

VU THI QUE

Chairwoman/ Founding Partner – **Rajah & Tann LCT Lawyers**

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

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

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EDUCATIONAL BACKGROUND

LLB, Tsinghua University, China

MBA, Andrew & Griggs University, USA

AREAS OF PRACTICE

- Mergers & Acquisitions
- Employment & Benefits
- Construction & Projects
- Real Estate
- TMT
- Competition & Antitrust and Trade
- Banking & Finance

MEMBERSHIPS/DIRECTORSHIPS

- Chairwoman / Founding Partner, Rajah & Tann LCT Lawyers
- Founding Mediator/Vice President, The Vietnam International Commercial Mediation Center (VICMC)
- Accredited Mediator – The Center for Effective Dispute Resolution (CEDR) – England
- Accredited Arbitrator, Chief Representative for Vietnam – The Shenzhen Court of International Arbitration (SCIA)
- Liquidator – The Ministry of Justice of Vietnam
- 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 (SBF)
- Visiting Lecturer of Ho Chi Minh City University of Economics and Finance (UEF)
- Visiting Lecturer of Foreign Trade University (FTU)
- Member, International Bar Association
- Member, Law Asia
- Member, Vietnam Bar Federation
- Member, Ho Chi Minh City Bar Association

NOTABLE CASES AND TRANSACTIONS

Projects, Infrastructure & Energy

- Advised a leading **Taiwanese state-owned enterprise** on the setup of a US\$65+ million lubricant oil manufacturing plant with a specialized port.
- Assisted the Joint Sponsors concerning the commercial presences of **J&T Express in Vietnam** in relation to the IPO of J&T Express in Hong Kong with value of HK\$3.5 billion.
- 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.
- 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.
- Assisted **EDP Renewables**, a world leading renewable energy company, in its acquisition projects in Vietnam.
- Advised **Jiangsu Luneng Energy Co., Ltd** on its joint ventures to establish cell production line in Vietnam.
- Advised **Boway**, a Chinese international manufacturing technology group, on various transactions relating to multiple solar power projects in Vietnam, including rooftop solar, ground-mounted solar, and floating solar projects (such as Gia Hoet, Tam Bo, Phu My, Phong Hoa, HCG, HTG, Daiha or SPower).
- Assisted **Yude Energy** researching and implementing solar power business operations in Vietnam.



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Corporate Regulatory/Mergers & Acquisition

- Assisted **The Coca-Cola** on its US\$1.02 billion sale of its stake in the Coca-Cola subsidiaries with bottling business in Vietnam and Cambodia to its bottling partner, Swire Pacific Ltd., a Hong Kong-based conglomerate.
- Assisted **Marubeni Growth Capital Asia** in purchasing minority shares in AIG Asia Ingredients Corporation in conducting legal work from the outset, including legal due diligence on the targeted land, assets, and target company, as well as preparing and reviewing transactional documents, assessing merger filings, and providing legal advice as needed.
- Assisted **Hong Leong Group** in its US\$1.2 billion acquisition, together with TPG, of Columbia Asia, which includes two full-service international hospitals in Vietnam.
- Assisted **BioMar Group**, a Danish group, one of the leading suppliers of high-performance fish feed to the aquaculture industry in its share sale transaction valued at approximately US\$ 27 million involving Viet-Uc, one of Vietnam's leading seafood groups operating in shrimp and fish hatcheries and shrimp farming in Vietnam, including conducting legal due diligence, drafting of transactional documents and general legal advice.
- Assisted **Kirin Holdings Company Limited**, a Japanese beer and beverage holding company, to acquire possibly 100% of the ordinary shares of Blackmore, a leading pharmaceutical company which is listed on ASX (Australia) and having its subsidiary in Vietnam.
- Acted for **IMCD N.V**, leading global distributor, formulator and experts solutions provider of specialty chemicals and ingredients in its acquisition of the entire issued share capital of Brylchem Pte. Ltd and the assets of Chemipac Pte. Ltd and CMS Marketing Trading Company Limited.
- Assisted **Richemont** in advising on the investment structure and businesses and investments models in Vietnam. And assisting them in obtaining retailing licenses for its retailing boutiques in Vietnam.
- Advised **Lombard Asia III L.P.** in drafting the amendments and registration with SBV of an offshore loan with a Vietnamese company.
- Assisted **Organon International**, one of the Singapore-based leading pharmaceutical corporations, in expanding its business and operation into the Vietnamese market.

