



**Hanoi:** Room 205, Block B, International Law Faculty, Diplomatic Academy of Vietnam, 69 Chua Lang St. Dong Da, Hanoi city, Vietnam

**HCM:** 6th Floor, Me Linh Point Tower, 2 Ngo Duc Ke St. Ben Nghe ward, District 1, HCM, Vietnam

**T** 84-(0)24-6671 6696    **M** 84-(0)862 399 188    **W** [www.vicmc.vn](http://www.vicmc.vn)

## VU THI QUE

Chairwoman/ Co-founding Partner - **Rajah & Tann LCT Lawyers**

Co-founder/ Vice President - **Vietnam International Commercial Mediation Center (VICMC)**

Mediator - **Centre for Effective Dispute Resolution (CEDR)**

Liquidator - **Ministry of Justice**

Tel: (84) 28 3821 2382

E-mail: [que.vu@rajahtannlct.com](mailto:que.vu@rajahtannlct.com)

[que.vu@vicmc.vn](mailto:que.vu@vicmc.vn)



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### EDUCATIONAL BACKGROUND

LLB, Tsinghua University, China

MBA, Andrew & Griggs University, USA

### AREAS OF PRACTICE

Mergers & Acquisition

Employment & Benefits

Construction & Projects

Real Estate

TMT

### ACADEMIC ACTIVITIES

Visiting Lecturer of Dong A Law School, Dong A University, Busan, South Korea

Visiting Lecturer of Taiwan Academy of Banking & Finance, Taipei, Taiwan

Visiting Lecturer of the Vietnam Judicial Academy – The Ministry of Justice of Vietnam

Visiting Lecturer of the Singapore Business Federation

### MEMBERSHIP

Co-Founder, Vice President - Vietnam International Commercial Mediation Center (VICMC)

Member of International Bar Association

Member, Law Asia

Member, Vietnam Bar Federation

Member, Ho Chi Minh City Bar Association

Member, China Business Association Ho Chi Minh City Branch

Member, Taiwanese Chambers of Commerce Ho Chi Minh City Branch

### EXPERIENCE

**Projects, Infrastructure & Energy**

- Advised a leading **Taiwanese state-owned** enterprise on the setup of a US\$65+ million lubricant oil manufacturing plant with a specialised port.
- Advised a **Chinese state-owned enterprise** in its cooperation with Vietnam Electricity (EVN) for the development of the US\$1.5+ billion Duyen Hai 3 Thermal Power Plant.
- Advised a **leading Taiwanese construction group** in a build-transfer contract for the construction of the US\$260+ million junction line between Halong City and Bach Dang Bridge.
- Advised **Janakuasa Pte Ltd** in the investment and operation matters of its subsidiary in Vietnam in the field of wind power energy Corporate/ M&A
- Assisted a leading **Taiwanese conglomerate** on its set-up and structuring of its US\$250 million manufacturing facility in southern Vietnam.
- Assisted a **Japanese sogo shosha** on the incorporation of a general trading company to distribute several hundred HS codes, one of the first of its kind in Vietnam.
- Advised a prominent **Southeast Asian broadcaster** on its market entry and cooperation with a Vietnamese entrepreneur to deliver VOD in Vietnam, to be among the first foreign-owned VOD providers in Vietnam.
- Assisted a **Japanese investor** in acquiring a more than 20% equity stake in a Vietnamese listed logistics company, one of the few successful acquisitions in this restricted line of business.
- Assisted a major **American educational organisation** on its internal restructuring and acquisition plans to bolster its presence in southern Vietnam.
- Advised a leading **Korean conglomerate** on deal structuring and assisted in drafting all transaction documentation for a takeover of a major Vietnamese manufacturer.
- Assisted a **Japanese investor** in a share transfer among a group of Singaporean companies in the construction industry.
- Assisted a **Malaysian investor** in its acquisition of gaming and casino rights in a five-star hotel in Vietnam.
- Advised a **Hong Kong company** on structuring for its acquisition of a Vietnamese healthcare product manufacturing company.
- Advised a **Vietnamese tobacco company** in its restructuring and proposed equity sale of over US\$200 million.
- Advised a **Singapore healthcare group** on implementing its US\$65+ million hospital project from inception to opening.
- Advised a major **Dutch animal nutrition** and fish feed manufacturer on their equity takeover of its Vietnamese subsidiary.
- Advised a **leading global testing**, inspection and certification company on their equity takeover of their Vietnamese subsidiary.



