

2026

**CAPACITY PROFILE of
LNT & PARTNERS**



PREFACE

This Capacity Profile of LNT & Partners has been prepared to describe our firm's qualifications and capacity to serve you and assist you in meeting your business objectives.

Based on the information you have provided, you need legal assistance. And when choosing legal advisers, you need a firm with extensive experience and qualifications that can help you navigate through all the expected – as well as unexpected – steps and challenges that you will encounter.

This Capacity Profile has thus been produced to allow you to have a better understanding of our capability as a law firm. We believe that our team of dedicated and experienced lawyers are the best positioned to help you solve your legal problems.

For further clarification or discussion, please contact us using the following:



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CONTENT

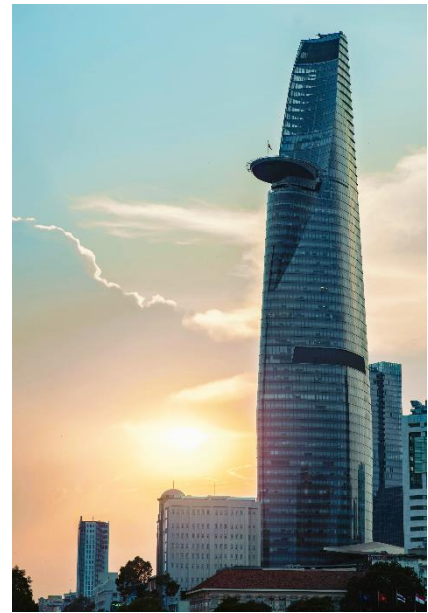
ABOUT US	4
SELECTED ACHIEVEMENTS & AWARDS	5
OUTSTANDING & MAJOR DEAL LIST	8
OUR PRACTICES	13
Antitrust/ Competition.....	14
Banking & Finance.....	15
Capital Markets.....	16
Compliance & ABAC.....	17
Corporate Governance.....	18
Employment.....	19
Foreign Investment	20
Insolvency & Restructuring.....	21
Intellectual Property	22
Litigation & ADR.....	25
M&A.....	27
Projects.....	28
Real Estate	29
Tax.....	30
OUR INDUSTRIES	31
OUR PROFESSIONAL STAFF	32

ABOUT US

LNT & PARTNERS is a full-service independent Vietnam law firm, which focuses on advisory and transactional work in the areas of corporate and M&A, competition, pharmaceutical, real estate, infrastructure and finance as well as complex and high-profile litigation and arbitration matters. The team's commitment to professionalism, quality advice and client care has earned the practice recognition from multiple recognized international publications, including the Legal 500, Chambers and Partners and IFLR1000. It is no surprise that numerous Fortune 500 companies have chosen LNT & Partner as their dedicated legal adviser.

With practice groups spanning all areas from transactional to litigation work, we are committed to providing practical and effective legal solutions to our international and local clients in a timely and cost-efficient manner. To that aim, we proactively strengthen our network with Vietnamese authorities and other decision makers in the business community. Together with the in-depth legal experience of our lawyers, the firm is able to deliver comprehensive legal solutions to its clients.

The firm continuously maintains and develops strategic partnerships with leading legal experts in Asia through affiliations with major multinational law firms based in Singapore, Hong Kong, Japan and South Korea in order to cater to the increase in sophisticated cross-border transactions. Through its continued success in negotiating business deals and providing trusted legal advice to its clients, we stand out as an internationally recognized Vietnamese law firm with exceptional knowledge of the domestic and international business landscape.



Firm's Snapshot

70+

Professionals

12

Partners

2

Offices in
Vietnam

12+

Industries
served

SELECTED ACHIEVEMENTS & AWARDS

With practice groups spanning all areas comprising more than 70 lawyers and associates, LNT & Partners has gained a reputation for providing comprehensive, high-quality legal services to our international and local clientele.

We are ranked among the top tier and recommended by many international publications and legal guides, such as Chambers Asia-Pacific, IFLR 1000, asialaw Profiles, Legal 500, Asian Legal Business and the Financial Times.



ALB SE ASIA Thomson Reuters

Vietnam Law Firm of the Year 2019, 2022, 2023, 2024, 2025
 Finalist for Vietnam Law Firm of the Year in Aviation, Medical and Healthcare, Banking and Financial Service, Arbitration, Construction 2015, 2021, 2022
 Vietnam Deal Firm of the Year 2014



Legal500 Asia Pacific

Ranked by Legal500 in Banking & Finance, Corporate/M&A, Dispute Resolution, Employment, Projects & Energy, Tax, Real Estate and Construction 2025



Benchmark Litigation Asia-Pacific

Tier 1 Firm of the Year 2025
 Top Tier Firm in Commercial and Transactions, Energy and Construction 2021, 2022, 2023
 Recommended Firm in IP, International Arbitration, Commercial and Transactions, Energy and Construction 2019, 2020, 2021



In-House Community

Law Firm of the Year in Corporate and M&A, Anti-trust/Competition, International Arbitration, Litigation and Dispute Resolution, Projects and Project Financing, Employment, Intellectual Property, Life Science 2018 - 2024



In-House Community

Most Responsive International Domestic Law Firm of the Year 2019 - 2024



Chambers Global

Ranked in Corporate/M&A and Banking & Finance 2023 and 2024



Chambers Asia-Pacific

Ranked in Corporate/M&A, Banking & Finance, Dispute Resolution, Real Estate, Employment, Projects, Infrastructure & Energy 2019 - 2024



Financial Times

Top 25 Most Innovative Asia-Pacific Law Firms 2015, 2016, 2019
Shortlisted for FT Innovative Lawyers Asia-Pacific 2022



asialaw Profiles

Outstanding Firm in M&A 2020, 2019, 2016
Highly Recommended Firm in Banking & Finance, Corporate and M&A, Construction and Dispute Resolution, Capital Market, Project and Infrastructure, Real Estate 2016 - 2025



The Legal 500

Leading Law Firm in Banking & Finance, Corporate/M&A, Dispute Resolution, Employment, Projects & Energy, Tax, Real Estate and Construction 2018, 2022, 2023, 2024



IFLR 1000

Recommended Firm in Banking and Finance, M&A, Projects 2023, 2024, 2025
Shortlisted for Vietnam Law Firm of the Year 2022
Recommended Firm in Financial and Corporate, Energy and Infrastructure 2015



ALB Thomson Reuters

Employer of Choice 2014 – 2016, 2018 – 2023



In-House Community

Commended External Counsel of the Year 2016 - 2023



Corporate INTL

Foreign Investment Law Firm
of the Year 2017, 2018
Corporate Law Firm of the
Year (Vietnam) 2016, 2017
Corporate Finance Law Firm
of the Year 2014



Vietnam M&A Forum by VIR

The Best M&A Advisor 2019,
2020



asialaw Asia-Pacific Dispute Resolution Awards

Vietnam National Law Firm
of the Year 2015



Global Law Experts Practice Awards 2014

Corporate Finance Law Firm
of the Year in Vietnam 2014



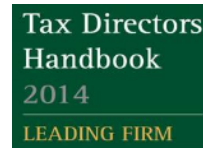
Finance Monthly

Deal Maker of the Year 2014
Antitrust & Competition Law
Firm of the Year 2014



Acquisition International Legal Awards 2014

Full Service Law Firm of the
Year, Intellectual Property
Innovators of the Year,
Commitment to Cross-Border
Investment – Vietnam



Tax Directors Handbook

Leading Firm for Tax 2014



The Asian Lawyer's Emerging Markets Awards

Finalist in Dispute Resolution,
M&A, IP TM -2014

OUTSTANDING & MAJOR DEAL LIST

No.	Project	Description
Investment project and M&A		
1	Mega Investment Project in HCMC	LNT assisted the client in obtaining an Investment Certificate in a US\$1.4 billion project in Ho Chi Minh City. This is also the largest manufacturing investment ever made in the south of Vietnam by a foreign investor (a 70 ha manufacturing facility).
2	Property Complex	Represented a US\$7.5 billion joint venture in a property complex that will include residential, commercial, entertainment and medical establishments.
3	Development of a hotel and casino	Represented the client on the development of a hotel and casino. This is one of the largest casino and entertainment complexes in Vietnam.
4	Development of property complex	Represented the client in real estate matters related to the development of US\$1+ billion property complex in southern Ho Chi Minh City.
5	Development of two mega malls	Represented a major Japanese retailer in the construction of two mega malls in Vietnam. The matter value is US\$200 million.
6	New city development	Advised a Japanese company on the development of US\$1.5 billion new city development in Vietnam.
7	FIDIC contract for high building	Drafted and negotiated a design and build FIDIC contract for a 60-storey building; the project's value is US\$700 Million.
8	Build-Transfer Contract	Drafted and reviewed a Build-Transfer Contract with a Korean real estate company for 2,000 apartments and associated infrastructure in exchange for the land use rights for an area of 70 ha.
9	Consortium agreement for construction and development	Drafted and reviewed a Consortium agreement for the construction and development aspects (8 parties) of a US\$1 billion project at the center of HCMC, LNT also drafted the term sheet for the construction contract.