- Advised **JCB International** 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.
- 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 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.
- Assisted a **Japanese investor** in a share transfer among a group of Singaporean companies in the construction industry.
- 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 **Malaysian investor** in its acquisition of gaming and casino rights in a five-star hotel in Vietnam.
- Assisted a major **American educational organisation** on its internal restructuring and acquisition plans to bolster its presence in southern Vietnam.
- Assisted a leading **Taiwanese conglomerate** on its set-up and structuring of its US\$250 million manufacturing facility in southern Vietnam.
- Assisted **Bauer Spezialtiefbau GmbH** in its transfer of equity in Geo Foundations Vietnam Company Limited to Coteccons Construction Joint Stock Company.

Construction & Real Estate

- Assisted **Apple Inc.** on regulatory requirements for implementing its investment and business development plans in Vietnam.
- Assisted **Shandong Innovation Group**, one of the leading listed manufacturing companies in China in the fields of deformation and casting aluminum alloy, aluminum sheet, strip, foil, car wheel, casting steel and casting iron, along with trade and logistics in acquiring an industrial land area for its project investment of nearly US\$170 million in Vietnam.

- Advised **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.
- Assisted **Mapletree** in legal matters relating to the Mapletree Binh Duong Industrial Zone, Binh Duong Province and the sale of this industrial zone to BW Industrial.
- Acted for the garments arm of the **Far Eastern Group** in its US\$1+ billion expansion in the garments industry in southern Vietnam, including in land procurement for its manufacturing megaproject in industrial parks.
- Advised **Keppel Land**, a major 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 **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 **Chiaphua Group** on its legal restructuring and compliance for the Parkland project in District 2, including spearheading one of Vietnam's first property splits by a foreign-invested company.
- Advised **Core Pacific Group**, a leading Taiwanese real estate developer in its project development in Vietnam.
- Advised **China Fortune Land Development (CFLD)** in its incorporation of the 100% foreign owned company in Vietnam and provided regulatory advice.
- Assisting **IDEC Asia** on land acquisition transactions in both the north and the south of Vietnam for its warehouse developments.

- Assisted **Hua Fu Group** in its sublease of a large-scale land area in Long An province for its project development in Vietnam.
- Assisted **China Petroleum Corporation Taiwan, Unishine Chemical Corporation, and Excel Chemical Corporation** in the sublease of a large-scale land area in Ong Keo Industrial Zone to implement an investment project of lubricant production and wharf operation.
- Assisted **Nanjing Chervon** with the establishment of their investment project manufacturing the agricultural and forestry machinery, assembling all kinds of hand tools, tools and equipment used in agriculture and forestry, garden tools and tools , outdoor tools and accompanying parts, components and accessories in the south of Vietnam.
- Assisted **YCH Group**, Singapore's largest home-grown supply chain solutions company, in structuring the business model and preparing transaction documents for the collaboration between its Vietnamese entity and local express delivery and warehousing partners in connection with e-commerce platforms.
- Assisted **Huaqin**, a leading Chinese technology manufacturing group, in reviewing the memorandum of understanding and land lease documentation in connection with land leasing within an industrial zone in Vietnam, and advising on key legal issues relating to industrial zone land leases, including conditions for execution of the lease agreement, obligations of the lessor, payment milestones, and the issuance of land use right certificates to the lessee.
- Advised AirSpeed, a multinational corporation specializing in the manufacturing of electronic components, cables, plastics, and metal products, on its multi-phase investment activities in Vietnam, including company establishment, factory expansion, production scale-up, and ownership restructuring and investment-related legal matters.

Competition, Customs, and Trade

- Assisted **TCL Optoelectronics** with the merger filing of its proposed US\$ 1 billion acquisition of LCD panels business from Samsung Display Korea.
- Advised **a major Chinese company** on exportation of e-bikes from Vietnam to the European Union under EVFTA including the determination of origin of goods.
- Advised **a major foreign-invested company in Vietnam** on labelling regulations and origin determination for its exported semi-finished industrial gloves products.
- Advised **a Chinese client** on regulations for obtainment of a certificate of origin in Vietnam for its battery products.
- Advised **a Chinese company** on determination of the origin of the furniture chairs manufactured in Vietnam which use raw materials imported from China.



