



Get to the point.

## OUR APPROACH



We are a network of leading law and tax advisory firms with offices in Cambodia, Indonesia, Laos, Myanmar and Vietnam.

Our general areas of practice are corporate, finance and disputes.

Our principal specialized areas of practice are energy and infrastructure, real estate, telecom and taxation.

There are three things you need to know about our approach:

1. We deliver the ultimate in ground connectivity.
2. Our quality is trusted by the most discerning.
3. We never give up.

"... commercially creative firm with very high standards." - Legal 500  
"...widely considered a powerhouse." - Asialaw

Cambodia  
Indonesia  
Laos  
Myanmar  
Vietnam

“...well known for its local market position which is evident in its representation on government privatization transactions.” - Asialaw

# ULTIMATE GROUND CONNECTIVITY.



We deliver the local knowledge and unique relationships we have built up over many years of being on the ground and working with the authorities. This gives your project the edge. In several of our markets government bodies entrust their privatizations and transactions to us, a mark of our local entrenchment.

“... excellent sense of how to deal with the bureaucracy in Myanmar.” - Chambers and Partners

# TRUSTED.



Our advice is relied upon by international financial institutions, development banks, commercial lenders, governments, international institutions and many of the world's leading multinational enterprises. We were chosen for the largest-ever financings by international financial institutions in several of our markets. Our principals have been given important roles by governments and international organizations to advise on policy and reform.

## RECENT WORK IN OUR GENERAL PRACTICE AREAS

### CORPORATE AND M&A

- ▶ Market entry of a global beer brand's manufacturing and distribution in Myanmar
- ▶ Steel manufacturing plant investment in Myanmar
- ▶ Sale of the Asian subsidiaries of an EU engineering services multinational, acting for the seller
- ▶ Investment by a global leader in the beverage industry in Myanmar
- ▶ Acquisition of a US\$300 million nickel smelter project in Indonesia
- ▶ Proposed acquisition by a U.S. Fortune 500 tobacco company of a target in Myanmar
- ▶ Restructured the owner of a transmission line before its IPO on the CSX in Cambodia
- ▶ Acquisition of a mining company in Laos
- ▶ Engaged on the two first IPOs on the YSX in Myanmar
- ▶ Market entry of a Fortune 500 oilfield services company in Vietnam

### BANKING AND FINANCE

- ▶ US\$51 million revolving credit facility provided by a foreign-owned bank in Cambodia, acting for the bank
- ▶ US\$40 million Sharia-compliant Sukuk listed in Luxembourg in Indonesia
- ▶ Close to US\$1 billion financing of power transmission infrastructure, one of the largest-ever project financings in Laos, acting for the lender, a bilateral development financial institution
- ▶ US\$300 million financing, the largest-ever by international financial institutions involving Myanmar, acting for the lenders
- ▶ US\$175 million financing for a Myanmar-based towerco by a group of European development financial institutions, acting for the lenders

### DISPUTES

- ▶ Assisted one of the largest foreign-owned investments in Laos in an investment dispute with the Government
- ▶ Assisted a garment manufacturer during a collective labor action in Cambodia
- ▶ Conducted insolvency proceedings acting for an institutional shareholder in a foods business in Cambodia
- ▶ Conducted the first modern recognition and enforcement proceeding of a foreign arbitral award before a Myanmar court
- ▶ Acted on a dispute concerning a Joint Operating Agreement for an offshore oil and gas block in Myanmar
- ▶ Corporate workout of a US\$100 million holiday resort project in Cambodia

**PROVE IT.**

## RECENT WORK IN OUR SPECIALIZED PRACTICE AREAS

### ENERGY AND INFRASTRUCTURE

- ▶ 1,000MW HPP in Myanmar for one of the world's largest producers of electricity
- ▶ 300MW solar plant in Myanmar, the largest in ASEAN, acting for the sponsors
- ▶ US\$1 billion, one of the largest financings ever in Laos, acting for an international financial institution on the financing of two transmission line construction projects in Laos
- ▶ 250MW CCGT at Myingyan, Myanmar acting for prospective sponsors
- ▶ Acting for the Ministry of Electricity and Energy in Myanmar on the privatization of 5 state-owned assets in the mid-stream space
- ▶ Disposal of a producing gas asset and pipeline interest in Myanmar, acting for the purchasers
- ▶ Investment in the Thilawa SEZ in Myanmar, acting for the Japanese government
- ▶ Cambodia's first PPP highway
- ▶ Acting for the Ministry of Transport and Communications on 2 dry-port projects in Myanmar
- ▶ Yangon's new international airport at Hanthawaddy, advising a state-owned stakeholder

### TELECOMMUNICATIONS, MEDIA AND TECHNOLOGY

- ▶ Multibillion dollar greenfield market entry by Qatar Telecom in Myanmar
- ▶ First-ever merger between two telecom operators in Cambodia
- ▶ US\$50 million acquisition of a group of telecom network assets in Vietnam by a foreign listed entity
- ▶ Conversion of a state-owned former monopolist operator in Myanmar into a commercial company
- ▶ Deployment and licensing of a closed circuit FOC network in Indonesia

