

## Representative Legal Matters

### Lan Phuong Nguyen

#### M&A

- Advised a multinational media and digital marketing communications company on the acquisition of 99.9% of the shares of a Vietnamese digital and PR agency network from the sellers.
- Advised on the sale of controlling stake of Davipharm Pharmaceutical JSC, a Vietnamese pharmaceutical company, to Adamed Group, the second largest Polish biotechnology company, marking the largest Polish direct investment in Vietnam.
- Advised LafargeHolcim on its EUR 460 million divestment of controlling stake in a joint venture cement factory in Vietnam to Siam City Cement Corporation.
- Advised Acuatico on its divestment of controlling stake of a water utility public company to a local real estate conglomerate.
- Advised AIF Capital on its investment of USD 15 million by AIF Capital Fund IV in Hong Kong and Vietnam-based Rochdale Spears Group, and previously on its subscription of a sizeable stake in the local food chain Mon Hue.
- Advised iNova on its acquisition of the controlling stake of Euvipharm Pharmaceutical JSC, a local pharmaceutical company in Long An Province.
- Advised Publicis on its acquisition of the local advertising and PR firm, Venus Advertising Co. Ltd.
- Advised Origin Energy Limited on its acquisition of controlling stake in a local LPG company. The project is the first of its kind to obtain the license to import and distribute LPG in Ho Chi Minh City post Vietnam's WTO accession.
- Advised Abbott in relation to its acquisition of the entire distribution channel of dairy products from its main distributor.

#### Corporate and commercial

- Advised Chery, a top Chinese automobile manufacturer, on its joint venture with Minex to establish a subsidiary in Vietnam engaging in automobile assembling business, with an assembly plant to be registered in Vietnam.

- Advised Fast Retailing and Mitsubishi Corporation establish and obtain store licenses for a number of outlets in Vietnam.
- Advised Mars Vietnam as Borrower on the USD 50 million offshore loan with the State Bank of Vietnam.
- Advised Chanel on its retail store network, including more recently advising and assisting to obtain necessary licenses for their 6 stores in Vietnam to distribute fashion and beauty and fragrances products.
- Advised H&M on its retail store network in Vietnam to distribute fashion, accessories, and beauty and fragrances products.
- Advised First Solar on its establishment of a billion dollar project in Ho Chi Minh City to build a solar panel manufacturing factory.
- Advised FedEx on its establishment of two local entities to provide courier and freight forwarding services, and the restructure of its operation in Vietnam, following the global acquisition of TNT.
- Advised Camso, a Canada-based tyre manufacturing company, on its establishment of the multi-million dollar tyre manufacturing factory in Vietnam; the assistance and advice cover construction contracts, customs and tax matter, employment-related matters.
- Advised Wrigley/Mars on its establishment and operation of both chewing gum and chocolate and petcare business lines.
- Advised brand owners in a wide range of industries to establish their foot print and own stores in Vietnam, including Ralph Lauren, KONE, Emerson, Cummins, Michelin, Goodyear, Forever Living Products, Tahitian Noni, Nu Skin, and so forth.
- Advised FamilyMart on its franchising business in Vietnam, including registration of its franchising system with the government, and on-going corporate and regulatory matters.
- Advised RMIT on its educational cooperation programs, and corporate advice and assistance.
- Advised FedEx on restructuring its operation in Vietnam, accordingly FedEx provided direct services to its Vietnam-based customers via its ticket sales office and subsidiary, instead of using local agents.
- Assisting dozens of multinational American, European, and Japanese companies, including Ralph Lauren, KONE, Emerson, Cummins, Michelin, Goodyear, Forever Living Products, Tahitian Noni, Nu Skin, and so forth, to establish trading and distribution companies in Vietnam to sell products to Vietnam consumers after Vietnam opened its distribution market following the 2007 WTO accession.
- Advising a major Canada-based tire manufacturing company to establish its factory in Vietnam, advising on the construction of the factory and assisting on numerous employment matters.

- Advising Tata Steel in relation to the development of a steel complex in Ha Tinh province, Vietnam, worth billions of US Dollars. The project is involved complex structuring of the transaction to take into account of investors' equity strategy and regulatory issues.

## **Real Estate**

- Acted for Keppel Capital in evaluating their close-ended real estate fund acquire interest in five separate real estate projects in Vietnam, including conducting due diligence.
- Advised VinaCapital on its multiple divestments of controlling shares in its real estate project companies throughout Vietnam.
- Advised Toshin on its acquisition of the first two phases of a five-phase acquisition project over Saigon Centre, a prime location real property, in down town Ho Chi Minh City.
- Advised H&M on all its leasing agreements for the H&M stores in Vincom malls.
- Advised HTL International in a transaction involving a 13-hectare industrial estate in Binh Duong province.

## **EMI**

- Acted as the deal counsel to advise and assist the shareholders of a renewables joint venture and the project company to obtain all necessary power licenses, investment licenses, and land clearance procedures in order to bring this solar farm into establishment and construction.
- Advised a Thai energy developer to set up operations in Vietnam on rooftop solar and energy efficiency, including advice on corporate and tax considerations.
- Advised Canadian and Singapore solar companies relating to the solar project of 168MW capacity – largest solar farm in Vietnam at the time of establishment of this project in 2017;
- Advised a Japanese solar company relating to its first project in Vietnam, as part of its expansion from Japan to overseas.