No.	Project	Description
10	EPC Contract and Tax advisory	Conducted an EPC Contract and Tax advisory works for the US\$527 million project, a 2 million ton capacity Hot Strip Mill Plant.
11	Hydroelectric plant construction contract	Advised and reviewed a hydroelectric power plant construction contract to protect the rights and benefits of the project owner. The total value of the transaction is US\$250 million.
12	EPC construction contract	Assisted in drafting and reviewing the EPC construction contract for a thermal power plant. The value of the transaction is US\$200 million.
13	Special Distribution Certificate	LNT supported a major integrated trading and investment business from Japan to obtain a special distribution certificate that would permit it to distribute all types of non-prohibited items and carry out its business without the need to submit HS codes. To date, only four licenses with the same scope have been issued to foreign investors in Vietnam.
14	Merger of two foreign banks in Vietnam	This deal was innovative because this was the first time two foreign banks have merged together in the territory of Vietnam. LNT assisted the merger in Vietnam in terms of obtaining the State Bank of Vietnam's approval, and approvals for the M&A transaction in Vietnam. The deal is global in scope and valued at US\$3.8 billion.
15	Power plant project participation by a finance company	Advised a well-known Vietnamese finance company in the acquisition of shares in an energy company that is developing five hydro power plants, with a total value of US\$50 million.
16	Applicable tax incentives	Advised a leading electronics company on the applicable tax incentives for its significant US\$1.5 billion project.
17	Merger into a financial institution	Advised on a US\$5 billion merger between a major Bank and a financial group to create new financial institution.
18	Real estate project acquisition	Advised the client on a complex structured deal and the due diligence for five real estate projects in Hanoi and Ho Chi Minh City with a total value of US\$100 million.

No.	Project	Description
19	Acquisition of beverage company	Advised the client, a major beverage company, on the restructuring, due diligence and M&A with potential buyer. The deal is led by a world class investment banker and with a value of over US\$200 million.
20	People's Committee of Ho Chi Minh City and Urban Civil Works Construction Investment Management Authority (UCCI)	Advised UCCI on the development and construction of the East West Highway, the Thu Thiem Tunnel, and Water Environment Projects, with a total value close to US\$1 billion, with a project time frame of almost six years to completion. LNT also advised on UCCI entering into a dredging project designed to open up access to several ports.
21	Feasibility study development	Advised a leading business in Vietnam on the development of a feasibility study with a German multinational conglomerate and a joint venture with a Chinese Group for the development of a major port project in with the total investment capital of close to US\$1 billion.
22	Joint venture, FSO building and construction	Advised on establishing a joint venture between Vietnamese and Malaysian Oil and Gas Groups, drafted and negotiated the contracts for the construction of an FSO project off the coast of Vietnam. The value of this deal was US\$170 million.
23	Contract and M&E Contract	Assisted in the Contract and M&E Contracts for a US\$120 million gas pipeline project.
24	Building an FPSO unit	Acted as a local counsel for a Malaysian bank in sponsoring building an FPSO unit worth US\$400 million in a joint venture between 2 Vietnamese and Korean enterprises.
Financial Services		
25	International bond and credit link note	Advised on a US\$800 million international bond and credit link note issued by one of Vietnam's leading banks.
26	Credit linked notes	Advised on the credit linked notes in relation to 2016 International Government Bond issuance valued at US\$600 million (specifically the interest risks).
27	Syndicated loan	Advised two leading Singaporean banks in a US\$300 million

No.	Project	Description
	agreement	syndicated loan agreement to PTSC Asia Pacific for the development of a FPSO. The agreement type was an LMA.
28	Loan, form LMA	Advised a major Vietnamese bank on a US\$ 200 million loan with a Chinese Bank. The agreement type was an LMA.
29	Revolving Loan to Local Bank	Acted as a local counsel to a Chinese bank on a US\$150 million revolving loan to a state-owned bank in Vietnam.
30	Two-step loan agreement	Advised Vietcombank on a two-step loan agreement with Japan Bank for International Cooperation (JBIC) worth up to \$200 million.
Dispute resolution		
31	Infrastructure arbitration (ICC)	Was the lead counsel in two landmark infrastructure arbitration cases in Hong Kong with US\$500 million at stake (ICC Rules).
32	High-profile Litigation matter	<p>Represented a major cosmetic brand in high-profile litigation against its partners for the deprivation of assets in both arbitration and court proceedings.</p> <p>The case had garnered unprecedented media attention in Vietnam. The matter value is US\$15 million.</p>
33	International arbitration	Represented the client at the Swiss Chambers' Arbitration Institute at Lugano, Switzerland, and in Vietnamese courts.
34	Tax dispute with HCMC Authority	<p>Assisted and represented a European automaker in a dispute with the customs authority, whereby the client was wrongfully charged US\$4.3 million in tax, and later another US\$4.2 million in penalties.</p> <p>The ground-breaking success of the defense has attracted the attention of tax advisors across Vietnam.</p>
35	Entertaining chains litigation	Represented the owner and operator of a luxury hotel chain in Vietnam against a gambler in a widely-publicized, landmark court dispute valued at over US\$55+ million.
36	Dispute over an ODA	Represented the client in a dispute with its partner over a contract sponsored by Official Development Assistance (ODA)

No.	Project	Description
	project by World Bank	provided by the International Development Association (IDA) of the World Bank, to provide clean water to the residents of Binh Dinh Province.
37	International dispute	Assisted and represented a Swiss company against its Vietnamese counterpart in one of the most complex and longest cases in the history of Vietnam, which was brought to the Supreme Court and involved the Swiss Embassy's intervention to protect the Swiss company against undue process.
38	Tax Litigation	Represented one of the world's most reputable companies in a landmark, multimillion dollar tax litigation against the Vietnamese Customs Authority.
39	Dispute for overdue debts	Assisted in resolving a dispute regarding a loan of US\$730 million.
40	Dispute on construction accidents	Settled dispute on construction accidents at a Hydro Power plant site (US\$3.5 Billion project).

OUR PRACTICES

Antitrust/ Competition

Banking & Finance

Capital Markets

Compliance & ABAC

Corporate Governance

Employment

Foreign Investment

Insolvency & Restructuring

Intellectual Property (COPYRIGHT, TRADEMARKS, FRANCHISING)

Litigation & ADR (LITIGATION, ARBITRATION - DOMESTIC & INTERNATIONAL, MEDIATION)

M&A

Projects (CONSTRUCTION, ENERGY, INFRASTRUCTURE, PROJECT FINANCE)

Real Estate

Tax

Antitrust/ Competition

As markets become increasingly sophisticated and competition intensifies, anti-trust regulations have grown in number and complexity. We understand the difficulties faced by companies in dealing with competition law compliance, as they juggle between the convergence of commercial strategies, economics and the law. Particularly, the significant divergence in law between Vietnam and the rest of the world have often led to companies inadvertently breaching the anti-trust laws of Vietnam.

At LNT, we have experience in navigating through even the most highly regulated industries and can deliver practical solutions in an ever-demanding marketplace. We are one of a few firms in Vietnam with a dedicated team specializing in competition law and lie at the forefront of this field. Having represented and advised numerous multinational companies in competition compliance, our lawyers not only have knowledge of the law, but also understanding of the competitive difficulties companies face in Vietnam.

In the Competition sector, we are proud to be one of the best law firms in Vietnam having a specialized practice group with extensive education and training in this particular area of law. We have assisted multinational companies in anti-trust and unfair competition matters, including compliance training, review of contractual agreements, and changes to corporate structure and market strategies.

Our clients have benefited from a broad range of services in our competition law practice, including in:

- mergers and acquisitions and joint venture compliance
- anti-competitive conduct allegations and claims
- Vietnam competition authority investigations
- advertising and marketing material reviews

WORK HIGHLIGHTS

- Assisted global diagnostics imaging leader Siemens Healthineers in obtaining Vietnam merger clearance for its USD 16.4 billion acquisition of Varian Medical Systems.
- Assisted leading insurance broking company Marsh Vietnam in obtaining merger clearance for its acquisition of and merger with JLT Vietnam.
- Assisted China Baowu Steel Group Corporation, one of China's largest SOEs, in obtaining Vietnam merger clearance for its acquisition of Taiyuan Iron and Steel (Group) Co., Ltd.
- Performed a competition law audit on the sales, distribution, M&A and pricing practices of a leading multinational beverage manufacturer.
- Advised a leading beer producer in a complaint lodged at the competition authority against a competitor for coercing distributors to cease distributing the client's products.

Banking & Finance

Our banking lawyers understand the importance of handling risks associated with securing successful transactions, and pride themselves on maintaining a reputation among multinational and domestic banks.

