

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 recognized 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

“They are experienced and proficient in Cambodian tax laws, and give highly practical and convincing advice.”

- Chambers Global

CORPORATE INVESTMENT

- ▶ We acted as lead counsel on Cambodia's first, and only, oil refinery project, which includes a dedicated port, rail link, and related infrastructure.
- ▶ We advised on the market entry of an international airline operator into Cambodia.
- ▶ We assisted with the market entry of a leading, globally-integrated agribusiness, we conducted land due diligence, and advised on the joint venture agreement and lease agreement.
- ▶ We advised on Cambodia's second-ever initial public offering on the Cambodia Stock Exchange.
- ▶ We 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.
- ▶ We 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.
- ▶ We advised on a large microfinance company's restructuring.
- ▶ We advised a Thai-listed company on a significant entertainment center development in Cambodia.

ELECTRICITY

- ▶ We are lead counsel on a 60MW solar power plant project, the first national solar park project organized as a public-private partnership.
- ▶ We are advising on a 30MW wind power project, one of the first of its kind in Cambodia..
- ▶ We acted as local counsel on Cambodian law issues for a renewable energy company.
- ▶ We advised the largest special economic zone in Cambodia on the restructuring of energy supply agreements.
- ▶ We advised on the construction and operation of a 10MW biomass plant in Battambang province.
- ▶ We assisted on the development of a 90MW biomass plant in Kampot.

M&A

- ▶ We acted on the successful merger of two financial institutions in Cambodia, one of only a few that have been accomplished in the banking and finance sector to date.
- ▶ We acted for the purchaser on the successful acquisition of a Cambodian payment service provider.
- ▶ We acted on the multi-jurisdictional acquisition of a catering and food service provider.
- ▶ We advised a multinational brewer on the acquisition of an additional stake in one of the largest beverage manufacturers in Cambodia.
- ▶ We acted for a large foreign financial institution on the acquisition of shares in the largest local microfinance institution in Cambodia.
- ▶ We advised on the corporate restructuring and liquidation of a subsidiary of a multinational in the health sector.
- ▶ We advised a large US-listed gaming company on a prospective M&A transaction.
- ▶ We represented a US\$275M listed property fund with the structuring, acquisition, and divesting of properties in Vietnam, Cambodia, and Singapore.
- ▶ We advised on the corporate and tax structuring for the merger between two telcos.
- ▶ We acted on the acquisition of a major telecom infrastructure company and market leader in Cambodia.
- ▶ We acted on the acquisition of four power companies in Cambodia by a regional state-owned utility.
- ▶ We are acting as counsel at the Cambodian level on the merger of two Cambodian subsidiaries after an offshore acquisition.

REGULATORY

- ▶ We are assisting a major regional bank with licensing for a bancassurance business in Cambodia.
- ▶ We advised on the cross-border restructuring of a major telecommunications company, including obtaining regulatory approvals from the telecommunications regulator in Cambodia.
- ▶ We assisted with the successful application for QIP status for a five-star hotel in Siem Reap.
- ▶ We 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.

REAL ESTATE AND INFRASTRUCTURE

- ▶ We advised on the development of a condominium project in Cambodia for a major regional real estate developer.
- ▶ We are advising on the development of a large, ecopark resort.
- ▶ We acted as 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 advised on the development of a shopping complex in Phnom Penh.
- ▶ We advised on the engineering, procurement, and construction contract for the construction of the first public-private partnership highway in Cambodia.
- ▶ We advised on a massive and innovative project that combined high-end luxury hospitality and complete sustainability.
- ▶ We are 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 the 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.

ACCOUNTING

- ▶ We conducted a financial due diligence for the acquisition of shares in a Cambodian payment service provider.
- ▶ We conducted an accounting review for a major coffee chain in Cambodia and advised on its compliance.
- ▶ We provide monthly and annual accounting services for a number of local and international clients in sectors ranging from real estate to manufacturing to health services.

BANKING AND FINANCE

- ▶ We are acting on the establishment of a new bank in Cambodia for a consortium of international investors.
- ▶ 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.
- ▶ We assisted with the 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 are advising on the tax structuring of the EPC contract and other tax matters for a 60MW solar power project.
- ▶ We assist a number of multinational and local companies across a range of industries with tax audits and disputes.
- ▶ We advised on the tax structuring for a real estate developer's various projects in Cambodia.
- ▶ 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.

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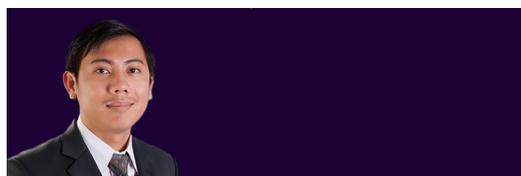
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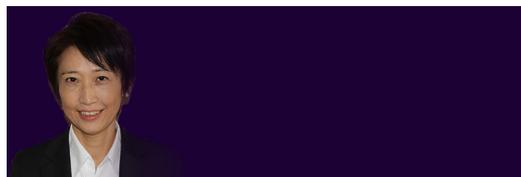
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