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- Advised **Nutreco Group**, a leading animal nutrition in the HS Code classification for the importation of its equipment to be imported into Vietnam.
- Advised **several China-based manufacturers** on structuring the re-allocation plan for their investment into Vietnam to be entitled to incentives under international treaties which Vietnam is a signatory.
- Assisted **Bluestar Adisseo** in merger filings in Vietnam with respect to acquisition of a multinational company headquartered in the Netherlands, which transaction was intended to become a worldwide leader of specialty additives in animal nutrition.
- Assisted **Nord Anglia Education** in the obtainment of merger filing clearance in Vietnam for their master M&A transaction and their internal restructuring transactions relating to the operation of its Vietnamese entities operating in multi-level international schools in Vietnam.
- Assisted **Akzo Nobel**, a global paints and coatings manufacturer, with merger filing procedures in Vietnam in connection with the merger of four Vietnamese companies.
- Assisting **EQT Partners** in acquiring a major online real estate advertising business in the Cayman Islands with substantial business operations in Vietnam. We provided comprehensive legal support from the beginning, including legal due diligence, as well as preparing and reviewing transactional documents, conducting merger filings, and offering legal advice as needed.
- Assisted a **Chinese airline** in merger filings in Vietnam with respect to the establishment of a Chinese full-functional joint venture company. The relevant markets involved scheduled air cargo services on the route from China to Vietnam and scheduled air cargo services on the route from Vietnam to China.
- Advised **IMCD** on its acquisition of Brylchem Pte. Ltd., a specialty chemicals distribution company, which included assessing potential anti-competitive or abuse of dominance concerns.
- Assisted **PSA and Evergreen** in assessing merger filing requirements in Vietnam in connection with the establishment of a joint venture company in Singapore operating on Singapore–Vietnam routes.
- Assisted **TATA Consumer** in the assessment of merger filings for foreign enterprises operating in the field of producing and selling tea, coffee and cereals (including raw, processed and organic cereals) indirectly in Vietnam.
- Assisted in the assessment of merger filing relating to a proposed acquisition by **Mérieux NutriSciences** of the food testing activities of Bureau Veritas in Australia, Chile, Canada,

China, Ecuador, India, Japan, Malaysia, Morocco, Peru, Philippines, Singapore, South Africa, Thailand, USA and Vietnam.

- Acted for **Kirin Holdings** in connection with its acquisition of Blackmores, advising on Vietnamese merger notification requirements and assessing potential vertical and conglomerate effects arising from the transaction.
- Assisted **Sunseap Group and EDP Renováveis** in connection with the acquisition of a Vietnamese target company operating a solar farm project with a total authorised capacity of 50MWp.
- Assisted **foreign enterprises** engaged in the import of green coffee beans into Vietnam with the assessment of merger filing requirements, including detailed market share analysis based on the classification of arabica and robusta coffee beans, which was a key determinant of the notification obligation.

Employment

- Assisted **Coca-Cola Vietnam** on various labour issues, conducting the training Competition policy and Commercial Handbook for employees in Vietnam.
- Assisted **National Australia Bank**, one of the four largest financial institutions in Australia, in a detailed review of the payroll system rules from a Vietnam perspective.
- Advised and assisted a **leading US-based Technology company** in negotiation with its employee for mutual termination of labour contract and a retrenchment process.
- Provide legal advisory and assistance to a **British multinational alcoholic beverage company** in relation to the redundancy process and employee termination, including advising on redundancy and termination procedures; preparing all necessary documentation; assisting the company in negotiation and dialogue sessions with employees and the trade union, etc.
- Advising a **global leader in the formulation, sales and distribution of speciality chemicals and ingredients** on termination of employment contract, assisting in negotiation with employees, preparation of necessary documentation and provide adhoc advice regarding employment matters.
- Assisted **Xiaomi** in labour issues in Vietnam, as staffing service and transition from fixed-term agreement to indefinite term agreement with relevant provisions under laws on employer's obligations to its employees.
- Advised **Dynatrace**, a US software company on employee recruitment and employee benefit policies, drafting the employment contract for both local employees and expatriates.