Whether it is negotiating, modifying or enforcing financing arrangements, we offer practical and strategically-oriented solutions to achieve successful commercial outcomes for our clients. Our team advises across a full array of matters, from small loans to significant financings. We have also been recognized for our ability to tackle complex, cross-border transactions for the world's most prominent banks.

Our clients have benefited from a broad range of services in our banking practice, including in:

- licensing
- all facets of financing, including debt, equity and hybrids
- foreign exchange, fund transfer and structuring of offshore accounts
- regulatory compliance
- IPOs

WORK HIGHLIGHTS

- Advised on a USD800 million international bond and credit link note issued by a leading bank in Vietnam.
- Advised a local bank on a USD300 million project finance loan for an ODA-financed project.
- Advised Petro Vietnam on a USD175 million syndicated loan agreement with Citibank (Hanoi) and Citibank (Tokyo).
- Advised Vietcombank on a USD 200 million loan with China Development Bank (Beijing). Form: LMA.
- Advised Natixis Bank on a USD15 million loan to Petro Vietnam Technical Service Corp (PTSC).

Capital Markets

Obtaining finance has become increasingly difficult due to a global tightening of capital markets in view of the current economy. Therefore, when raising capital, companies need a team which understands their business enough to devise strategic structures that help them meet their commercial goals.

Our capital markets practice prides itself on its extensive strategic relationships with Vietnam's largest financial institutions. As capital markets are constantly on the move, with opportunities coming and going, our lawyers have been highly regarded for their ability to manage tight timeframes while delivering solutions in this difficult market.

Our experience in a broad spectrum of industries ensures allows us to understand our clients' business and enables us to tailor an effective strategy for all types of capital raising activities. Clients rely on LNT & PARTNERS to help them raise billions in funds through a range of securities products – ranging from standard issues to complex hybrid offerings.

Our clients have benefited from a broad range of services in our capital markets practice, including in:

- IPOs and other stock offerings
- debt and bridge financing
- derivatives issue
- private placement offerings

WORK HIGHLIGHTS

- Assisted Hyphens Pharma with aspects of Vietnamese law ahead of its debut on the Singapore Exchange (SGX) Catalyst Board.
- Supported Habeco to listing on the stock market. The listing values the brewery at VND 2.3 Trillion (US\$104 Million) based on market capitalization.
- Advised Vietcombank in Credit Suisse's underwriting convertible bonds for Novaland.
- Advised Mekong Capital in LDD and subscribe convertible bonds for Asia Chemical Corporation.
- Advised Tiki on the procedure of convertible bond issuance.

Compliance & ABAC

Today, companies of all sizes and industries need compliance programs to identify, prevent and remedy any violations of law or business policies. Creating and maintaining these programs is a challenging task, particularly in Vietnam where laws and regulations are constantly shifting. Vietnam's harsh sanctions for violations have made it critical for companies to adopt a robust and adaptive approach to its compliance regimes.

At LNT & PARTNERS, we can assist our clients through these challenges by providing comprehensive compliance reviews. Our lawyers are experienced in providing practical, industry-specific legal solutions in even Vietnam's most tightly regulated industries. Our multidisciplinary professionals, who are all experienced in working with businesses across a range of industries, ensure that you receive advice from all corners of the law.

Our clients have benefited from our broad range of services in our compliance practice, including in:

- providing corporate compliance reviews in all industries and areas of law
- devising specifically tailored compliance programs
- providing training and education programs for staff

WORK HIGHLIGHTS

- Assisted a multinational parts manufacturer in conducting an internal investigation of a whistle-blower report of misconduct, i.e. allegations against a manager based on a conflict of interest and for receiving kickbacks.
- Assisted a listed pharmaceutical MNC in conducting a short-term compliance investigation into a Vietnamese subsidiary.
- Assisted a multinational consumer electronics manufacturer with follow-up investigations into employee misconduct uncovered during annual internal audits.
- Advised Hitachi Medical on general compliance with the laws of Vietnam.
- Advised an F&B MNC on compliance matrix and performed a legal audit on their operations in Vietnam.

Corporate Governance

Corporate governance has become increasingly important to companies across all industry sectors, from multinational corporations, listed companies to privately held corporations. Good corporate governance is not only essential to the company's smooth operation but also fundamental in enhancing investors' trust and confidence. However, the Vietnamese corporate governance landscape may be tricky waters for foreign companies to navigate.

At LNT & Partners, our cross-practice and holistic approach to problem solving ensures clients are given pragmatic solutions to their corporate governance issues, whether it be best practices, leadership structures, voting policies for institutional shareholders, conflict of interest, or overall risk management. We are also known for our ability to act quickly during times of crisis to protect our client's best interests.

Our corporate governance practice provides advice and support to clients across an array of matters, including:

- drafting and reviewing company's charters, bylaws, guidelines and other governance-related materials;
- advising on conflict of interest and related party transactions;
- providing corporate compliance reviews in all industries and areas of law;
- conducting internal investigations;
- counseling boards of directors during crisis situations.

WORK HIGHLIGHTS

- Advised a private equity firm on several disputes with majority shareholders in its portfolio companies.
- Advise a Singapore fund regarding its minority holding in a Vietnamese education corporation, for securing both liquidation preference and management control, by way of holding shares with hybrid preferences.
- Advise a majority shareholder in a large corporation about (i) how to leverage against an investment fund regarding the fund's anti-dilution options and share redemption; and (ii) how to mitigate the risks of the fund's derivative actions against the board members who are nominated by the key shareholder.
- Advise and prepare shareholder agreement for a Japanese shareholder to manage and control other shareholders for the purpose of the Japanese shareholder achieving a takeover transaction in a large listed pharmaceutical company.
- Advise on fiduciary duty of CEO in a Japanese owned company in Vietnam.

Employment

The handling of employment relations is critical to a company's financial success. Only with proper handling of employment relations can a company place itself in a position to attract and retain the very best people.

Our employment team brings with them years of experience of advising major companies about all facets of employment law. This has imparted us with extensive insight into the emerging trends in employment law and the commercial and legal challenges faced by companies in the workplace. As prevention is often the best medicine, our employment team also has the expertise to provide training products covering a wide field of workplace relations in order to avoid pitfalls well before they occur.

Our clients have benefited from our broad range of employment services, including:

- unfair dismissal procedures
- employment-related litigation
- terms and conditions of employment
- executive remuneration and board reorganizations
- HR advisory

WORK HIGHLIGHTS

- Assisted one of the largest and oldest financial conglomerates in Japan in reviewing and revising its Internal Employment Handbook.
- Advised a steel roofing market leader on anti-corruption commitments with employees; reviewed the secondment contracts for expatriates; assisted on labour dispute settlement with a senior officer.
- Advised a foreign airline enterprise on compliance with Vietnamese Labour Code during the course of operation in Vietnam; drafted and registered internal labour regulations and labour contract template.
- Advised a Malaysian company on the settlement of a dispute with the legal representative of their subsidiary in Vietnam.
- Advised clients in fashion retailing to steel roofing industries on issues relating to the employment of expats in Vietnam.

Foreign Investment

Vietnam's low labor costs, strong prospective growth and recent accession to the WTO Commitments have made it an ideal place for prospective investors to launch their commercial operations. However, despite the attraction, investors are often faced with procedures dense in regulatory compliance, governmental approvals and administrative delays.

At LNT, our lawyers have the legal expertise to simplify this process. Together with our relationships with various government authorities and knowledge across an array of industry sectors, our lawyers are familiar with navigating through the maze of Vietnamese regulations. Our impressive track record is the result of our tried and true method of establishing some of the most successful companies in Vietnam. To that end, we make it our aim to get our clients' business up and running in the most time and cost efficient manner as possible.

Our clients have benefited from our broad range of services in our foreign investment practice, including in:

- establishing and structuring business ventures
- licensing
- regulatory compliance
- equity acquisitions

WORK HIGHLIGHTS

- Obtained a special license to open a second outlet for a wholly foreign-owned retailer – Economic Needs Test and exemption qualifications generally make this especially difficult.
- Advised Adventus Holdings on the development of a 5-star resort in Danang across all stages of transaction via a local partner, i.e. joint venture set-up, land and project due diligence, land acquisition advisory, and financing issues advisory.
- Advised a 100% foreign-owned construction company on all aspects of operation in Vietnam; inter alia obtained licences/sub-licences/permits for business activities and worked with authorities on issues relating to enterprise registration information.
- Advised Taisho Pharmaceutical on a USD 107.4 million acquisition of a controlling stake in Vietnam's largest pharmaceutical manufacturer DHG Pharmaceutical JSC.
- Advised Hakuodo Incorporate, a world's top 10 media corporation, on the acquisition of 50.99% of shares in Square Communications, a leading media corporation in Vietnam.

