

Truong Nhat Quang

Mediator of Vietnam International Commercial Mediation Center (VICMC)

Managing Partner YKVN



INTRODUCTION

Truong Nhat Quang, the Managing Partner of YKVN, heads a well-recognized, top tier corporate practice focused on banking, capital markets and M&A transactions.

Quang has successfully handled landmark M&A deals in Vietnam, regularly advising on complex lending and borrowing issues as well as representing government agencies and multilateral organizations on nation-shaping industrial projects. Quang's clients include top Vietnamese banks and corporates, global investment banks, banks active in Vietnam and global private equity funds.

He is the respected author of numerous publications on Vietnam's legal environment and has co-authored articles specifically on banking and project finance in the country, such as the Vietnamese chapter of Banking Yearbook 2004 (International Financial Law Review, 2004), "BOT Project Financing in Vietnam" (Asia Law, 2003), and the Vietnamese chapter of "Taking Security in Emerging Asian Markets" (Asia Law, 1997).

In particular, Quang has authored the treatise on Vietnamese corporate law "Corporate Law – Fundamental Legal Issues" (Pháp Luật Doanh Nghiệp – Các Vấn Đề Pháp Lý Cơ Bản) and "Skills for Transactional Business Lawyers – Sharing Real Life Experience in Vietnam" (Kỹ Năng Hành Nghề Luật Sư Tư Vấn – Chia Sẻ Kinh Nghiệm Hành Nghề Thực Tế Tại Việt Nam).

Quang is named in the Legal 500's Hall of Fame and recognized as "Managing Partner of the Year" at the Legal 500 SEA Awards 2023.

EDUCATION

- 1994 – Hanoi National University, School of Law, LL.B.

PRACTICE AREAS

- Banking and Finance
- Capital Markets
- Corporate and M&A
- Energy & Infrastructure
- Private Equity

MEMBERSHIP

- Hanoi Bar Association
- Inter-Pacific Bar Association

DEALS

CAPITAL MARKETS TRANSACTIONS

- Represented Barclays, Citigroup and Deutsche Bank as underwriter counsel on the US\$1 billion issuance of sovereign bonds for Vietnam;
- Represented Credit Suisse as underwriter counsel on the Vincom's US\$100 million convertible bond issuance;
- Represented the Bank for Foreign Trade of Vietnam as issuer counsel on the IPO of the Bank for Foreign Trade of Vietnam and the subsequent listing on the Ho Chi Minh City Stock Exchange;
- Represented the Industrial and Commercial Bank of Vietnam as issuer counsel on the IPO of the Industrial and Commercial Bank of Vietnam and the subsequent listing on the Ho Chi Minh City Stock Exchange;
- Represented Barclays and HSBC as indemnitors' counsel on the proposed US\$ bond issuance of the Industrial and Commercial Bank of Vietnam;
- Represented BNP Paribas, Deutsche Bank and Morgan Stanley as underwriters' counsel on the proposed US\$ bond issuance of PetroVietnam;
- Represented HSBC and Standard Chartered Bank as underwriters' counsel on the VND2,400 billion bond issuance for Techcombank;
- Represented Techcombank as issuer counsel on the VND3,000 billion convertible tier 2 capital bond issuance for Techcombank; and

- Represented Indochina Vietnam Capital Holdings on the formation of a US\$500 million Vietnam focused international equity fund listed on the London Stock Exchange.

Financing Transactions

- Represented the Export-Import Bank of Korea and commercial lenders as lender counsel on a US\$1.5 billion financing of the Mong Duong 2 BOT Power Plant Project;
- Represented Vietnam Shipbuilding Group (Vinashin) as borrower counsel on a US\$650 million syndicated financing arranged by Credit Suisse;
- Represented Vietnam Shipbuilding Group (Vinashin) as borrower counsel on a US\$300 million syndicated financing arranged by Deutsche Bank;
- Represented Citibank and Salomon Smith Barney as lender counsel on a US\$70 million-equivalent VND syndicated loan facility to refinance project debt of Holcim Vietnam;
- Represented a syndicate of foreign banks led by Credit Suisse as lender counsel on a US\$300 million financing of Vietnam Coal and Mineral Resources Group (Vinacomin);
- Represented Vietnam Airlines Corporation as borrower counsel on a US Eximbank financing of four Boeing 777 aircraft, the first US Eximbank financing in Vietnam;
- Represented Vietnam Airlines Corporation as borrower counsel on an ECGD-COFACE-HERMES-guaranteed financing of three Airbus 231-321 aircraft, the first combined European ECA guaranteed-financing in Vietnam;
- Represented Asian Development Bank, ANZ Bank, Credit Lyonnais, Fortis Bank and Export-Import Bank of Malaysia Berhad as lender counsel on the financing of the BOT Thu Duc Water Treatment Plant;
- Represented Bank for Foreign Trade of Vietnam, Bank for Investment and Development of Vietnam and Industrial and Commercial Bank of Vietnam as lender counsel on the financings of a number of power and other infrastructure projects in Vietnam, including among others:
 - the US\$255 million financing of the Dong Nai 3 and Dong Nai 4 Hydropower Plants;
 - the US\$90 million financing of the Pleikrong Hydropower Plant;
 - the US\$110 million financing of the Srepok Hydropower Plant;
 - the US\$134 million financing of the Nam Chien Hydropower Plant;