### TAXATION

- ▶ Engaged by the Royal Government of Cambodia for assistance in tax treaty policy and negotiation
- ▶ Resolved dispute between an oil refinery and the Indonesian tax administration
- ▶ Devised and helped negotiate tax concessions for the first petrochemical facility in Cambodia
- ▶ Advised 4 of the supermajors on the fiscal structure of their oil and gas and pipeline interests in Myanmar

### REAL ESTATE AND CONSTRUCTION

- ▶ Project counsel in Myanmar on an extensive US\$2.5 billion proposed development by a consortium of Japanese investors and contractors
- ▶ A US\$440 million project comprising a shopping mall, a hotel, offices and a residential tower at Inya Lake, Myanmar, by a group of Vietnam-Singaporean developers
- ▶ Largest shopping mall in Cambodia, Japanese project owners
- ▶ US\$37 million financing by a state-owned foreign bank of a mixed-use property project in Indonesia

## TALK IS CHEAP.



## PROVE IT.

**Do you remember who was second in the Rio Olympics 100 meter sprint?**

Of course not. Winning is everything. That's often why clients choose us as legal advisers for their projects. We never give up. We move mountains and get the job done. Our deal list speaks for itself. We deliver. Everything else is chit chat. Who needs talk?

# MARKETS

## Myanmar



JEAN LOI  
jean@vdb-loi.com

EDWIN VANDERBRUGGEN  
edwin@vdb-loi.com

## Cambodia



LAYSYM SIM  
laysym.sim@vdb-loi.com

JEFFREY MARTIN  
jeffrey.martin@vdb-loi.com

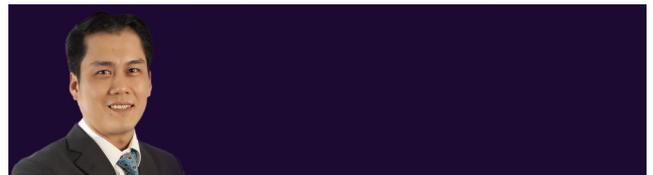
## Laos



DAODEUANE DUANGDARA  
daodeuane.duangdara@vdb-loi.com

SORNPHETH DOUANGDY  
sornpheth.douangdy@vdb-loi.com

## Vietnam



PHAM NGOC THUAN  
thuan.pham@vdb-loi.com

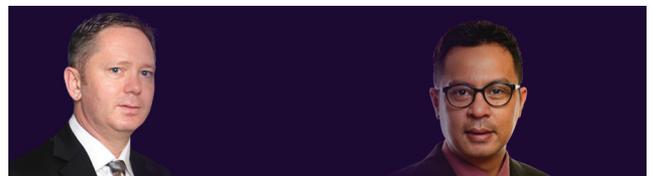
## Indonesia (Legal)



D LARASATI#  
d.larasati@vdb-loi.com

FERNANDO MANULLANG#  
fernando.manullang@vdb-loi.com

## Indonesia (Tax)



GRAHAM GARVEN  
graham.garven@vdb-loi.com

TOMMY OETOMO+  
tommy.oetomo@vdb-loi.com

# Larasati & Manullang in association with VDB Loi

+ TBrights, member of VDB Loi

[www.vdb-loi.com](http://www.vdb-loi.com)

Find us on:   

**Cambodia**

No. 33, Street 294  
Sangkat Tonle Bassac  
Khan Chamkarmorn  
Phnom Penh 120101  
T: +855 23 964 430~434

**Laos**

Level 4 Kolao Tower II  
23 Singha Road  
Nongbone Village  
Saysettha District  
Vientiane  
T: +856 21 454 679

**Singapore**

1 Raffles Place  
#19-61 Tower 2  
Singapore 048616  
T: +65 6808 5681

**Vietnam**

Level 20, Unit 2010  
Sun Wah Tower  
115 Nguyen Hue Blvd.  
District 1  
Ho Chi Minh City  
T: +84 28 3821 9525

**Indonesia**

Plaza Bisnis  
Kemang Suite 211  
Jl. Kemang Raya  
No. 2  
Jakarta 12730  
T: +62 21 718 3415

**The Cityloft**

Sudirman Suite  
1119  
Jalan K. H. Mas  
Mansyur Kav. 121  
Jakarta, 10220  
T: +62 21 2555 6611

**Myanmar**

Level 10, Unit 01-05  
Junction City Office Tower  
Corner of Bogyoke Aung San  
Road and 27<sup>th</sup> Street  
Pabedan Township, Yangon  
T: +951 9253752~6

**ParkRoyal Hotel Nay Pi Taw**

Jade Villa No. 13/14  
Hotel Zone  
Dekhina Thiri Township  
Nay Pyi Taw  
T: +95 678 106 089