Insolvency & Restructuring

In addition, LNT & Partners has been involved in a number of major transactions including the implementation of joint ventures, and the re-structuring of enterprises. “LNT & Partners provides good quality M&A, corporate and commercial advice”. LNT & Partners’ consulting services in the area of M&A include: drafting agreements on capital structure; contract negotiations; detailed investigation reports; and initial conditions verification.

We pride ourselves on being behind some of the largest and most complex company restructurings in Vietnam. Our professionals have the experience and resources to provide comprehensive solutions in restructuring transactions, including in cross-border matters. Expertise is drawn from our Tax, Litigation, Employment, Real Estate and Banking & Finance practice groups to ensure that our clients receive coordinated advice on time.

Our team has represented troubled companies, their boards, management teams, owners, creditors and investors in both in- and out-of-court workouts.

Our clients have benefited from our broad range of services in our restructuring practice, including in:

- cross-border, out-of-court restructurings
- restructuring strategies for distressed companies and investors
- distressed M&As
- rescue and exit financings

WORK HIGHLIGHTS

- Advised Thuan Phat in conducting volunteer bankruptcy from start to conclusion;
- Advised Shiseido Vietnam across all legal aspects of volunteer bankruptcy;
- Advised a Filipino client in the Bong Mieu Gold Mining Company bankruptcy case in Central Vietnam.
- Advised a communication group in restructuring five large companies so that a well-known Korean corporation can buy approximately 50% of share in the holding company.
- Advised the Client on restructuring so that the deal could be legally completed since the foreign investor is prohibited from acquiring more than 51% in a local trucking enterprise. The deal size is USD 100 million.

Intellectual Property

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In a progressively uncertain economy, counterfeit products are becoming more prevalent – particularly in Vietnam. Therefore, companies should be increasingly vigilant in protecting their intellectual property rights.

At LNT & Partners, our specialized intellectual property lawyers can protect our clients' ideas, brand, inventions, innovations and above all, their reputation. We make it our aim to mitigate any commercial implications arising from potential infringements and to ensure our clients are able to fully leverage their intellectual property. Our team is active in a wide array of sectors and have been recognized for their depth of intellectual property services – ranging from the standard to the complex.

WORK HIGHLIGHTS

- Represented a major Japanese retail group in protecting its brand in the country through trademark registration and litigation to preserve its multimillion dollar market share in Vietnam.
- Advised a global healthcare company on intellectual property issues, including data-handling and product information on ERP.
- Advised a major insurance player in multiple patent filings to secure the company's innovative business processes.
- Represented the client in settling a dispute against their local franchisee; structured and established their convenience store franchise in Vietnam.
- Advised the Coffee House regarding registering the franchise TenRen (Taiwanese Tea) in Vietnam.

Our clients have benefited from our broad range of services in our intellectual property law practice, which include:

❖ Copyright

Internationally copyrighted works enjoy protection in Vietnam under the Berne Convention. However, while Vietnam has an established registration system for copyrights, registration does not mean that your copyright is enforceable.

Our copyright lawyers can walk you through all the necessary steps to have your works protected in Vietnam – whether they be artistic or highly technical. Through our familiarity of all the steps leading to copyright registration, our lawyers will provide you the most time and cost effective solution to see your creations protected.

❖ Trademarks

Trademarks are the foundation of creating an effective brand, and are perceived as the face of a company. Therefore, it pays to have a trusted legal adviser like LNT & Partners to navigate through the regulatory maze of applying, registering and securing your company's future image.

Our trademark experts act on a broad spectrum of trade mark matters, including trade mark

searches, registration and prosecution. Our team also provides assistance in the recordal of changes/ assignments of trademark applications, oppositions, cancellations, renewals, registration of trademark and service mark license/ assignment agreements.

❖ **Patents & Designs**

Patents in Vietnam cover inventions and utility solutions. Due to the often technical nature of inventions, applications through the National Office of Intellectual Property (NOIP) can be a tedious and complex process.

Our patent attorneys are unique in that they possess a strong background in both science, for all those technical parts, and in law, to navigate through the IP law regime. Our networks and tried-and-true methods of filing patent applications ensure that our clients' inventions are registered in the most efficient manner possible.

Our team handles a wide array of matters in relation to patents, utility solutions and designs. These include search and legal advice on patentability/registrability, freedom-to-operate assessments, specification drafting, registration and prosecutions of patent/ design applications, recordal of changes/ assignments, annuity payments, oppositions, cancellations, validity and invalidity assessments and registration of patent license/ assignment agreements.

❖ **IP Commercialization**

The knowledge to properly leverage your IP assets in an increasingly competitive market is crucial to commercial success.

Our IP legal team at LNT & Partners has the experience and expertise to deliver practical strategies for commercializing and managing IP portfolios. We ensure that our clients are able to maximize their commercial benefits from their IP assets. In collaboration with our TMT, biotechnology and pharmaceutical industry specialists, our team offers comprehensive legal services to fully exploit the economic value of your IP. Our IP lawyers also have extensive experience with IP contracts, including agreements relating to franchising, technology transfers, and licensing.

❖ **IP Litigation**

When things do not go according to plan, our IP litigation team stands ready to assist our clients.

Our clients benefit from the expertise of our litigation and ADR practice. Our lawyers have considerable experience in representing our clients in civil and criminal IP disputes, including disputes related to patents, trademarks, copyrights, trade names, and trade secrets.

❖ **Franchising**

In businesses around the world, franchising as a means of distribution is often the most profitable path to growth. Vietnam is no exception, having experienced gradual increases in successful franchises being opened throughout the country. However, tight regulatory frameworks often restrict prospective franchisors and franchisees in establishing or maintaining operations in Vietnam.

At LNT & PARTNERS, our lawyers have advised on and assisted in establishing some of the most prominent and successful franchises in Vietnam across a broad spectrum of industry sectors. Our team works closely together with the taxation, foreign investment, corporate and M&A, employment and competition law practices to deliver practical solutions. This ensures our goal of having our clients' franchises run as smoothly as possible.

Our clients have benefited from our broad range of services in our franchising practice, including in:

- franchise distribution and structuring
- regulatory compliance
- franchise relations
- licensing
- equity acquisitions.

Litigation & ADR

LITIGATION, ARBITRATION - DOMESTIC & INTERNATIONAL, MEDIATION

Litigation & ADR involves more than just going to court or international arbitration. In practice, there are often more efficient avenues and in fact, a vast majority of disputes will never reach court or international arbitral proceedings in practice.

At LNT & PARTNERS, our approach is to ensure that our clients' commercial disputes are resolved in the most time and cost efficient manner as possible. To this end, our team actively promotes and explores alternative dispute resolution practices, including mediation and conciliation, so as to avoid costly litigation and international arbitration. However, where litigation or arbitration is unavoidable, our team has significant experience in representing clients on some of the most high profile litigation and arbitrations in the country.

WORK HIGHLIGHTS

- Represented the Ho Chi Minh City People's Committee before the ICC International Court of Arbitration in two cases related to remuneration for construction of the East-West Highway and Thu Thiem Tunnel in Ho Chi Minh City.
- Was the lead counsel in two landmark infrastructure arbitration cases in Hong Kong with US\$500 million at stake (ICC Rules).
- Successfully represented a Dutch-incorporated transport app provider in litigation against the HCMC Tax Authority.
- Represented the owner and operator of a luxury hotel chain in Vietnam against a gambler in a widely-publicized, landmark court dispute valued at over US\$55+ million.
- Represented a major cosmetic brand in high-profile litigation against its partners for the deprivation of assets in both arbitration and court proceedings.

Litigation & ADR practice group includes:

- **Litigation:**

The Vietnamese court system and its procedures are complex, and it is almost always ill-advised to progress through it alone without legal representation from experienced litigation lawyers.

Our litigation team has been singled out by clients as one of the most formidable advocates in the country. Led by former court judges, our lawyers have represented clients before all major courts of Vietnam and in a broad spectrum of matters. We have an impressive track record of success, including in high-value bet-the-company litigations where the stakes and pressures are high.

We have been behind some of Vietnam's largest cases, including successful representations in the infamous Sheraton Hotel Casino Case and the BMW Tax Litigation Case. Our involvement in multiple landmark cases has also shaped some of Vietnam's most controversial areas of law.

Our clients have benefited from our broad range of services in our litigation practice,

including:

- representing or advising on all stages of the litigation process (trial, appeal and enforcement)
- advising on legal and factual positions in potential litigation
- preparing them for litigation should they wish to represent themselves

- **Arbitration – Domestic & International**

As Southeast Asia's emerging markets shift towards embracing globalization, arbitration has made its way among businesses as a preferred means of resolving cross-border disputes. Vietnam is no exception, with foreign investors embracing international arbitration as a faster and more preferred mechanism over the country's courts.