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- Advised a leading **Chinese cement manufacturer** in its US\$250+ million takeover of one of Vietnam's largest cement companies.
- Assisted **TCL Optoelectronics** with the merger filing of its proposed US\$ 1 billion acquisition of LCD panels business from Samsung Display Korea.
- Assisted **Bluestar Adisseo** with the merger filing of its proposed acquisition of a Dutch feed additives company.
- Advised **PowerChina** in connection with its financing transactions for various clean energy projects across Vietnam such as Dau Tieng 1, Dau Tieng 2 and Dau Tieng 3 Photovoltaic Solar Power Plant Projects (420 MW), Truong Thanh Tra Vinh V1-2 Offshore Wind Power Plant Project (48 MW), Bac Lieu Wind Power Plant - Phase III (141MW) and Soc Trang Wind Power Plant - Phase I (30MW), as well as in general project development matters.
- Assisting client, being a leading **renewable energy company**, in a legal due diligence over an offshore wind project in Vietnam which is developed by a joint venture between a reputable Irish power group and its Vietnam partner.
- Advised **Jiangsu Luneng Energy Co., Ltd** on its joint ventures to establish cell production line in Vietnam.
- Advised **Beijing New Building Materials Public Limited** Company on its joint venture to establish production line of high-end rock wool and flat color steel plates in Vietnam with total investment capacity of approximately USD 22.5 million.
- Advised **Biomar Group** on the proposed transaction of purchasing 67.5% of capital contribution in a leading aqua feed manufacturer (including review and advise on the Members; Agreement, Capital Contribution Sale and Purchase Agreement and other ancillary agreements, advise on the transfer structure and attend negotiation with the relevant parties)

### **Banking & Finance**

- Advised **Novelis Inc.** on Vietnamese law matters for its subsidiary's entrance into a US\$1+ billion revolving credit agreement.
- Advised multiple **Chinese and Taiwanese financial institutions** in their corporate regulatory and general commercial matters.
- Advised a **Taiwanese bank** on the drafting of its multimillion dollar facility agreements.
- Assisted a leading **Taiwanese construction company** in the drafting of a VND 300+ billion loan agreement with Quang Ninh Province for land clearance and mine and bomb disarmament, as part of a nationally significant infrastructure project.
- Advised **Lombard Asia III L.P.** in drafting the amendments and registration with SBV of an offshore loan with a Vietnamese company.



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- Advised a leading **Japanese credit institution** on setting up its presence in Vietnam, as well as advised on the structuring of its credit card issuance programs with leading Vietnamese financial institutions.
- Acted as Vietnamese counsel to **Hong Leong Group** in its acquisition (with TPG) of Columbia Asia Hospitals

### **Corporate Regulatory / Mergers & Acquisition**

- Assisted a Japanese sogo shosha on the incorporation of a general trading company to distribute several hundred HS codes, one of the first of its kind in Vietnam
- Advised a prominent Southeast Asian broadcaster on its market entry and cooperation with a Vietnamese entrepreneur to deliver VOD in Vietnam, to be among the first foreign-owned VOD providers in Vietnam
- Assisted a Japanese investor in acquiring a more than 20% equity stake in a Vietnamese listed logistics company, one of the few successful acquisitions in this restricted line of business
- Assisted a major American educational organisation on its internal restructuring and acquisition plans to bolster its presence in southern Vietnam
- Advised a leading Korean conglomerate on deal structuring and assisted in drafting all transaction documentation for a takeover of a major Vietnamese manufacturer
- Assisted a Japanese investor in a share transfer among a group of Singaporean companies in the construction industry
- Assisted a Malaysian investor in its acquisition of gaming and casino rights in a five-star hotel in Vietnam
- Acted as Vietnamese counsel to Hong Leong Group in its acquisition (with TPG) of Columbia Asia Hospitals
- Advised a Hong Kong company on structuring for its acquisition of a Vietnamese healthcare product manufacturing company
- Advised a Vietnamese tobacco company in its restructuring and proposed equity sale of over US\$200 million
- Advised a Singapore healthcare group on implementing its US\$65+ million hospital project from inception to opening
- Advised a major Dutch animal nutrition and fish feed manufacturer on their equity takeover of its Vietnamese subsidiary
- Advised a leading global testing, inspection and certification company on their equity takeover of their Vietnamese subsidiary
- Advised a leading Chinese cement manufacturer in its US\$250+ million takeover of one of Vietnam's largest cement companies



