



## 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.

<b>9</b> Countries	<b>10</b> Practice Groups	<b>12</b> Offices	<b>5</b> International Desks	<b>170+</b> Advisers
-----------------------	------------------------------	----------------------	---------------------------------	-------------------------

**EXCELLENCE.  
CREATIVITY.  
TRUST.**

## KEY SERVICES

- |   |  |  |
|---|--|--|
| <ul style="list-style-type: none"> <li>Aviation</li> <li>Banking, Finance &amp; Technology</li> <li>Compliance &amp; Investigations</li> <li>Corporate, Mergers &amp; Acquisitions</li> </ul> | <ul style="list-style-type: none"> <li>Dispute Resolution</li> <li>Employment &amp; Labour</li> <li>Energy, Mining &amp; Infrastructure (EMI)</li> </ul> | <ul style="list-style-type: none"> <li>Real Estate &amp; Construction</li> <li>Restructuring &amp; Insolvency</li> <li>Taxation</li> </ul> |
|---|--|--|

## VIETNAM AWARDS & RANKINGS

<p><b>TOP RANKED</b> Chambers Asia-Pacific 2022 DFDL</p>	<p>Mekong Region Firm of the Year Band 2 – Corporate M&amp;A Band 3 – Projects, Infrastructure &amp; Energy Spotlight Table – Tax</p>
<p>asia law <b>PROFILES</b></p>	<p>Highly Recommended – Corporate and M&amp;A, Energy, Tax Recommended – Banking and Financial Services, Banking and Finance, Capital Markets, Real Estate</p>
<p>IFLR1000</p>	<p>Tier 2 – Project Development Tier 3 – Banking &amp; Finance, M&amp;A Other Notable – Capital Markets: Debt, Equity</p>

<p>FT <b>INNOVATIVE LAWYERS 2020</b> ASIA-PACIFIC WINNER</p>	<p>Most Innovative Law Firm in Managing Client Relationships</p>
<p>ITR <b>ASIA TAX AWARDS 2020</b></p>	<p>Regional Tax Law Firm of the Year Vietnam Tax Disputes Firm of the Year</p>
<p>WORLD TAX</p>	<p>Tier 2 – Customs, General Corporate Tax</p>
<p>THE <b>LEGAL 500</b> ASIA-PACIFIC LEADING FIRM 2022</p>	<p>Tier 1 – Tax Tier 2 – Projects and Energy Tier 3 – Corporate and M&amp;A, Real Estate &amp; Construction Tier 4 – Banking and Finance</p>

“ 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.

## KEY CONTACTS

	<p><b>JEROME BUZENET</b> Partner; Managing Director jerome.buzenet@dfd.com</p>
	<p><b>JACK SHEEHAN</b> Partner; Head of Regional Tax Practice jack.sheehan@dfd.com</p>
	<p><b>TRAN THI VU HANH</b> Partner; Head of HCMC Office hanh.tran@dfd.com</p>
	<p><b>HUYNH DAI THANG</b> Partner; Head of Hanoi office thang.huynh@dfd.com</p>
	<p><b>HOANG PHONG ANH</b> Partner phonganh.hoang@dfd.com</p>
	<p><b>KEVIN HAWKINS</b> Partner kevin.hawkins@dfd.com</p>
	<p><b>NGUYEN MANH CUONG</b> Legal Director cuong.nguyen@dfd.com</p>
	<p><b>LAN HUA</b> Tax Director lan.hua@dfd.com</p>
	<p><b>DAVE SEIBERT</b> Senior Legal Adviser; Acting Head of Regional EMI Group dave.seibert@dfd.com</p>