- the US\$62 million financing of the Ta Thang Hydropower Plant;
 - the US\$110 million construction financing of the Srepok Hydropower Plant;
 - the US\$100 million construction financing of the A Vuong Hydropower Plant;
 - the US\$89 million construction financing of the An Khe-Kanak Hydropower Plant;
 - the US\$110 million financing of the Se San 3A Hydropower Plant.
- Represented Masan Group Corporation on a number of pre-IPO convertible financings with TPG Growth and BankInvest and convertible financings with IFC and Goldman Sach.

M&A Transactions

- Represented the Bank for Foreign Trade of Vietnam as seller on the sale of a strategic stake in the Bank for Foreign Trade of Vietnam (as part of the equitization of Bank for Foreign Trade of Vietnam) to foreign investors;
- Represented PetroVietnam Finance Corporation (PVFC) as seller on the sale of a strategic stake to Morgan Stanley;
- Represented PetroVietnam Insurance Corporation (PVI) as seller on the sale of a strategic stake to Oman Investment Fund;
- Represented Fullerton Holdings as buyer in connection with the acquisition of a strategic stake in Mekong Development Bank;
- Represented VP Bank as seller on the sale of a strategic sale in VP Bank to OCBC;
- Represented PetroVietnam Gas Corporation (PVGas) as seller on the proposed sale of a strategic sale in PVGas (as part of the equitization of PVGas) to foreign investors;
- Represented Masan Group Corporation as buyer on the acquisition of a controlling stake in Nui Phao Mining Project from Dragon Capital funds; and
- Represented Masan Group Corporation as seller on a number of sales of stakes in its subsidiaries to BankInvest, Mekong Capital and House Food.

MARKET RECOGNITION

AWARDS

- Banking and Financial Services Lawyer of the Year | Asialaw | 2025
- Banking and Finance Lawyer of the Year | Asia Legal Awards | 2025
- Included in the Legal 500 M&A Powerlist: Asia Pacific | 2024

- Managing Partner of the Year (Emerging Markets) | Asian Legal Business | 2024
- Managing Partner of the Year | Legal 500 | 2023

RANKINGS

- Vietnam's Top 100 Lawyers | Asia Business Law Journal | 2025, 2024, 2022, 2021, 2020
- Elite Practitioner | Banking & Finance | Asialaw | 2025, 2024, 2023, 2022 Elite Practitioner | Capital markets | Asialaw | 2025, 2024, 2023, 2022 Elite Practitioner | Corporate and M&A | Asialaw | 2025, 2024, 2023, 2022
- Band 1 | Banking & Finance | Chambers | 2026, 2025, 2024, 2023, 2022 Band 1 | Capital Markets | Chambers | 2026, 2025, 2024, 2023, 2022 Band 1 | Corporate and M&A | Chambers | 2026, 2025, 2024, 2023
- Market leader | Banking and Finance | IFLR | 2025, 2024 Market leader | Capital Markets | IFLR | 2025, 2024 Market leader | M&A | IFLR | 2025, 2024
- Hall of Fame | Banking & Finance | Legal 500 | 2024, 2023, 2022, 2021 Hall of Fame | Corporate and M&A | Legal 500 | 2024, 2023, 2022, 2021 Hall of Fame | Capital markets | Legal 500 | 2024 Leading Individual | Capital markets | Legal 500 | 2023, 2022, 2021

PUBLICATIONS

- Vietnam Chapter | 2023 The Corporate Governance Review | The Law Reviews – 13th Edition (2023);
- Providing Loans and Guarantees for Overseas Expansion: The New Draft Vietnamese Rules of The Game (2022);
- How to Classify and Regulate Crypto in Vietnam? (2022);
- Cross-border lending in Vietnam: Vietnam poised to toughen foreign borrowing regulations (2022);
- Private placements of corporate bonds in Vietnam: Are the proposed new regulations designed to promote or curb further market development? (2022);
- Vietnam Chapter | 2022 The Corporate Governance Review | The Law Reviews – 12th Edition (2022);
- Vietnam Chapter | ESG ASIA Report 2022 | IFLR;
- Vietnam Chapter | IFLR 2022 M&A Report;
- Vietnam Chapter | 2021 The Corporate Governance Review | The Law Reviews – 11th Edition (2021);

- IFLR M&A Report 2021: Vietnam (2021);
- Vietnam's New Merger Control Regime: the First Year (2021);
- Foreign Court Judgments and Arbitral Awards in Vietnam (2021);
- Contract Law – Fundamental Legal Issues (2020);
- Vietnam Chapter I The Legal 500 Litigation Country Comparative Guide (2020);
- Laws on Enterprises – Basic Legal Issues (2016); and
- Legal Counseling Skills (2013).

LANGUAGE

- English
- Vietnamese