At LNT & PARTNERS, members of our dispute resolution team have experience in acting as counsel or advising clients in both domestic and international arbitrations at major arbitral institutions. These include disputes adjudicated under the rules of the ICC, VIAC, SIAC, JCAA and Swiss Chambers' Arbitration Institution. Thanks to our alliances with leading law firms around the world, clients can rely on us to represent them in arbitrations of any seat, any law and under any tribunal. Our professionals have been engaged in arbitrations with parties from Asia, Europe, Australia and the US.

Our clients have benefited from our broad range of services in our arbitration practice, including:

- representing or advising on all stages of the arbitral process
- setting aside or enforcing procedures for awards
- drafting or negotiating arbitration agreements

- **Mediation:**

We take great pride in placing our client's interest first. Therefore, mediation is usually the first point of call that we recommend when a dispute arises. As valuable business relationships are often at stake, our team can take a less interventionist approach by working behind the scenes in preparing clients for mediation. For more complex and large-scale mediations, we can offer representation in negotiations with the counterparty to preserve your interests.

M&A

Our M&A practice stands out as a market leader in Vietnam and is behind some of the country's most ground-breaking transactions. Our corporate lawyers bring with them years of experience and industry knowledge to deliver cutting-edge solutions in Vietnam's highly regulated corporate environment.

Thanks to a strong team of professionals, which includes experienced lawyers and former senior government officials, LNT & Partners is consistently recognised by prominent multinationals for our ability to advise on both the legal and regulatory dimensions of their business strategies.

WORK HIGHLIGHTS

- Assisted FWD Insurance on the acquisition of Vietcombank-Cardif Life Insurance, a life insurance joint venture between Vietcombank and BNP Paribas Cardif.
- Advised Taisho Pharmaceutical on a USD107.4 million acquisition of a controlling stake in Vietnam's largest pharmaceutical manufacturer DHG Pharmaceutical JSC.
- Advised Philcement Corporation, a subsidiary of Philippines-listed Phinma Corporation, on acquisition of a stake in Song Lam Cement JSC, operator of the largest cement plant in Vietnam.
- Advised BASF on the Vietnamese law aspects of the global sale of its construction chemicals business to global private equity firm Lone Star.
- Advised Toshin Development on strategic investment in high-end complex Lancaster Luminaire, a 6000 sqm high-end shopping mall, office and apartment complex located in the heart of Hanoi.

Projects

CONSTRUCTION, ENERGY, INFRASTRUCTURE, PROJECT FINANCE

Vietnam has seen unprecedented growth in infrastructure in recent years, and it is expected to continue growing. However, implementing new projects comes with an array of challenges – from obtaining capital and licences to overall observing the multiple levels of government regulations. With millions (or billions) of dollars at stake, it pays to have a legal adviser to navigate through all stages of the infrastructure process.

At LNT & PARTNERS, we have been at the forefront of many of the largest project developments in Vietnam. From highways to dams, shopping complexes to hospitals, our team is familiar with a broad spectrum of development – including those of key national significance. Our team is renowned for delivering cutting edge and multidisciplinary advice to the public and private sector on all aspects of project development.

Our clients have benefited from our broad range of services in our projects practice, including in:

- project structuring and delivery
- risk analysis
- preparation of project documentation and contract negotiation
- project financing and due diligence
- title acquisition advice

WORK HIGHLIGHTS

- Advised the Urban - Civil Works Construction Investment Management Authority (UCCI) on the development and construction of East West Highway, Thu Thiem Tunnel, Water Environment Projects, a total value close to USD 1 billion.
- Advised Vietnam Oil and Gas Group (PetroVietnam) on the negotiation of an offtake agreement with Nghi Son Refinery and Petrochemical LLC (NSRP).
- Advised People's Committee of Ho Chi Minh City on entering in dredging project of Soai Rap River, the gate to the East Sea and opening several ports along the Saigon – Soai Rap River for Ho Chi Minh City and Ba Ria – Vung Tau Province.
- Advised PV Power in EPC contract for combined cycle LNG power project Nhon Trach 3 & 4 for total capacity of 1.5 GW.
- Advised PV GAS on the termsheet and JVA with AES Corporation to develop the Son My LNG terminal project.

Real Estate

The pace at which Vietnam's legal framework on real estate ownership, leasing and maintenance changes almost as rapidly and frequently as the real estate market itself. Therefore, whether you are a developer or a property investor scoping Vietnam as a potential market, it pays to have a legal adviser who can stay on top of these rapidly changing regulations.

At LNT & PARTNERS, our real estate team closely monitors and tracks any commercial and legal developments in Vietnam's real estate market. This ensures that our clients receive up to date advice from advisers who not only know the law, but who are equipped to anticipate real estate trends. Our clients, ranging from public to private, all highly regard our pragmatic approach to tackling issues in arguably one of Vietnam's most regulated sectors.

Our clients have benefited from our broad range of services, including in:

- negotiation and drafting of property leases
- registration procedures for land use rights certificates
- investment procedures for REITs
- land development and planning
- property acquisition from abroad

WORK HIGHLIGHTS

- Advised Tokyu Corporation on various matters concerning its joint venture with Becamex to develop a new 80-ha urban project in Binh Duong New City which includes residential housing, retail and commercial properties.
- Advised AEON Vietnam on the construction of two mega malls, including drafting and negotiating key construction and leasing contracts.
- Advised Toshin Development on its development plan for Starlake, an urban development project situated close to the West Lake high-end residential area, Hanoi.
- Advised Mapletree on matters relating to its development of a new urban centre in HCMC, including land transfer, asset transfer, commercial property lease, residential housing development and commercial property development projects.
- Advised Hong Kong Land on a mixed commercial and residential property project in District 2, HCMC.

Tax

Our interdisciplinary tax team advises on all types of taxes. As our expertise spans to accounting, corporate law and the financial services aspects of taxation, we are well placed to advise on taxes from both a legal and commercial point of view.

Our tax team works closely with our corporate and M&A and private equity practices to develop tax-friendly strategies for clients. We also work with our dispute resolution practice, where we have also successfully represented clients in appealing against decisions of the tax authorities. Together, we have generated savings of millions of dollars to our clients.

Our clients have benefited from our broad range of services in our tax practice, including:

- representation in tax investigations or disputes
- mergers, acquisitions and corporate structuring
- transfer pricing

WORK HIGHLIGHTS

- Represented client, a global peer-to-peer ridesharing and ride service hailing app provider, in a tax dispute against the Ho Chi Minh City tax authority.
- Advised an FMCG Company on applying to the tax authority and the General Department of Tax to obtain the application of the Vietnam Singapore Tax Avoidance Treaty.
- Advised an international electronics company in a facility project in HCMC with unprecedented tax incentives granted.
- Represented one of the world's most reputable companies in a landmark, multimillion dollar tax litigation against the Vietnamese Customs Authority.
- Acted for a foreign pharmaceutical company in a tax dispute with the Hanoi Department of Tax regarding tax incentives application and tax investigation.

OUR INDUSTRIES

Banks

Distribution & Retail

Education

Energy & Natural Resources

FMCG

Healthcare & Life Sciences

Hotels, Resorts & Tourism

Infrastructure

Insurance

Manufacturing

Pharmaceutical

Private Equity

Real Estate

Technology, Media and Telecommunications

OUR PROFESSIONAL STAFF

The lawyers of **LNT & Partners** possess many years of experience in practicing law and most have graduated from prestigious law schools in Vietnam or overseas.

A number of our professionals have also been directly associated with recognized international law firms. Many of our senior staff are involved in teaching and training at universities and institutions in the country such as the Ho Chi Minh City University of Law and the Academy of Justice, and are regularly featured speakers at domestic and international legal forums.

For further information about us or how we can assist you in your commercial endeavors, please contact:



Mr. Bui Ngoc Hong
Partner



Ms. Hoang Nguyen Ha Quyen
Managing Partner



Dr. Le Net
Partner



Dr. Nguyen Anh Tuan
Partner



Mr. Tran Thai Binh
Partner



Mr. Nguyen Xuan Thuy
Partner



Ms. Vu Thanh Minh
Partner



Mr. Nguyen Cong Phu
Partner



Ms. Luong Trung Van Nhi
Partner



Ms. Nguyen Thi Diep
Partner



Mr. Ngo Thanh Hai
Partner



Ms. Vu Thi Thinh
Partner



DR.

Le Net

POSITION

Partner

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- Ph.D. in Law (London School of Economics, U.K.)
- LL.M. (Katholieke Universiteit Leuven, Belgium)
- LL.B. (Warsaw University, Poland)

Membership

- Vietnam Bar Federation
- Ho Chi Minh City Bar Association
- Inter-Pacific Bar Association
- International Bar Association
- VIAC, SIAC
- Chartered Institute of Arbitrators
- International Chamber of Commerce

Practice Areas & Industry Coverage

- Financial Services
- Real Estate/ Infrastructure
- International Arbitration
- M&A
- Tax
- Banking
- Energy
- FMCG
- Healthcare and Pharmaceutical
- Real Estate/ Infrastructure

Profile

Dr. Net Le is the partner in charge of Singapore office of LNT & Partners. He is also in charge of financial services, infrastructure and arbitration practice group of the firm. In 2019 and early 2020, Net has been leading in a number of signature deals and cases, including: representing PetroVietnam in working with Nghi Son Refinery, acting for a number of subway construction projects in both Hanoi and Ho Chi Minh City, representing lender in a 8-bank syndication deal from China to Vietnam, representing Vingroup in a major M&A transaction, representing major renewable energy companies in wind power and solar power projects, winning an ICC construction arbitration case for Vietnam Expressway Corporation.