- Represented a **Taiwanese food manufacturing company** in a labour dispute against a former employee.
- Assisted a **Chinese healthcare organization** in a labour dispute concerning an unlawful dismissal claim brought by a former employee.
- Assisted **Richemont Group** in multiple employment matters for its business deployment in Vietnam.
- Assisted **Rolex** in reviewing labour contracts and letters of release to ensure compliance with applicable Vietnamese labour laws and regulations, and in providing general employment law advice.
- Advised **Diageo** on employment and corporate regulatory matters in Vietnam, including (i) labour contract termination and redundancy processes with an assessment of available legal approaches, (ii) drafting relevant documentation and supporting negotiations with trade unions and affected employees, and (iii) conducting licensing work to update the enterprise registration certificate in connection with the termination of managerial positions.
- Advised **Aspire Lifestyles Vietnam** on handling employment-related issues of a manager under a transaction.
- Advised **TSRC (Vietnam)** on employment-related matters of the client over its operation.
- Advised **SupplyHouse TopCo** and **Jabil** on the issuance and implementation of a phantom share scheme, including review of the relevant phantom share agreements with employees, assessment of the applicable bonus and incentive regime under Vietnamese law, and payment mechanics and compliance with Vietnam's foreign exchange control regulations in connection with the implementation of the phantom share scheme.

Dispute Resolution

- Assisted a **leading Chinese contractor** in enforcing a Settlement Agreement concerning the outstanding balance under the quay construction for the counterparty's marine container terminal project in Ba Ria – Vung Tau Province, Vietnam.
- Advised a **Chinese home appliance manufacturer** on a dispute in Dong Nai Province concerning the transfer of land use rights in Nhon Trach Industrial Park 6A, Vietnam.
- Represented a **Taiwanese electronics manufacturer** in initiating a lawsuit before the People's Court of District 1, Ho Chi Minh City, against a landlord's termination of an MOU concerning the lease of 100 hectares of land in Ba Thien Industrial Zone, Vinh Phuc Province.

- Represented a **Taiwanese motorbike manufacturer** in appellate proceedings concerning a dispute over a processing contract before the People's Court of Bien Hoa City, Dong Nai Province. This engagement involves strategic legal counsel and robust advocacy to address the legal and factual complexities of the dispute. The firm is focused on protecting the client's rights and interests and is actively pursuing a resolution in line with applicable legal frameworks and available remedies.
- Represented a **China chemical company** in a construction dispute, including participating in negotiations with the counterparty and assessing legal remedies.
- Represented a **Taiwanese steel manufacturing company** in recovering an ineligible overpayment and the related late payment interest.
- Represented a **Taiwanese trading company** in recovering an outstanding payment for goods shipped but not paid for. Upon delving into the merits of the case, we discovered that the respondent was a non-existent company. These circumstances made the dispute extremely complex in terms of both substantive and procedural law.
- Assisted a **Vietnamese Automotive Service Platform company** in preparing and serving a demand letter to its contractor in relation to delays and poor performance under the Waterproofing Construction Contract. The engagement involves raising specific claims and requests as instructed by the client.
- Represented an **Australian bank** in a dispute concerning the termination and refund process under an exclusivity agreement with a local partner. The engagement involved drafting a liquidation agreement and accompanying cover letter outlining the contractual basis for the deposit refund, as well as conducting negotiations with the counterparty.
- Assisted a **leading Malaysia food and beverage company**, in connection with a dispute arising from a product recall in Vietnam. The matter involves alleged non-conformity of sweetened condensed creamer products with agreed specifications under Vietnamese law. We advised on the applicable food safety and consumer protection regulations, including product recall obligations under the Law on Food Safety (2010) and the Law on Protection of Consumers' Rights (2024).
- Assisted a leading **Chinese energy group**, acting as the lead contractor, in disputes concerning the Taking-Over Certificate (TOC) and payment claims against employers involved in onshore wind power projects. The engagement entails an in-depth understanding of Vietnam's power sector, the FIDIC Red Book, and relevant jurisprudence on TOC matters.
- Assisted a **leading Malaysian F&B company** in a dispute between the client and a Vietnamese customer.

- Assisted a **Vietnamese multi-sector company** in mediation and arbitration proceedings arising from the termination of two construction contracts due to serious delays and material breaches of contractual obligations by the contractor. The matter involved the contractor's abandonment of the project despite extensions of time and advance payments, requiring the client to appoint a replacement contractor and resulting in substantial cost overruns and losses.
- Assisted a **leading Taiwanese furniture manufacturer** in a lease dispute following a major fire, involving breach of a compensation agreement, prolonged rent defaults, and termination of the lease/eviction. RTLCT advised on enforcement strategy and prepared key pleadings, including demand letters and the statement of claim.
- Represented a **leading Taiwanese furniture manufacturer** in a high-value commercial dispute against a domestic counterparty, arising from payment obligations and claims for damages. RTLCT acted as strategic advisor throughout the post-first instance proceedings, including appellate and cassation review stages, and assisted in developing dispute strategy and preparing key procedural submissions to maximize the client's interests.

