

ADVISER PROFILE



NAME: JACK SHEEHAN

POSITION: Tax Partner/Head of Regional Tax Practice

LOCATION: Bangkok and Vientiane with coverage of ASEAN including: Thailand, Laos, Myanmar, Vietnam, Cambodia, Singapore and Indonesia

EXPERIENCE: 16 years

NATIONALITY: Irish

CURRICULUM VITAE

Key Qualifications:

Jack is a Partner and the head of the regional tax practice of DFDL. Jack specializes in providing international tax planning and consulting, corporate tax structuring and restructuring, merger and acquisitions (M&A) and cross-border tax advisory services. Jack is advising clients in sectors ranging from infrastructure projects, telecommunications, mining, oil and gas, real estate, services, manufacturing, aviation, banking and financial institutions to Government and aid-funded projects. Jack has advised clients in countries including: Thailand, Myanmar, Vietnam, Cambodia, Laos, Singapore and Indonesia.

Jack is board member of Bloomberg's tax treaties advisory board, and is the country correspondent for the International Bureau of Fiscal Documentation ("IBFD") in Myanmar, Cambodia and Laos, and is a board member of the European of Commerce where he leads the advocacy on tax and corporate law issues.

Jack is a regular speaker on international taxation at events in the Asia Pacific region, including: International Fiscal Association (IFA), IBFD, CCH, Thai-ASEAN Tax Forum (Chairperson), Australian Chamber of Commerce, American Chamber of Commerce, Euro-Cham, Japanese Board of Investment, In-house Counsel, Indian Chamber of Commerce, Canadian Chamber of Commerce, Chinese Chamber of Commerce, Myanmar Private Sector Forum and DFDL sponsored events.

Jack and his team are regular contributors to international tax publications including International Tax Review, IBFD, Bloomberg BNA and CCH. He is a member of the Association of Chartered Certified Accountants.

Education:

- 2006 – Member of Association of Chartered Certified Accountants (ACCA)
- 2002 – Dublin Business School, Institute of Accounting Technicians in Ireland (IATI)

Employment Record:

- **DFDL – Partner and Head of Tax** March 2013 – Present

Areas of practice include tax structuring, international tax planning, mergers and acquisitions (M&A) and General tax consulting to a diverse range of industries including infrastructure, mining, banking, hospitality and real estate projects.
- **DFDL – Regional Tax Director** Feb 2012 – March 2013

Areas of practice include tax structuring, international tax planning, tax compliance and general tax consulting to a diverse range of industries including manufacturing, infrastructure, mining, banking, hospitality and real estate projects.
- **DFDL - Senior Tax Manager** May 2011 – Feb 2011

Areas of practice include providing tax consulting and compliance advice to a large range of industry sectors including retail, manufacturing, oil and gas, mining, aviation, banking, telecommunications and technology.
- **ERNST AND YOUNG - Tax and Advisory Manager** 2008 – 2011

Areas of practice include international tax, due diligence (buy and sell side), tax advisory; tax structuring, tax compliance, VAT and customs.
- **ERNST AND YOUNG - Tax and Advisory Senior** 2007 – 2008

Areas of practice include international tax, due diligence (buy and sell side), tax advisory, tax structuring, tax compliance, VAT and customs.
- **ARTS COUNCIL OF IRELAND – Project S Consultant** 2007 – 2007

Consultant – Advisory on implementation of new project accounting system.
- **SPIRIT VENUES - Consultant/Financial Controller** 2006 – 2007

Area of practice included preparation of monthly management accounts, management of all tax compliance and preparation of strategy for the group.
- **RMG - Financial Accountant** 2001 – 2007

Financial Accountant – preparation of financial and management accounts, corporate income tax returns, personal income tax returns for directors.
- **CREMIN MCCARTHY O’CONNOR – Trainee Chartered Accountant** 1999 – 2001

Areas of practice include preparation of statutory returns, tax compliance, audit field work, accounts preparation and statutory corporate compliance.

Details of Major Tax Projects Undertaken

Focus on various sectors

Thailand – Tax Structuring – International Supermarket Chain

Tax structuring to international supermarket chain on outbound investments in ASEAN for Thai based subsidiary.

Myanmar – International Tax Planning- International Oil Company

International tax planning advice for MNC. Advice including holding company, profit repatriation and tax treaties.

Thailand/Myanmar/Hong Kong/Singapore – Regional Restructuring for MNC

Regional restructuring of food business division of MNC, relocation of regional holding company, advice on international tax and transfer pricing issues.

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Regional restructuring of food business division of MNC, relocation of regional holding company, advice on international tax and transfer pricing issues.

Thailand/Myanmar/Cambodia/Vietnam/Laos – Regional Tax Planning– International Beverage Co

Regional and indirect tax planning for international beverage company seeking an expansion in the SE Asia region. Advice included international tax aspects to various business models including manufacturing, contract manufacturing and distribution.

Myanmar Cross Border Tax Advisory– Fortune 500 Company

Cross border tax planning for aircraft leasing company from Singapore and Ireland to Myanmar. Advice on Myanmar tax implications and tax treaty planning and assistance in securing tax treatment with the Internal Revenue Department in Myanmar.

Thailand/Myanmar/Cambodia/Vietnam/Laos – Regional Tax Planning– International Beverage Co

Regional and indirect tax planning for international beverage company seeking an expansion in the SE Asia region. Advice included international tax aspects to various business models including manufacturing, contract manufacturing and distribution.