Net obtained LL.B from Warsaw University in 1996, LL.M from KU Leuven in 1997, Ph.D from London School of Economics in 2004. He co-founded LNT & Partners in 2006. He taught contracts at Ho Chi Minh City University of Law and published widely in Vietnam and abroad. He is also an arbitrator at the Vietnam International Arbitration Centre (VIAC) in which he has chaired or co-arbitrated more than 30 cases and a member of Chartered Institute of Arbitrators (CIArb).

Work Highlights

- Advised Petro Vietnam on the negotiation of an offtake agreement with Nghi Son Refinery and Petrochemical LLC (NSRP).
- Advised PV Power in EPC contract for combined cycle LNG power project Nhon Trach 3 & 4 for total capacity of 1.5 GW.
- Advised China Construction Bank (HCMC Branch) on a USD 73million syndicated loan for the development of Hailide's USD 150 million fiber textile complex in Tay Ninh (Vietnam).
- Advised Vietcombank on an inter-creditor agreement with Credit Suisse Ag, Singapore for a USD 250 million loan to finance real estate projects within the territory of Vietnam.
- Represented the client before the ICC International Court of Arbitration in Singapore in relation to the dispute settlement under EPC Contract valued at USD 25m.
- Represented client, a multinational peer-to-peer ridesharing and ride service hailing app provider, in a tax dispute against the Ho Chi Minh City tax authority.
- Advised AstraZeneca on the importation of 30 million doses of AstraZeneca's Covid-19 vaccines into Vietnam.



MR.

Bui Ngoc Hong

POSITION

Partner

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Education

- LL.M. (Nagoya University, Japan)
- LL.B. (Ho Chi Minh City University of Law, Vietnam)

Membership

- Vietnam Bar Federation
- Ho Chi Minh City Bar Association
- Inter-Pacific Bar Association (IPBA)
- International Bar Association (IBA)

Practice Areas & Industry Coverage

- M&A
- Compliance
- Employment/Labor
- Corporate investigation
- Dispute Resolution
- Capital market
- Real Estates
- Logistics
- Retail
- Renewable energy
- Healthcare and Pharmaceutical
- Insurance

Profile

Mr. Hong Bui is a Partner of LNT & Partners. Being a Corporate and M&A lawyer, he is in charge of the firm's Corporate practice group. He aids investors in their commercial objectives in all aspects of investment in Vietnam, and is familiar with establishing businesses and contractual arrangements, asset/project and company acquisitions, private equity matters, and corporate restructurings.

Mr Hong Bui is sought for advice on corporate governance, corporate investigation, M&A, joint ventures, deal structuring, corporate restructuring, contractual matters, employment, and dispute settlement.

Mr Hong Bui is a frequent contributor to local and regional business publications. He is also a regular speaker at conferences and seminars on foreign investment, M&A, corporate restructuring, contracts, employment, and dispute settlement in Vietnam.

Work Highlights

- Advised Strategic Hospitality Holdings Limited, throughout the transaction process of the IBIS Saigon South and Capri by Fraser
- Advised MetLife in its investment matters regarding life insurance;
- Advised Taisho Pharmaceutical on acquisition of a controlling stake in Vietnam's largest pharmaceutical manufacturer DHG Pharmaceutical JSC;
- Advised Dragon Capital on all legal aspects (due diligence, deal structuring, transaction documents, closing) for acquiring a solar power plant whose capacity is 49.5MWp from LICOGI 13 Joint Stock Company;
- Advised Hanwha Asset Management, Korea's leading comprehensive asset management company on its investment into Grab Financial Group (Series A funding round);
- Advised CJ Logistics on deal structuring and acquiring controlling stake in Gemadep;
- Advised Heritas Capital Management on deal structuring and acquisition of a significant minority stake in a local education group.
- Advised FINACCEL PTE. LTD. and relevant parties on a buy-now-pay-later fintech M&A and JV.



MS.

Hoang Nguyen Ha Quyen

POSITION

Managing Partner

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Education

- LL.M. (University of the West of England, U.K.)
- LL.B. (Ho Chi Minh Law University, VN)
- Certificate (WIPO and SIDA – Copyrights and Related Rights in the Global Economy)

Membership

- Vietnam Bar Federation
- Ho Chi Minh City Bar Association
- CEDR Accredited Mediator
- VMC - Vietnam Mediation Center
- VBLC - Vietnam Business Lawyers Club

Practice Areas & Industry Coverage

- M&A
- Compliance & ABAC
- Employment / Labor
- Restructuring and insolvency
- Insurance
- Distribution/ Retail
- FMCG
- Manufacturing

Profile

Ms. Quyen Hoang is a partner in charge of the firm's Corporate practice group. She advises on matters of corporate and commercial compliance, mergers and acquisitions, contract drafting and negotiation, investment, labor, and intellectual property. She has been ranked by Chambers as a Corporate / M&A expert. Ms. Hoang and her team have been consistently and proactively involved in the successful completion of various projects, including numerous high profile foreign-invested projects, mergers and acquisitions, restructuring and corporate management. She has also been active in arbitration and dispute settlement. Spanning over 27 years of experience, Ms. Hoang has been recognized by the legal community as one of the few life insurance law experts in Vietnam who have a comprehensive understanding of international insurance regulations and their application under Vietnamese laws.

Ms. Hoang has been held in high regard and recommended by the asialaw Profiles for having "all the important connections and experience" that corporate clients need. Ms. Hoang is a regular columnist for the Phap Luat Newspaper, the Vietnam Investment Review and several other legal periodicals. She was also a lecturer at Vietnam Business Lawyers Club.

Work Highlights

- Assisted FWD Insurance on acquisition of Vietcombank-Cardif Life Insurance, a life insurance joint venture between Vietcombank and BNP Paribas Cardif.
- Advised Toshin Development on strategic investment in high-end complex Lancaster Luminaire, a 6000 sqm high-end shopping mall, office and apartment complex located in the heart of Hanoi.
- Advised Toshin Development on their investment in Starlake, the last golden land plot left alongside the West Lake in Vietnam's capital.
- Assist a recent significant shares subscription of a Vietnam's leading internet & technology company at one-billion-dollar valued start-up.
- Advised on a joint venture between a Korean investor and Ngoc Tung JSC.
- Advised a Japanese real estate market leader on a mega infrastructure project connected to Ho Chi Minh City's Metroline No 1.



DR.

Nguyen Anh Tuan

POSITION
Partner

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Education

- Ph.D. (Nagoya University, Japan)
- LL.M. (Lund University, Sweden)
- LL.B. (Ho Chi Minh City University of Law, Vietnam)

Membership

- Vietnam Bar Federation
- Ho Chi Minh City Bar Association
- International Bar Association
- Arbitrator at FCCA
- CEDR Accredited Mediator

Practice Areas & Industry Coverage

- Antitrust/ Competition
- M&A
- Employment/ Labor
- Compliance & ABAC
- Foreign Investment
- Pharmaceutical
- Healthcare & Life Sciences
- FMCG
- Distribution/Retail
- Education

Profile

Dr. Anh Tuan Nguyen is a partner in charge of the firm's Corporate practice group. Leading multinational companies in the pharmaceutical, FMCG and consumer goods industries regularly seek Dr. Nguyen's expert advice in matters concerning importation, distribution, sales and antitrust. He leads a team specialized in the healthcare sector and antitrust.

Dr. Nguyen has been singled out for his work in the healthcare practice in Vietnam by Asialaw for being "very knowledgeable of the healthcare industry as well as the local environment." In corporate and antitrust matters, he advises client in various issues including Greenfield investment, M&A, corporate restructuring, filing for clearance and compliance trainings, along with specific experience in commercial dispute settlements. Dr. Nguyen is recognized by the legal community as one of the few qualified competition law experts in Vietnam who has an in-depth understanding of international antitrust regulations and their application under Vietnamese Competition Law.