Technology, Media, and Telecommunications

- Advised **Fvital Inc** on Vietnam's legal regime related to the use of AI application in education and communication with children with development difficulties and personal data protection regulatory framework in connection with such usage. The scope of work mainly includes legal analysis of applicable compliance requirements, review the Data Privacy Policy, General Terms and Conditions, Consent Form and translate the same into Vietnamese for Vietnamese users' awareness.
- Advised **Amazon Web Services** on Vietnamese telecommunications regulations in connection with the implementation of its telecommunications business in Vietnam, including compliance with licensing requirements, assistance in responding to requests from competent authorities, and advice on the potential deployment and development of an ISP business in the Vietnamese market.
- Assisted **Counsel AI Corporation/Harvey AI platform** in providing advice on public procurement law as well as relevant requirements and obligations in Vietnam.
- Assisted **INTO University Partnerships** in legal analysis on Vietnamese personal data protection regulations to help navigate the next approach for market entry in Vietnam.
- Review the personal data protection policy of **Huaqin's** Vietnam subsidiary and advise on personal data protection matters relating to the processing and cross-border transfer of employee personal data.



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- Assisted **Bolt**, Europe's first super app for transportation and delivery, in exploring and expanding its operations in Vietnam.
- Assisted **NCS**, a member of the Singtel Group, throughout its investment journey in Vietnam, including support with establishment and ongoing operations, as well as advising on the IT business activities of its Vietnamese subsidiary.
- Assisted **Vietnam Software Development Center**, a subsidiary of National Australia Bank and one of the companies with the largest IT teams in Vietnam, on a wide range of legal matters relating to its business operations in Vietnam.
- Assisted **Trip.com** in conducting intellectual property searches and domain name searches in Vietnam for certain entities in connection with its investment activities.
- Conducted a Transfer Impact Assessment for **Treasure Data, Inc**, US customer data platform company, providing analysis of Vietnamese data protection laws and regulatory framework, and assessing alignment with the European Essential Guarantees for surveillance measures.
- Advised **Taboola Inc**, a Nasdaq-listed advertising technology company on Vietnamese regulatory requirements applicable to its online advertising activities.
- Assisted **Bilibili Inc**, a leading Chinese video streaming and digital content platform in establishing a regional outsourced Data Protection Officer (DPO) service framework to support its expansion across Southeast Asia, coordinating with local counsel to support the client's video streaming and digital content business while ensuring compliance with local data protection laws.
- Advised **HydraFacial LLC**, a subsidiary of The Beauty Health Company, on personal data collection and cross-border data transfer requirements, as well as data privacy risk assessment in connection with the launch of its medical aesthetic products and services in Vietnam.
- Advised **Osano Inc**, a global data privacy compliance platform provider on the impact and implementation considerations of Vietnam's data protection regulations for product and service compliance.
- Advised **Richemont International SA** on Vietnamese regulatory requirements relating to e-commerce operations, cybersecurity, and data protection and privacy compliance.
- Assisted **NGENA GmbH**, a leading German telecommunications service provider in navigating Vietnamese telecommunications regulatory requirements in connection with its service operations in Vietnam.
- Advised **Cengage Learning Vietnam**, a global education publishing company on the application of Vietnam's personal data protection regulations in the context of its

publishing business model, including foreign publication licensing and intellectual property use.

- Assisted **Alipay Singapore Holding Pte. Ltd.**, a Singapore digital payments and financial technology in conducting regulatory risk assessment of its online business activities under Vietnamese law.