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- Acted for Kajima Corporation in its acquisition of Indochina Riverside Towers in Danang from the Indochina Group
- Acted for Sumitomo Forestry in its strategic investment in and development partnership with An Cuong Woodworking.
- Assisted TCL Optoelectronics with the merger filing of its proposed US\$ 1 billion acquisition of LCD panels business from Samsung Display Korea
- Assisted Bluestar Adisseo with the merger filing of its proposed acquisition of a Dutch feed additives company
- Advised Beijing New Building Materials Public Limited Company on its joint venture to establish production line of high-end rock wool and flat-color steel plates in Vietnam with total investment capacity of approximately USD 22.5 million
- Advised Biomar Group on the proposed transaction of purchasing 67.5% of capital contribution in a leading aqua feed manufacturer (including review and advise on the Members; Agreement, Capital Contribution Sale and Purchase Agreement and other ancillary agreements, advise on the transfer structure and attend negotiation with the relevant parties)

#### **Construction & Real Estate**

- Advised the **Paujar Group**, a Taiwanese conglomerate, on its development of the Docklands residential project in District 7 and their Flemington condominium project District 11, Ho Chi Minh City.
- Advised a leading **Singaporean real estate developer** on its development (and subsequent sales and leasing arrangements) of its shopping complex and commercial real estate developments across southern Vietnam.
- Advised a leading **Japanese real estate company** in its joint venture with Becamex Binh Duong for its development of a condominium project in Binh Duong Province.
- Advised a leading **Singaporean real estate developer** on its numerous investment projects in central Ho Chi Minh City.
- Advised the **Nam Long Group** on matters of structuring and development for its residential projects in Ho Chi Minh City via a joint venture with two Japanese conglomerates.
- Advised a **Chinese real estate developer** on its planned multibillion dollar project development in Vietnam, including the exploration of PPP models.
- Advised a **Hong Kong property developer** on its planned joint venture with one of Vietnam's largest property groups for the development of a mixed-used development in HCMC.
- Advised a **Hong Kong property developer** on its restructuring and multiple compliance matters pertaining to its residential development in District 2, including spearheading one of Vietnam's first property splits by a foreign-invested company under the latest Law on Land.



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- Advised **Malaysian company** on financing and registration and amendments of the offshore loans for 2 Thermal Electric Power Project in Tra Vinh province, Vietnam.

#### AWARDS

- Top 100 Business Leader 2017, Selected by Vietnam Chambers of Commerce (VCCI) - Ho Chi Minh City Branch
- Recommended Lawyer and Leading Individual for Banking and Finance/ Project and Energy/Labour and Employment/ Data Protection/Real Estate and Construction/TMT/Tax – The Legal 500 Asia Pacific (2022) (<https://www.legal500.com/firms/33467-rajah-tann-lct-lawyers/34893-hanoi-vietnam/>)
- Ranked Lawyer for Corporate/M&A by Chambers Global in 10 years continuously (<https://chambers.com/lawyer/vu-thi-que-global-2:912904>)
- Ranked ALB Asia Super 50 TMT Lawyer in 2022 (<https://www.legalbusinessonline.com/features/alb-asia-super-50-tmt-lawyers>)
- Vietnam's Top 100 Lawyers in 2021 & 2022 (<https://law.asia/asia/lawyers/vietnam-lawyers/#Vu-Thi-Que>)
- Named as a top woman lawyer and profiled by Asia Business Journal ([Gender in justice: Stories of leading women lawyers across the region | Asia Business Law Journal](#))
- Ranked Lawyer for Employment by Chambers Asia-Pacific in 2021, 2022 & 2023 (<https://chambers.com/lawyer/vu-thi-que-asia-pacific-8:912904>)
- Ranked Lawyer for Corporate/M&A by Chambers Asia-Pacific in 2020, 2021, 2022 & 2023 (<https://chambers.com/lawyer/vu-thi-que-asia-pacific-8:912904>)

#### LANGUAGE

Vietnamese

English

Chinese (Mandarin)

Japanese