Work Highlights

- Assisted Hyundai Heavy Industries Holdings in securing unconditional Vietnam clearance for its acquisition of a controlling interest in leading construction equipment manufacturer Doosan Infracore.
- Assisted medical technology leader Siemens Healthineers in securing unconditional Vietnam clearance for its USD 16.4 billion acquisition of Varian Medical Systems.
- Advised Hyphens Pharma on its IPO on the Catalist Board of the Singapore Stock Exchange (SGX-ST).
- Advised BASF on the Vietnamese law aspects of the global sale of its construction chemicals business to global private equity firm Lone Star.
- Advised Hakuodo Incorporate, world's top 10 media corporation, on acquisition of a controlling interest in Square Communications, a leading media corporation in Vietnam.
- Advised Philcement Corporation, a subsidiary of Philippines-listed Phinma Corporation, on acquisition of an interest in Song Lam Cement JSC, operator of the biggest cement plant in Vietnam.
- Advised ATAD Steel Structure Corporation, a leading steel structure company in Southeast Asia, on their capital and business partnership with Kanematsu Corporation.



MR.

Tran Thai Binh

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Partner

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Education

- LL.M. (Bristol Law School, UWE, UK)
- LL.B. (HCMC University of Law)
- B.A. (HCMC University of Social Sciences and Humanities)

Membership

- Vietnam Bar Federation
- Ho Chi Minh City Bar Association
- Inter-Pacific Bar Association
- Arbitrator at FCCA
- HCMC Real Estate Association

Practice Areas & Industry Coverage

- Real Estate
- M&A
- Dispute Resolution
- Corporate Governance
- Foreign Investment
- Tax
- Infrastructure
- Funds & Private Equity
- Distribution/Retail
- FMCG
- Manufacturing
- Hotels, Resorts & Tourism

Profile

Mr. Binh Tran is the partner in charge of the firm's Real Estate & Infrastructure Practice Group, and brings with him more than 20 years of legal experience. Mr. Binh Tran has advised clients on a wide variety of matters covering all aspects of the real estate industry, including project implementation, land use rights and property ownership-related matters, property acquisition transactions and taxation matters, and real estate project development procedures. His experiences also cover matters regarding operation and investment activities of a business in Vietnam. His negotiation skills and business knowledge effectively add more values to his advices to clients rather than a mere legal advice.

Mr. Binh Tran has marked his involvement in the development of numerous successful real estate projects in Vietnam, namely Saigon South Center, Ecopark, SC Vivo City and etc. He is often named and recommended as leading lawyer by Asia Law, The Asian Lawyer, The Legal 500, Chambers and Partners and by other legal business magazines. Binh was commended by the Mayor of Ho Chi Minh City, the Head of Saigon South Authority (MASD) in 2007, 2008, 2009 for his excellent contributions to the development of the Saigon South New Urban Center.

Work Highlights

- Advised Tokyu Corporation on various matters concerning its joint venture with Becamex to develop a new 80 ha urban project in Binh Duong New City which includes residential housing, retails and commercial properties.
- Advised Philcement Corporation, a subsidiary of Philippines-listed Phinma Corporation, on acquisition of a stake in Song Lam Cement JSC, operator of the biggest cement plant in Vietnam.
- Advised Adventus Singapore on developing a 5-star resort in Da Nang via a local partner, including the joint venture with the local partner, due diligence on the land and the project, all the advisory work regarding the land acquisition and financial issues.
- Advised Mapletree on matters relating to its development of a new urban center in HCMC, including land transfer, asset transfer, commercial property lease, residential housing development and commercial property development projects.



MR.

Nguyen Xuan Thuy

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Partner

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Education

- LL.B. (Ho Chi Minh City University of Law, Vietnam)

Membership

- Inter-Pacific Bar Association (IPBA)
- International Bar Association (IBA)
- Law Association for Asia and the Pacific

Practice Areas & Industry Coverage

- M&A
- Foreign Investment
- Compliance & ABAC
- Dispute Resolution
- Tax
- Education
- Distribution/Retail
- FMCG
- Manufacturing
- Fintech

Profile

Mr Thuy, with over 15 years of experience in legal practice, is a Partner at LNT & Partners. He has successfully advised a number of foreign investors, domestic companies and regulatory agencies in Vietnam on mergers and acquisitions, corporate, labor and real estate law.

Furthermore, Mr Thuy also achieved the Best Graduation Thesis on competition law after graduating from Ho Chi Minh City University of Law. He is frequently sought after for comments on drafts of legal regulations for investment law, enterprise law and planning law. Mr. Nguyen is also a contributor for Vietnam Investment Review, Vietnam News, Global Legal Insights, IFLR, Inhouse Community and other international legal magazines.

Work Highlights

- Advised Taisho Pharmaceutical on a USD 107.4 million acquisition of a controlling stake in Vietnam's largest pharmaceutical manufacturer DHG Pharmaceutical JSC.
- Advised Hanwha Asset Management on acquisition of majority shares in a Singaporean Company.
- Advised VABIOTECH, SOVICO and DANSON on the Sputnik V Covid-19 vaccines production license and distribution project in Vietnam.
- Advised Tiki on legal matters regarding the procedure for increasing its capital by issuing new shares to foreign investors.
- Advised Samsung on its major investment project using investment amount of more than 01 billion USD in the High-tech Park in Ho Chi Minh city.
- Advised Caterers Vietnam on its sale of entire shares to Epicure Catering.
- Advised the client on a 01 billion Euro M&A transaction acquiring Big-C supermarket, a major M&A transaction in Vietnam.
- Advised the clients on a number of M&A transactions in education, pharmaceutical and insurance sector.
- Advised VUS and other education companies relating to their daily matters.



MS.

Vu Thanh Minh

POSITION

Partner

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- LL.B. (Hanoi University of Law)
- LL.M. (Hanoi National University, Vietnam)

Membership

- Vietnam Bar Federation
- Ho Chi Minh City Bar Association
- International Bar Association
- Vietnam Banks Association – Banking Legal Club

Practice Areas & Industry Coverage

- Banking & Finance
- Capital Markets
- Foreign Investment
- Corporate/M&A
- Tax
- Banks/ Fintech
- Electronics/ Power Plants
- Energy
- FMCG
- Infrastructure

Profile

Ms. Thanh Minh Vu, with more than 16 years of experience working in both external and in-house counsel roles, is a Partner at LNT & Partners. She is the Managing Partner of the Hanoi office and in charge of the firm's Financial Services practice group. Minh has successfully advised foreign investors, domestic companies, and regulatory agencies in Vietnam on tax, investment, banking & finance, M&A, infrastructure, and labor matters.

Prior to joining LNT & Partners, she was the Head of the Legal Department of credit institution Vietnam Chemical Finance JSC (VCFC, now Lotte Finance), where she worked on banking, capital markets, and private equity matters. She was responsible for providing legal advice on loans, investments, deposits, guarantees, factoring, and other banking products offered by VCFC.

Minh has advised on significant financial transactions, and her advice regarding novel legal issues has been published in Vietnam Investment Review and Vietnam News. Her clients appreciate her adaptability to Vietnam's rapidly changing regulatory framework, as well as her analyses regarding intricate matters of law. She is recognized as a rising star in banking and finance by many ranking associations.

Work Highlights

- Advised Vietcombank on a two-step loan agreement with Japan Bank for International Cooperation (JBIC) worth up to \$ 200 million.
- Advised China Construction Bank (HCMC Branch) on a USD 73 million syndicated loan for the development of Hailide's USD 150 million fiber textile complex in Tay Ninh (Vietnam).
- Advised Vietnam Oil and Gas Group (PetroVietnam) on the negotiation of an offtake agreement with Nghi Son Refinery and Petrochemical LLC (NSRP).
- Assisted the merger in Vietnam in terms of obtaining the State Bank of Vietnam's approval and other approvals for the transaction. The deal is global in scope and valued at USD 3.8 billion and the first bank merger deal in the territory of Vietnam.
- Advised Boustead Projects on acquisition of 49% interest in KTG Industrial Bac Ninh Development JSC.
- Advised on the financing project for Tan Cang Hai Phong International Container Terminal Company.



MR.

Nguyen Cong Phu

POSITION

Partner

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Practice Areas & Industry Coverage

- Dispute Resolution
- Distribution/Retail
- FMCG
- Manufacturing
- TMT

Profile

Mr. Nguyen Cong Phu is a partner in charge of the firm's Dispute Resolution Practice Group and his experience spans over 22 years. His practice areas include reconciliation and resolution of commercial disputes arising from domestic and cross-border transactions, relating to goods transportation, construction investment, banking and finance, and cargo insurance. He also has extensive experience in handling intellectual property disputes, technology transfers, stock and bond transfers, company membership disputes and bankruptcy.

Before joining LNT & Partners, Mr. Phu worked as a judge for the Economic Court of Ho Chi Minh City People's Court from 1999 to 2020, in which he settled more than 1000 trading dispute cases. He was also appointed as a Deputy Chief Justice of Economic Court of Ho Chi Minh City People's Court for 14 years.

Currently, he is a visiting lecturer for Ho Chi Minh City University of Law, the Judicial Academy of the Ministry of Justice of Vietnam, the Academy of Supreme Court, Hutech University and Ton Duc Thang University. Mr. Phu is a regular speaker at domestic and international forums.