Banking & Finance

- Advised **Novelis Inc.** on Vietnamese law matters for its subsidiary's entrance into a US\$1+ billion revolving credit agreement.
- Advised **Taiwan-based banks**, such as **Taipei Fubon Bank** and **SinoPac Bank** in their credit facility transactions to lenders in Vietnam, each with the value from US\$60 million to US\$80 million.
- Assist **China Development Bank** in connection with a US\$40 million term facility to Vietnam Public Joint Stock Commercial Bank, including reviewing financing documents, verifying closing documents, and preparing the legal opinion for the transaction.
- Assisted **Soilbuild**, as borrower, in connection with its facility with HSBC Bank (Vietnam) Ltd., including reviewing the facility agreement, security documents and the subordination agreement; assisting with the registration, filing, and translation of the security documents; and providing related legal advice.
- Assisted **China CITIC Bank** in numerous cross-border lending transactions for businesses in Vietnam.
- Assisted US\$80 million offshore syndicated loan arranged by **Taipei Fubon Commercial Bank**, including post-registration regulatory compliance and transition of interest rate provisions following the cessation of LIBOR.
- Assisted a US\$60 million offshore syndicated loan arranged by **Bank SinoPac**, including post-registration regulatory compliance and revision of interest rate provisions in response to the LIBOR transition.
- Advised **Eximbank (Taiwan)** on legal strategy for recovery of overdue debts of approximately US\$9.2 million from a Vietnamese commercial bank under special supervision by the State Bank of Vietnam, including regulatory engagement strategy and enforcement options under Vietnamese law.
- Assisted **Asia Green Group**, a Malaysian real estate developer, in connection with the financing of a commercial housing development project in Malaysia with an estimated transaction value of US\$10 million.

PUBLICATIONS

- “Local practice rules the Law”, Tsinghua Law Journal (Beijing, China), Nov 2003 (published in Chinese).
- “Practical Implementation Encumbrances of the Law on Investment and Law on Enterprises in Vietnam” – Dong A Journal of International Business Transactions Law (Busan, South Korea) Volume 8/December 2012 (published in English)
- “Digging deeper in Mining M&A”, Vietnam Investment Review (Ho Chi Minh City, Vietnam), August 26 – Sep 1, 2013 (published in English)
- “M&A Opportunities in Mining Sectors for Foreign Investors”, M&A 2013 Journal (Hanoi, Vietnam), July 2013 (published in Vietnamese)
- “Vietnam – Merger Control”, Global Legal Insight 2014 (published in English)
- “Pitfall on new land law every investor should avoid”, Vietnam Investment Review (Ho Chi Minh City, Vietnam), August 11-17, 2014 (published in English)
- “M&A deal: Notes on Competition law”, Saigon Times (Ho Chi Minh City, Vietnam), December 18-2014 (publish in Vietnamese)
- “New M&A growth blocked by lack of legal clarification”, Vietnam Investment Review (Ho Chi Minh City, Vietnam), August 3-9, 2015 (published in English)
- “Change to Real Estate Law begets challenges”, Vietnam Investment Review (Ho Chi Minh City, Vietnam), August 3-9, 2015 (published in English)
- “Risks in dual nationality”, Saigon Economy (Ho Chi Minh City, Vietnam, 31 July 2016 (published in Vietnamese)
- “Business Opportunities in Vietnam” hosted by Brainworks Co., Ltd. to help Japanese companies in consideration to expand their businesses in Vietnam. Sailing Master, winter 2020 (published in Japanese).

AWARDS

- Ranked Lawyer for Corporate and M&A, Real Estate, Employment – Chambers Asia-Pacific (2020 - 2026)
- Foreign Expert for China in Corporate/M&A – Chambers Global (2014 – 2025)
- Ranked Asia Super 50 TMT Lawyers (2022, 2025) – Asia Law Business



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- The A-List: Vietnam's Top 100 Lawyers – Asia Business Law Journal (2021 - 2026)
- Leading Partner for Corporate and M&A, Labour & Employment, Real Estate & Construction, TMT – The Legal 500 Asia Pacific (2021 - 2026)
- Highly Regarded Lawyer for Energy and infrastructure, Project development and M&A – IFLR1000 (2021 - 2025)
- Leading Lawyer for Labour & Employment, Corporate and M&A – AsiaLaw (2021 - 2025)
- Finalist in Woman Lawyer of the Year – Asia Law Business South East Asia (ALB SE) (2025)
- Finalist in Vietnam Female Lawyer of the Year by AsiaLaw (2025)
- Vietnam Honorable Mention Lawyer – Client Choice Award by AsiaLaw (2024)
- 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) (2021)
- Top 100 Business Leader 2017 - Vietnam Chambers of Commerce (VCCI) – Ho Chi Minh City Branch

LANGUAGE

- Vietnamese
- English
- Chinese (Mandarin)
- Japanese