



An Introduction to DFDL

Taxand Asia Management Meeting, Singapore – 8 November 2024

Why DFDL?

Pioneers in frontier markets of Asia

DFDL was established in 1994 and founded on a unique vision: to create an integrated legal and tax advisory firm, with in-depth knowledge of the developing jurisdictions in which we are based.

Our dedicated professionals exhibit the acumen and insight necessary to assist you in navigating the legal complexities and challenges. We strive to provide concise, commercially focused, and innovative advice, drawing on over 27 years of wide-ranging experience and finely tuned local knowledge of the countries in which we operate.

Providing a full range of legal and tax services to investors interested in developing their operations in our markets.

Fully Integrated Firm

One region, One firm.
The "DFDL Way"

We Understand Asia

Partnerships with leading
MNCs and international law
firms in Asia

Single Point of Contact

Centrally managed approach
to service delivery

Seamless Delivery of Quality Legal Services

Collaboration across cultures
and jurisdictions

"DFDL enjoys a commanding position in Chambers' coverage across the Mekong region. The firm offers genuine full-service capability and are highly rated for their work on regional projects matters, including renewable energy work, as well as major financing and M&A transactions."

by Chambers Asia Pacific

Regional Expertise

Practices and Sectors

■ Antitrust and Competition	■ Employment
■ Aviation and Logistics	■ Energy, Natural Resources and Infrastructure
■ Banking and Finance	■ Investment Funds
■ Compliance and Investigations	■ Real Estate and Hospitality
■ Corporate Advisory	■ Restructuring
■ Corporate, Mergers and Acquisitions	■ Technology, Media and Telecoms
■ Dispute Resolution	■ Tax and Transfer Pricing

Desks

China

EU

India

US

Key Personnel



Jack Sheehan

Partner, Head of Regional Tax Practice

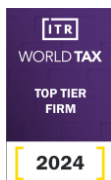
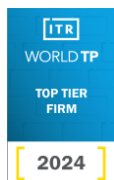
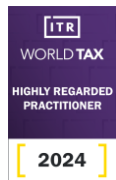
Jack is a Partner and Tax Leader at the firm. He leads the tax and transfer pricing teams across the region. He advises companies on tax planning, holding company structures, tax treaties, permanent establishments, cross-border tax planning, mergers and acquisitions, transfer pricing, tax disputes, and multiple jurisdictional tax planning.

Jack is listed as a leading tax adviser for 2024 by the Legal 500 and is a Highly Regarded Tax Adviser by ITR World Tax.

The DFDL tax practice won Tax Firm of the Year in 2023 at the Legal 500 Southeast Asia Awards.

Jack regularly features as a speaker and writer on tax in Asia and has delivered lectures at leading Universities, including Queen Mary's University London and Chulalongkorn University Thailand, and leading tax bodies such as the International Fiscal Association (IFA) and the International Bureau for Fiscal Documentation (IBFD).

Jack holds a master's degree in Tax Law from Oxford University and is a Fellow of the Association of Chartered Certified Accountants.



Providing you with bespoke tax solutions

DFDL's tax team advises on tax advisory, international tax, M&A, transfer pricing, and tax controversy.

DFDL was awarded the Tax Firm of the Year 2023 at the Legal 500 awards.

Our tax team is recognized for its expertise, creativity, and excellent reputation, distinguishing DFDL as the preeminent multiregional tax law firm across the region.

DFDL provides tax services across all industries and sectors.

Tax Advisory

- M&A and tax due diligence
- Tax planning for inbound and outbound investments
- Tax treaty planning
- Tax review of contracts and transactions
- Assistance in obtaining tax rulings

Tax Compliance

- Corporate tax compliance reviews
- Preparation and reviewing of tax returns
- Personal income tax compliance, review, and related expatriate tax services

Tax Controversy

- Assistance with tax audits and tax disputes

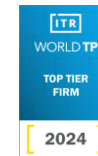
Public Sector Advocacy

- Government consultancy
- Tax policy advocacy

Transfer Pricing

- Preparation of transfer pricing documentation
- Transfer pricing advisory
- Advanced Pricing Agreement ("APA") and MAP applications
- Transfer Pricing audit support and defense strategies

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Awards and Rankings

2024 Chambers Asia Pacific

Band 1 – General Business Law – Cambodia, Lao PDR, Myanmar
Band 2 – Tax – Thailand
Band 2 – Corporate & Finance – Bangladesh
Band 3 – Projects & Energy, Real Estate – Thailand
Band 3 – Projects, Infrastructure & Energy – Vietnam
Band 4 – Corporate/M&A – Thailand
Spotlight Table – Tax – Vietnam



2023 IFLR1000

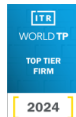
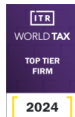
Active – Financial and Corporate – Bangladesh
Tier 1 – Financial and Corporate – Cambodia, Laos, Myanmar
Tier 1 – Project Development – Cambodia, Laos, Myanmar & Vietnam
Tier 2 – Project Development – Thailand
Tier 3 – Banking and Finance/Capital Markets: Debt/M&A – Thailand & Vietnam
Tier 3 – Project Development: Foreign – Singapore
Other Notable – Capital Markets: Equity/Restructuring – Thailand & Vietnam



2023 World Tax & World Transfer Pricing

Cambodia Tax Firm of the Year 2021/2022

Tier 1 – Private Client – Thailand
Tier 2 – General Corporate Tax – Thailand & Vietnam
Tier 2 – Customs – Vietnam
Active – Tax – Cambodia & Myanmar
Active – Transfer Pricing – Cambodia



2023 The Legal 500 Asia Pacific

Tax Firm of the Year 2023

Tier 1 – Leading Firm – Cambodia & Lao PDR
Tier 1 – Corporate and M&A/Projects – Myanmar
Tier 1 – Tax – Vietnam
Tier 2 – Banking and Finance – Bangladesh
Tier 2 – Corporate and M&A – Vietnam
Tier 2 – Projects & Energy – Thailand & Vietnam
Tier 2 – TMT – Thailand
Tier 3 – Banking and Finance – Thailand
Tier 3 – Restructuring And Insolvency – Thailand
Tier 3 – Real Estate and Construction – Thailand & Vietnam
Tier 3 – Tax – Thailand
Tier 4 – Corporate And M&A – Thailand
Tier 4 – Banking and Finance – Vietnam



2024 Asia Business Law Journal

Thailand Law Firm Award 2024

Insolvency & Restructuring
Taxation



2023 AsiaLaw

Cambodia

2023 Law Firm of the Year

Outstanding – General Business Law
Highly Recommended – Banking and Financial Services/Consumer Goods and Services/Industrials and Manufacturing

Lao PDR

2023 Law Firm of the Year

Outstanding – General Business Law
Highly Recommended – Banking and Financial Services/Infrastructure

Myanmar

2023 Law Firm of the Year

Outstanding – Banking and Financial Services/Energy/General Business Law
Highly Recommended – Infrastructure/Real Estate/ Technology and Telecommunications

Thailand

Highly Recommended – Banking and Financial Services/Banking and Finance/Construction /Consumer Goods and Services/Corporate and M&A/Energy/Infrastructure/ /Tax/Technology and Telecommunications
Recommended – Aviation and Shipping/Labour & Employment/ Industrials and Manufacturing/ Real Estate/Restructuring and Insolvency

Vietnam

Highly Recommended – Corporate and M&A/Energy/Tax
Recommended – Banking and finance/ Capital Markets/Real estate



Publications



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IFC

International
Finance Corporation
WORLD BANK GROUP



ANT
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Grab



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*DFDL collaborating firms

