

Cambodia

Our Cambodia team is focused on getting to the point, getting the job done. Talk is cheap. That means, results count. You need this kind of attitude in our markets to make progress. It is perhaps the most important core value of lawyers and advisers in Cambodia, and of our firm as a whole. We never give up.

We are widely recognised as a leading firm in Cambodia, and are particularly known for our experience in corporate M&A, banking and finance, energy and infrastructure, regulatory and taxation. Having a strong tax capability is an important enhancer to many other parts of the practice.

The team's deal track record speaks volumes. Our client list includes international financial institutions, development financial institutions, commercial banks, multinational enterprises, oil and gas supermajors and independent power producers.



Cambodia
Indonesia
Laos
Myanmar
Vietnam

"The team's extensive knowledge regarding the Cambodian market impresses clients, who list its "familiarity with local laws, responsiveness and extremely good relationships with key regulatory and ministerial agencies" as strengths."

– Chambers and Partners

CORPORATE INVESTMENT

- ▶ Lead counsel on Cambodia's first, and only, oil refinery project, which includes a dedicated port, rail link, and related infrastructure.
- ▶ Market entry of an international airline operator into Cambodia
- ▶ Market entry of a leading, globally-integrated agribusiness, we conducted land due diligence, and advised on the joint venture agreement and lease agreement.
- ▶ Advised on Cambodia's second-ever initial public offering on the Cambodia Stock Exchange.
- ▶ Advised a wholly-owned Cambodian subsidiary of a foreign-owned power infrastructure provider, acting as issuer for its planned IPO listing on the Cambodia Stock Exchange.
- ▶ Advised a leading Thai beverage manufacturer on its market entry, production facilities in Cambodia, and beverage importation business, including incorporating a company, obtaining investment incentives through qualified investment project status ("QIP"), and securing the company's trademark rights in Cambodia.



M&A

- ▶ Corporate restructuring and liquidation of a subsidiary of a multinational in the health sector
- ▶ We acted for the purchaser on the successful acquisition of a Cambodian payment service provider.
- ▶ We advised on a large microfinance company's restructuring.
- ▶ Multi-jurisdictional acquisition of a catering and food service provider
- ▶ We advised a large US-listed gaming company on a prospective M&A transaction.
- ▶ We advised a foreign investor on the acquisition of an additional stake in one of the largest beverage manufacturers in Cambodia.
- ▶ We represented a US\$275M listed property fund with the structuring, acquisition, and divesting of properties in Vietnam, Cambodia, and Singapore.
- ▶ Corporate and tax structuring for the merger between two telcos
- ▶ We advised a Thai-listed company on a significant entertainment center development in Cambodia.
- ▶ Merger of two financial institutions in Cambodia
- ▶ Acquisition of a major telecommunications infrastructure company and market leader in Cambodia
- ▶ We acted for a large foreign financial institution on the acquisition of shares in the largest local microfinance institution in Cambodia.

REGULATORY

- ▶ Cross-border restructuring of a major telecommunications company, including obtaining regulatory approvals from the telecommunications regulator in Cambodia.
- ▶ We are legal counsel for a foreign-owned power infrastructure provider on its power transmission line project in Cambodia, handling all aspects of the project, including securing the regulatory approvals.
- ▶ We assisted with the successful application for QIP status for a five-star hotel in Siem Reap.
- ▶ Advised on obtaining a gaming license in Cambodia
- ▶ We assisted with obtaining QIP approval and licensing for a Singaporean real estate and construction company's project in Cambodia.

"They are experienced and proficient in Cambodian tax laws, and give highly practical and convincing advice."
- Chambers Global

ELECTRICITY

- ▶ We advised the largest special economic zone in Cambodia on the restructuring of energy supply agreements.
- ▶ We are assisting on obtaining QIP status for a 60MW solar power plant project.
- ▶ Acted as local counsel on Cambodian law issues for a renewable energy company
- ▶ Construction and operation of a 10MW biomass plant in Battambang province
- ▶ Development of a 90MW biomass plant in Kampot

REAL ESTATE AND INFRASTRUCTURE

- ▶ Development of shopping complex in Phnom Penh
- ▶ A mixed-use real estate development project for an international real estate group
- ▶ Engineering, procurement and construction contract for the construction of the first public-private partnership highway in Cambodia
- ▶ A massive and innovative project that combined high-end luxury hospitality and complete sustainability
- ▶ Development of a condominium project in Cambodia for a large foreign real estate developer
- ▶ Acting on the tourism development of two major resort islands in coastal Cambodia

TELECOMS, MEDIA AND TECHNOLOGY

- ▶ We represented a mobile network operator in relation to corporate restructuring and winding up of the entity.
- ▶ We provided legal and tax advisory on all aspects of the first major rollout of network infrastructure for a specific tower entity in Cambodia.
- ▶ We advised on the legal framework for the installation of IT software and systems in Cambodia.
- ▶ We advised on the legal and tax structure of planned installation of a submarine internet cable system.
- ▶ We conducted a legal due diligence for an American global advertising, marketing and corporate communications company.
- ▶ We advised on the proposed market entry of a global software company.

BANKING AND FINANCE

- ▶ We acted as local counsel for an international financial institution on the first industrial-scale solar power project in Cambodia.
- ▶ We provided legal and tax advice in respect of project financing activities for renewable energy projects.
- ▶ We designed and implemented a security structure for a financing transaction for a French NGO.
- ▶ We assisted a number of international development financial institutions on the provision of a facility to a bank, which included providing advice and assistance with the regulatory requirements and approvals from the National Bank of Cambodia.
- ▶ We advise on the legal aspects of loan and mortgage agreements and other legal issues in Cambodia for two local banks.
- ▶ We advised on the regulatory framework of financing transactions in Cambodia for a global bank.
- ▶ Investment in a large microfinance institution by a European impact investor

TAX ADVISORY AND DISPUTES

- ▶ We successfully secured a significant VAT refund for a major Japanese retailer
- ▶ We successfully obtained a large VAT refund for a global jewelry company
- ▶ We assist a number of multinational and local companies across a range of industries with tax audits and disputes
- ▶ We advised on structuring options and PE issues for a leading Water and wastewater treatment company
- ▶ We provide tax advisory services to two multinational delivery companies in Cambodia, including on their transfer pricing arrangements, as well as representing them in tax audits
- ▶ We represented an industry group and successfully lobbied the tax authority for changes in the taxation of certain contractual arrangements
- ▶ We assisted a leading online and media services company with tax-efficient structuring for its business

“... the partners know more about the legal environment than anyone else.”

- Legal 500

CONTACTS



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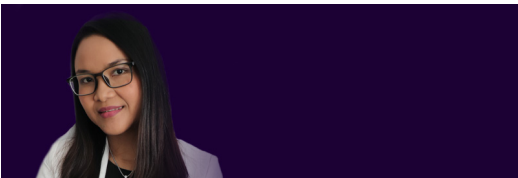
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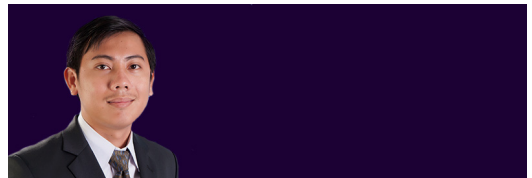
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