International Tax Planning– International Medical Equipment

Outbound tax planning for a Thai and Singapore based company seeking an investment into Indonesia. Advised on intermediary holding company structure and Indonesian tax implications.

Tax Structuring – Large Hydropower Project

Advised Korean and Thai investors on tax structuring of Concession Agreement for USD 1B investment in hydropower project and assisted in tax negotiations with Government of Laos.

Tax Structuring / Advice on Holding Company Structure – Media Group

Outbound international tax planning for Vietnam and Cambodia based media group. Advised on tax efficient holding company structures for an investment into Indonesia.

Advice on Holding Company Structure - International Mining Group

Advised on tax efficient holding company structure and exit strategy for Canadian Mining Company.

Advice on Holding Company Structure – Large Thai Power Group

Advised Thai investors on structure of tax exemptions and cross-border transactions in relation to a US \$800M investment

Vendor Due Diligence – International Helicopters Group

Tax due diligence on subsidiary of international helicopters company.

Tax Structuring/International and Domestic Tax Considerations – Duty Free Shops

Advised on the tax efficient holding company structure for an international group of duty free shops, including

Focus on various sectors

repatriation of income, entry and exit strategies, VAT and customs issues.

International Tax/PE Risk – German Multinational

Review of the permanent establishment (PE) risk of proposed structures for a German multinational

Tax Structuring/Tax Advisory – International Beverages Company

Advised on tax efficient holding company structure, analysis of DTA provisions, VAT and customs implications for an investment into a large manufacturing operation.

Tax Review/Training on Profit Tax Compliance – European Bank

Tax review of European bank's first year of operations, profit tax computation and training to management and staff on profit tax compliance.

VAT Implementation Training – Large Australian Mining Company

Training at mine site to local suppliers on VAT compliance for the international mining company.

Sale of Subsidiary of Oil Company to Vietnam State Owned Enterprise – International Oil Company

Review of the tax implications of the sale and purchase agreement (SPA) and negotiation with the tax authorities for a phased sale of a subsidiary of international oil company to a Vietnam state owned enterprise.

Tax Structuring & Tax Manual for an Investment into Power Industry – Norwegian Power Co.

Preparation of a tax manual for Norwegian Power Company planning an investment into a USD 2B hydropower project. Advised on tax efficient holding company structure, financing, analysis of DTA provisions, entry and exit strategies, capital gains issues, legal structures, foreign investment tax incentives and indirect tax issues.

Human Capital – International Mobile Phone Group

Review of the tax implications and tax equalization of seconding employees and consultants, including foreign contractor's tax and DTA protection for international mobile phone group.

Banking Products – International Banking Group

Advised on the tax implications and tax compliance requirements of new banking products under domestic and international tax rules.

Tax Implications of Financing Options – Australian Listed Mining Company

Review of the financing options, including inter-company loans, share issue on the Australian Stock Exchange (ASX) and loans from third parties for a USD 200M investment to finance an expansion.

Taxation Structuring – London/Singapore listed Mining Company

Advised on capital gains issues, inter-company loans and equity requirements and tax implications of assigning exploration rights to a joint venture.

Review of Compensation Structure/Tax Ruling – International NGO (INGO)

Review of the compensation structure including a review of the international pension scheme. Successfully obtained a ruling from the tax authorities in relation to the employees' contributions to the plan.

Focus on various sectors

Executive Share Option Plan – Mining Company

Advised on the tax implications of a stock options and share rights plan for an international mining company.

Tax Implications of Project Implementation – Israeli Technology Company

Advised on the tax implications, choice of entity and immigration issues for an Israeli technology company.

Tax Advisory – International Telecoms Group

Advisory on the tax implications of transfer of ownership in subsidiary of European and BVI holding companies.

European Investment funds – UK Investment Bank

Review of the tax implications for a UK investment bank using an offshore Laos based entity to invest in a Luxembourg Liquidity SICAV fund.

Software Service Providers – US/Macao Software Companies

Analysis of the tax implications of a Macao company supplying software and a US company sub contracted to perform software installation, implementation, maintenance and repair services.

Sell Side Due Diligence – International Mobile Phone Operator

Sell side due diligence to acquire a mobile phone operator.

Advice on Permanent Establishments – German Multinational

High level advice as part of a regional tax planning strategy on Permanent Establishments and the taxation of foreign companies conducting business.

Recognition:

- **Legal 500 – 2015 “Tax Recommended” –Tier 1 Tax Firm**
- **Tax Directors Handbook 2014 – “Department Head Jack Sheehan is described as *excellent*”**
- **Legal 500 – 2012 - 2014 – Tier 1 Ranking Tax Firm**
- **Leading Lawyer 2013 - Asia Law- Asialaw Profiles**

Languages:

	Speaking	Reading	Writing
ENGLISH	Excellent	Excellent	Excellent
LAOTIAN	Very good	Very good	Very good
THAI	Good	Fair	Basic

BANGLADESH
DHAKA
bangladesh@dfdl.com

CAMBODIA
PHNOM PENH
cambodia@dfdl.com

INDONESIA
JAKARTA
indonesia@dfdl.com

LAO PDR
VIENTIANE
laos@dfdl.com

MYANMAR
NAYPYIDAW
YANGON
myanmar@dfdl.com

SINGAPORE
SINGAPORE
singapore@dfdl.com

THAILAND
BANGKOK
thailand@dfdl.com

PHUKET
phuket@dfdl.com
SAMUI
samui@dfdl.com

VIETNAM
HANOI
hanoi@dfdl.com
HO CHI MINH CITY
hcmc@dfdl.com