Education

- LL.M. (Ho Chi Minh City University of Law, Vietnam)
- LL.B. (Ho Chi Minh City University of Law, Vietnam)
- Bachelor of Economics (University of Economics Ho Chi Minh City, Vietnam)



MS.

Luong Trung Van Nhi

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Education

- LL.M (University of Economics and Law, HCMC, Vietnam)
- LL.B (University of Law, HCMC, Vietnam)

Membership

- Vietnam Bar Federation
- Ho Chi Minh City Bar Association
- Vietnam Lawyers Association

Practice Areas & Industry Coverage

- Litigation & ADR
- Employment
- Distribution & Retail
- Manufacturing
- Education
- Technology, Media and Telecommunications
- Construction

Profile

Ms. Luong Trung Van Nhi is in charge of the Dispute Resolution team at LNT & Partners. As a former Judge with over 14 years of experience at the People's Court of District 5, Ho Chi Minh City, Ms. Nhi is renowned for her expertise in resolving disputes related to commercial, labor, administrative, matrimonial and family, and other civil issues.

Ms. Nhi has received numerous commendations for her outstanding contributions throughout her career at the People's Court of District 5. She is also a speaker at specialized conferences. Before joining LNT & Partners, Ms. Nhi was appointed as the Chief Judge of the Civil Division at the People's Court of District 5.

Since 2020, Ms. Nhi has had the honor of being invited as a visiting lecturer of Ton Duc Thang University in HCMC..

Work Highlights

- Advised on labor restructuring procedures and adjusted labor records for a multinational beer and beverage corporation;
- Advised on labor restructuring procedures and adjusted labor records for a multinational pharmaceutical corporation;
- Advised on procedures for terminating employment contracts with senior personnel of a multinational duty-free retail corporation;
- Represented and defended the legal rights and interests of an Australian steel company in an international goods sales contract dispute at the High People's Court in Ho Chi Minh City;
- Acted as legal counsel to defend the rights and interests of clients who are enterprises within a leading Vietnamese steel group in an asset insurance contract dispute with insurance companies in court;
- Acted as legal counsel to defend the rights and interests of a subsidiary of a Thai conglomerate with a nationwide wholesale and supermarket network in a construction dispute with the contractor in court.



MS.

Nguyen Thi Diep

POSITION

Partner

EMAIL

diep.nguyen@lntpartners.com**Education**

- LL.B (University of Law, HCMC, Vietnam)

Membership

- Vietnam Bar Federation
- Ho Chi Minh City Bar Association

Practice Areas & Industry Coverage

- Dispute resolution
- Banking & Finance
- Labour & Employment
- Tax
- Intellectual Property
- Compliance & ABAC
- Construction
- Retail & Distribution
- Manufacturing
- FMCG
- Insurance
- Healthcare & Life Sciences
- Pharmaceutical

Profile

Ms. Nguyen Thi Diep, with nearly 17 years of experience in litigation and finance, is partner at LNT & Partners. She has successfully handled numerous disputes and advised foreign investors, domestic companies, and Vietnamese regulators on matters of corporate and commercial law, construction, investment, tax, customs, import–export, banking and finance, intellectual property, criminal law, family and matrimonial law, employment, and real estate.

Before joining LNT & Partners, she was an Associate at LCT Lawyers and served as Head of Legal & Administration and Director of Administration and Human Resources at foreign-invested companies and groups, including in the media and broadcasting sector such as VTC6 – VTC Vietnam, Han Linh Export Garment Co., Ltd., and Mian Lan Group.

Work Highlights

- Represented a multinational beverage company in a commercial lawsuit alleging that a foreign object was found inside its products;
- Represented a multinational ride-hailing and peer-to-peer car-sharing platform provider in a tax dispute with the Ho Chi Minh City Tax Department;
- Represented a dairy cooperative supplying several of Vietnam's leading dairy brands in a tax dispute;
- Represented a U.S.-headquartered multinational restaurant and food services group in multiple employment disputes;
- Represented a China-based consumer electronics manufacturer in a dispute arising from a distribution agreement;
- Advised a unicorn startup (valued at over USD 1 billion) offering online flight-ticketing and hotel-booking services on employee terminations as part of an automation transition plan;
- Represented a client before the Vietnam International Arbitration Centre (VIAC) in a dispute concerning a Share Pledge Agreement.



MR.

Ngo Thanh HaiPOSITION
PartnerEMAIL
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- B.A (Ho Chi Minh City University of Law, Vietnam)

Membership

- Vietnam Bar Federation
- Ho Chi Minh City Bar Association

Practice Areas & Industry Coverage

- Pharmaceutical
- Banking & Finance
- Compliance & ABAC
- M&A
- Litigation & ADR
- Real Estate
- Private Equity
- Healthcare & Life Sciences
- Distribution & Retail
- Manufacturing
- Projects

Profile

Lawyer Ngo Thanh Hai had over 10 years' experience in Corporate, M&A, Pharmaceutical, Banking & Finance, Infrastructure and Dispute Resolution practice.

Prior to LNT & Partners, Mr Hai was a legal specialist at a multinational energy firm.

He has been recognized as a Recommended Lawyer 2024 by The Legal 500 Asia-Pacific. Mr Hai's experience in pharmaceuticals and healthcare is also trusted by multinational companies.

Work Highlights

- Serving as legal counsel to the EuroCham Pharma Group;
- Advising on the import of 30 million doses of AstraZeneca's Covid-19 vaccine, including license applications, contract negotiations, and import procedures;
- Advising Vietcombank and other foreign lenders on a \$250 million syndicated loan for a real estate project;
- Advising on the divestiture of a state-owned enterprise with multiple subsidiaries in Vietnam;
- Advising the Vietnam Expressway Corporation in disputes with contractors at ICC and VIAC;
- Providing M&A counsel on the transfer of a real estate property in District 1, Ho Chi Minh City to a Korean investor;
- Advising China Construction Bank and other lenders on a \$73 million syndicated loan for a silk fiber production project in Tay Ninh Province;
- Representing the seller in the M&A transfer of a majority stake in a cement company in Tay Ninh to a Malaysian investor;
- Lead legal due diligence teams in multiple M&A transactions involving: (i) A flour mill in Can Tho acquired by a Japanese investor; (ii) A furniture manufacturer in Binh Duong acquired by a Chinese investor; (iii) A social media company acquired by a Chinese investor;
- Advising New Zealand dairy company on resolving disputes with Vietnamese customs authorities in an administrative case;
- Advising Standard Chartered Bank on collateral security agreements, mortgage registrations, and discharges with NRAFT and the Land Registration Department.



MS.

Vu Thi Thinh

POSITION

Partner

EMAIL

thithinh.vu@Intpartners.com**Education**

- LL.B. (Hanoi Law University, Vietnam)
- Vietnam Judicial Academy

Membership

- Vietnam Bar Federation
- Hanoi Bar Association

Practice Areas & Industry Coverage

- Energy & Natural resources
- Infrastructure
- Projects
- Litigation & ADR
- Foreign investment
- Mergers & Acquisitions
- Legal Compliance

Profile

Vu Thi Thinh is a Partner at LNT & Partners, working in the Hanoi office of LNT. With over 5 years of experience, Mrs. Thinh has advised on numerous infrastructure projects and dispute resolution matters. Her career is highlighted by her involvement in several large-scale projects, solidifying her reputation as a highly-regarded legal advisor in the industry.

As a key member of the arbitration dispute resolution team at LNT, Thinh provides expert opinions on contracts for transformational projects. Notably, she has contributed to contract advisory and dispute resolution for the development of metro lines in Hanoi and Ho Chi Minh City. She has also advised on Engineering, Procurement, and Construction (EPC) contracts within the renewable energy sector. Her meticulous attention to detail and deep understanding of complex contract terms enable Thinh to effectively advise on dispute resolution, minimize legal risks, and contribute to the overall success of projects.

Work Highlights

- Provided legal advice on the formulation of implementation policies for the Law on the Capital and Decree No. 188/2024/ND-CP within the infrastructure and urban transport sectors;
- Provided legal advice to the Hanoi Urban Railway Management Board and the Hanoi People's Committee on reviewing and providing recommendations for the draft Law on Railways (amended);
- Acted as legal counsel for the Hanoi Urban Railway Management Board regarding the execution of construction contracts with foreign contractors for the Nhon – Hanoi Station Urban Railway Line 3 project;
- Acted as part of the legal team representing the Hanoi Urban Railway Management Board as the defendant in a dispute against a South Korean contractor regarding the Nhon – Hanoi Station Urban Railway Line project at the Singapore International Arbitration Centre (SIAC);
- Acted as part of the legal team advising the Vietnam Expressway Corporation (VEC) as the defendant in an ICC arbitration against a South Korean contractor, regarding disputes arising from the Noi Bai – Lao Cai Expressway construction project;
- Provided legal advice to an energy conglomerate in a dispute with an EPC contractor regarding a pipeline project in Vietnam.