groups, banks, private equity funds and local investors in the agriculture, retail and construction sectors. He speaks French, English and very basic Khmer.



Jérôme Buzenet
Partner & Vietnam Managing Director
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Jérôme qualified as a French Lawyer (Avocat) and studied at the University of Oxford (LL.M. program in English law). Prior to that, he obtained a postgraduate Master's Degree in Business and Tax Law at La Sorbonne-Paris I. Before joining DFDL Jérôme was with Freshfields in Hanoi for over six years and Linklaters in Paris. His practice is focused on M&A, private equity and investment fund formation and restructuring, in Vietnam and the rest of the Mekong region. Having been permanently based in Vietnam since 2004, Jérôme also advises on projects and finance matters. He is recognized as a leading practitioner by each of Chambers, Asia Pacific Legal 500 and IFLR1000. He speaks French, English, Italian and some Vietnamese.



Tran Thi Vu Hanh

Partner, DFDL Vietnam Deputy
Managing Director & Head of Ho Chi
Minh City Office
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Hanh is a leading Vietnamese-qualified lawyer, with more than 14 years' experience of advising leading multinational clients and financial institutions on complex corporate law matters in Vietnam and Cambodia. Before joining DFDL in 2006, Hanh worked at the European Commission in Vietnam where she was responsible for the legal aspects of the EC's development projects in Vietnam, and prior to that she was the head of the corporate secretary division of KPMG Cambodia. Hanh advises clients predominantly on complex Project Finance, Real Estate and Corporate and Commercial matters. Some of the most significant transactions she has advised on include the largest real estate acquisition in 2011 in Cambodia, the Chinese state bank financing of USD 421 million as well as the refinancing to a telecom company in Cambodia, a major port project with project value worth approximately USD 300 million and, most recently, the acquisition of a stake in a Cambodian hydropower project by a major Chinese SOE. Hanh holds a Lawyer Certificate (Judicial Academy Institute of Vietnam), Master in International Business (University of Tours, France), Bachelor in Law (Hanoi National University) and a Bachelor in Foreign Languages – French and English (Hanoi Foreign Language College). She speaks Vietnamese, French and English.



Maly Courtaigne-Op

Head of ASEAN Desk
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Maly is a French (Paris bar) and US (New York bar) qualified lawyer, and the managing director of our Singapore office. Her fields of expertise include corporate, regulatory, mergers & acquisitions, commercial law and competition law. Prior to joining DFDL in 2014, Maly worked in Paris and New York for French and US law firms (Latham & Watkins and White & Case). Since joining DFDL, Maly has been advising a wide array of clients on their investments and commercial projects throughout the ASEAN region. She also has extensive experience in coordinating cross border M&A transactions involving countries such as Cambodia, the Lao PDR, Myanmar, and Vietnam across various industry sectors (advertising, media, engineering, hospitality, renewable energy, and retail). Maly holds an LL.M in International Business and Trade Law (Fordham University School of Law, New York, USA), and a Masters in Law, specializing in private and corporate law (University of Paris II – Assas).



Frederic Viou

Regional Legal Adviser
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Frederic Viou is our Regional Legal Adviser of the French Desk. He holds a Masters in private law from Avignon University (International Law) and is a Public Notary (Montpellier University). He is well versed in English and French.



Marion Carles Salmon

Regional Legal Adviser
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Marion Carles Salmon is a Regional Legal Adviser based at the Bangkok office. Marion has extensive experience working in France and the UAE on matters related to labor and employment, corporate & commercial and data protection. She holds a bachelor's degree from the University Toulouse I Capitole and two master's degrees from University Paris II – Pantheon Assas. Marion is a French qualified lawyer admitted to the Paris Bar and is a board member of a French – Vietnamese Association. She speaks English and French.



Charles Amar

Senior Consultant
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Charles Amar is a Senior Consultant working with the Real Estate practice group in Phnom Penh, Cambodia. He graduated with a Bachelor's Degree in Business Law and a Master's Degree in both Real Estate and Business Law. Charles has extensive experience in all aspects of real estate law with a particular focus on acquisitions and sales, construction and asset management of real estate assets (single assets or portfolios), in France, Cambodia, and various other jurisdictions. Charles is a qualified lawyer admitted to the Paris Bar.



Vincent Morand

Senior Consultant
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Vincent holds the French Higher Notarial Degree, in addition to a Postgraduate Degree in notarial matters and a Master's Degree in notarial matters, and a Bachelor Degree (Université Montesquieu Bordeaux IV). Vincent has over 15 years of experience in various jurisdictions (France, UK, Thailand, Myanmar, Cambodia and Central Europe). He has an extensive experience in advising on aviation transactions which include aircraft leases, aircraft registration, security perfection and enforcement. Within the Real Estate and Construction Practice Group, he is especially involved in the drafting of complex sale and purchase agreements and leases. As Senior Consultant of the Banking & Finance Practice Group, Vincent has assisted BRED, first European bank in the Kingdom, with each step of the licensing process, including in liaising with all relevant authorities such as the National Bank of Cambodia.



Marion Lagrange

Legal Adviser

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Marion is a French qualified legal adviser based in DFDL Bangkok office. Her areas of practice are corporate and commercial law related to drafting and advisory, with a focus on distribution, agency and franchising. Marion's other fields of expertise include data protection and privacy, as well as cross-border M&A and private equity transactions in the retail and manufacturing sectors. Marion holds a Master of International Business law and a *Maitrise* of Corporate law. She is fluent in French and English.

“Their international and regional presence is the most appealing.”

(Chambers Asia Pacific 2019)

Recent awards:

- **2018 Financial Times Asia Pacific Innovative Lawyer Awards**
Innovation in Accessing New Markets and Capital



- **2018 International Financial Law Review**
Project Finance Deal of the Year – Myanmar



- **2019 The Legal 500 Asia Pacific**
Leading Firm – Lao PDR & Cambodia



- **2019 Chambers Asia Pacific**
Band 1 – General Business Law – Cambodia
Band 1 – General Business Law – Lao PDR
Band 2 – General Business Law – Myanmar
Band 3 – Real Estate – Thailand
Band 3 – Projects and Energy – Thailand
Band 3 – Corporate/M&A – Vietnam
Band 3 – Projects, Infrastructure & Energy – Vietnam
Band 3 – Technology, Media, Telecoms – Vietnam



- **2019 IFLR1000**
Tier 1 – Corporate/M&A – Myanmar
Tier 1 – Projects (including Energy) – Myanmar
Tier 2 – Projects & Energy – Thailand
Tier 2 – Corporate/M&A – Vietnam
Tier 2 – Projects & Energy – Vietnam
Tier 2 – Tax – Vietnam
Tier 3 – Banking & Finance – Thailand
Tier 3 – Corporate/M&A – Thailand
Tier 3 – Real Estate, Construction – Thailand
Tier 3 – Restructuring & Insolvency – Thailand
Tier 3 – TMT – Thailand
Tier 3 – Tax – Thailand



- **2019 Asialaw Profiles**
Outstanding – General Business Law – Cambodia
Outstanding – General Business Law – Lao PDR
Outstanding – General Business Law – Myanmar
Outstanding – Banking & Financial Services – Cambodia
Outstanding – Banking & Financial Services – Myanmar
Outstanding – Consumer Goods & Services – Cambodia
Outstanding – Energy – Myanmar
Outstanding – Industrials & Manufacturing – Cambodia
Outstanding – Infrastructure – Myanmar
Outstanding – Tax – Thailand



To view our full awards, please visit <http://www.dfdl.com/about-us/awards>

Excellence . Creativity . Trust

Since 1994

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