



DFDL IN VIETNAM

DFDL has been active in the Vietnam market since 1995, advising on both local and international legal and tax matters. As a commitment to the country and the region, we have full service offices in Ho Chi Minh City and Hanoi staffed by an efficient mix of Vietnamese and international advisers.

The Vietnam offices work closely with our other offices throughout Asia, advising foreign companies on their investments in Vietnam and advising local jurisdiction stakeholders in developing the legal and regulatory environment.



**EXCELLENCE.
CREATIVITY.
TRUST.**

KEY SERVICES

- Banking & Finance
- Corporate & Commercial
- Compliance & Investigations
- Energy, Mining & Infrastructure (EMI)
- Employment & Labour
- Mergers and Acquisitions
- Real Estate and Construction
- Regulatory Assistance
- Restructuring & Insolvency
- Tax & Transfer Pricing
- Technical Assistance

VIETNAM AWARDS & RANKINGS

- Chambers AND PARTNERS**: Mekong Region Firm of the Year
Band 2 – Corporate M&A
Band 3 – Projects, Infrastructure & Energy; Technology, Media, Telecoms
- asiaLaw PROFILES**: Highly Recommended – Corporate and M&A, Energy, Tax
Recommended – Banking and Financial Services, Banking and Finance, Capital Markets, Real Estate
- IFLR1000** 2021: Tier 2 – Project Development
Tier 3 – Banking & Finance
Other Notable – Capital Markets: Debt, Equity, M&A



Most Innovative Law Firm in Managing Client Relationships



Regional Tax Law Firm of the Year
Vietnam Tax Disputes Firm of the Year



Tier 2 – Customs, General Corporate Tax, Tax



Tier 1 – Tax
Tier 2 – Projects and Energy
Tier 3 – Corporate and M&A, Real Estate & Construction
Tier 4 – Banking and Finance

“Regional firm DFDL has a strong foothold in the Vietnam market supported by its core strength in banking and finance, corporate and M&A and tax.”
- Chambers Asia Pacific 2020



SELECTED EXPERIENCE

- A world famous cosmetics and beauty brand on its ground-breaking Southeast Asia expansion - acquisition of a 51 percent stake of a leading distributor of premium cosmetics, skin care and spa treatment product across in Cambodia, Vietnam and Myanmar.
- Liberty Global on various warranty and indemnities insurance coverage of M&A deals in Vietnam and the region.
- B. Grimm Power on its acquisition of an 80% interest in one largest-scale solar power plants in Vietnam, the greenfield 257 MW Hoa Ho.
- USAID/Deloitte on the development of model direct power purchase agreements for adoption by the Electricity Regulatory Authority of Vietnam (ERAV) for all renewable energy projects in Vietnam.
- An international bank group on a USD 195 million international financing of a renewable energy project.
- Softbank on Thailand and Vietnam based matters in relation to its USD 1.5 billion investment into Grab, a multinational ride-hailing company based in Singapore.
- NewQuest on the restructuring and acquisition of a substantial minority interest in the holding company of a leading chemical distributor and its subsequent follow on acquisition in that entity.
- An independent investment firm, on its cornerstone investment in the USD 922 million IPO of Techcombank, a major bank and the second biggest IPO to date in Vietnam.
- VinaCapital on its block sale of USD 3.6 million shares of Vinamilk in Vietnam.

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