

# Hoang Nguyen Ha Quyen

## MANAGING PARTNER

✉ [Quyen.Hoang@LNTpartners.com](mailto:Quyen.Hoang@LNTpartners.com)

### Education

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

### Membership

- Ho Chi Minh City Bar Association
- CEDR Accredited Mediator
- Deputy Director – Vietnam Mediation Center (VMC)
- Vietnam Business Lawyers Club (VBLC)
- Vietnam International Arbitration Centre (VIAC)

### Profile

Ms. Quyen Hoang is a partner in charge of the firm's Corporate practice group. 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 mediation, arbitration and dispute settlement.

Spanning over 27 years of experience, 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 Vietnam Investment Review and several other legal periodicals. She was also a lecturer at the Judicial Academy and VCCI M&A courses. 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. She has been recognized by the legal community as a natural mediator with an exceptional ability to connect disputing parties and facilitate agreements.

Prior to co-founding LNT & Partners, Ms. Hoang was Chief Counsel and Head of PR for a U.S. insurance company, where she was a member of the executive board, undertaking a broad portfolio of responsibilities and getting involved in all strategic decisions for the company. Ms. Hoang also previously worked as in-house counsel for British American Tobacco (Vietnam), where she advised innumerable domestic and international commercial issues.



### Practice Areas & Industry Coverage

- Corporate and M&A
- Insurance
- Hospitality & E-gaming
- ESG & Manufacturing
- Distribution/ Retail
- Compliance & ABAC
- Employment/ Labor
- Real estate
- Insolvency & Restructuring
- Mediation

### Work Highlights

- Assisted a leading regional insurer on the acquisition of a life insurance joint venture between a major Vietnamese bank and a European financial group;
- Assisted one of the largest insurance companies on the M&A transaction to transfer share to the new buyer;
- Assisted a U.S. Life Insurance Company on daily operation works;
- Assisted a U.S. Life Insurance Company on the subscription on the series E issuance by an e-commerce legal entity in Vietnam;
- Assisted a U.S. Life Insurance Company to prepare the Integration process after the completion of the acquisition (the deal was cancelled after negotiation failed);

## Recognition

- Ranked in Corporate and M&A by *Chambers Global & Asia-Pacific* from 2018 – 2025;
- **Vietnam's Top 100 Lawyers** - *Asia Business Law Journal* 2021, 2022, 2023, 2024;
- **Recommended Lawyer** in Corporate and M&A – *Legal 500 Asia-Pacific* 2022, 2024;
- **In-House Community Commended External Counsel of the Year** – *In-House Community* 2016, 2020, 2024;
- **Distinguished Practitioner** in Corporate and M&A – *asialaw Leading Lawyers* 2015 – 2024;
- **Finalist for Woman Lawyer of the Year (Law Firm)** – *ALB SE Asia Law Awards* 2021, 2023;
- **Asia's Top 15 Female Lawyers** – *ALB Thomson Reuters* 2022, 2023;
- **Finalist for Dealmaker of the Year (SE Asia) and Managing Partner of the Year** – *ALB Women in Law Awards* 2021;
- **Market-leading Lawyer** in Corporate/M&A and Employment – *asialaw Leading Lawyers* 2018.

## Publication

- 2024 (with Nguyen Duy Thanh, Ngo Thi Phuc Tam), Lexology Panoramic: Vietnam Insurance & Reinsurance 2024;
- 2023 (with Nguyen Duy Thanh, Ngo Thi Phuc Tam and Nguyen Thi Ngan Ha), Chambers Global Practice Guides 2023 - Joint Venture in Vietnam;
- 2023 (with Nguyen Duy Thanh, Ngo Thi Phuc Tam), Lexology GTDT - Insurance & Reinsurance 2023;
- 2022 (with Nguyen Duy Thanh, Ngo Thi Phuc Tam), Lexology GTDT - Insurance & Reinsurance 2022;
- 2022 (with Nguyen Duy Thanh, Ngo Thi Phuc Tam and Pham Minh Duc), Vietnam Chapter, Lexology Insurance and Reinsurance;
- 2020 (with Ngo Thi Phuc Tam), Vietnam Insurance Market – Share/Capital Acquisition;
- 2020 (with Nguyen Anh Tuan), Vietnam Chapter, Lexology Getting The Deal Through – Market Intelligence 2020;
- 2019, “Development of collaborative economy in Vietnam”, In-House Community.

- Assisted a foreign non-life insurer to prepare policy wordings and obtain MoF's approval on a novel insurance product;
- Assisted a U.S. Non-Life Insurance product to discuss and negotiate the acquisition of majority shares of a listed insurance company in Vietnam;
- Assisted an international life insurer to handle potential dispute with policyholders;
- Assisted a U.S. Life Insurance company to handle the recruitment plan to inherit agency force from the agency manager;
- Assisted an Asian Life Insurance Company to negotiate bancassurance contract with one of the largest bank in Vietnam;
- Assisted a commercial bank in Vietnam to discuss and negotiate bancassurance contact with a U.S. Life Insurance Company;
- Advised a Japanese real estate investor on strategic investment in a 6,000 m<sup>2</sup> high-end complex with shopping mall, office and apartment located in the heart of Hanoi;
- Advised a Japanese real estate investor 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 a Vietnamese company;
- Advised a Japanese real estate market leader on a mega infrastructure project connected to Ho Chi Minh City's Metro line No 1, and a Korea-based multinational electronics corporation on its construction of a 70 ha manufacturing facility for high-tech household appliances in Vietnam;
- Represented a leading Japanese cosmetics company in a high-profile dispute against a Vietnamese trading partner for unpaid stocks where the latter carried out material dishonest dealings;
- Providing legal services retainer for a Japanese real estate investor & U.S. Life Insurance company;
- Assisted a multinational corporation to carry out internal investigation;
- Acting on behalf of five-star hotels in Ho Chi Minh City in negotiating commercial contracts;
- Providing legal advice on retail store establishment for well-known brands.