

ADVISER PROFILE



Name: Huynh Dai Thang
Position: Country Partner, Vietnam; Head of Hanoi Office
Location: Hanoi, Vietnam
Experience: Over 18 years
Nationality: Vietnamese

CURRICULUM VITAE

Membership in Professional Societies:

Registered as Attorney of Law and Member of the Hanoi Bar Association

Key Qualifications:

Huynh Dai Thang is a fully qualified Vietnamese lawyer with over 18 years' experience practicing law in Vietnam. Before joining DFDL in late 2006, Thang practiced law at Gide Loyrette Nouel and PricewaterhouseCoopers Legal in Hanoi, Vietnam. Thang has in-depth knowledge of real estate, mergers and acquisition, energy and infrastructure along with corporate, commercial, and investment law in Vietnam. He has provided legal expertise on various important projects in Vietnam where he represented foreign investors, Vietnamese counterparts, and the competent authorities of Vietnam. Thang also has extensive knowledge of real estate law, having advised on numerous real estate development projects in Vietnam. In addition, he has worked on donor funded technical assistance projects, particularly those concerning the review and analysis of draft Vietnamese legislation. Thang holds an LL.M in International Commercial Law (University of Nottingham in collaboration with the National University of Singapore, UK and Singapore), an LL.B (Hanoi University of Law), a Bachelor of Business Administration (Hanoi University of Commerce), and a Bachelor of Foreign Languages (Hanoi Foreign University – English Studies).

Education:

- 2004 — Master's in law (LL.M.) in International Commercial Law (UK & Singapore)The University of Nottingham in collaboration with The National University of Singapore, (Singapore and England)
- 2001 — Bachelor of Law (LL.B.), The Hanoi University of Law, (Hanoi, Vietnam)
- 1998 — Bachelor of Business Administration, The Hanoi University of Commerce, (Hanoi, Vietnam)
- 1995 — Bachelor of Foreign Language, The Hanoi Foreign University (English studies) (Hanoi, Vietnam)

Other training:

- Insurance practice training at basic and improvement levels delivered by lecturers from The British Chartered Institute of Insurance (Vietnam, 1996), and The Malaysian Chartered Institute of Insurance (Malaysia, 1998).

Employment Record:

- **DFDL, Hanoi, Vietnam** (Present)
Senior Associate and then Partner
Advising clients on all issues of private and public laws.
- **PRICEWATERHOUSECOOPERS—LEGAL, Vietnam** (2004 — 2006)
Associated Lawyer
Advising clients on all issues of private and public.
- **GIDE LOYRETTE NOUEL Law Firm, Hanoi, Vietnam** (1999 — 2003)
Associated Lawyer
Advising clients on all issues of private and public laws.

Details of Major Projects Undertaken

Focus on Foreign Investment, Merger and Acquisition, Real Estate and Infrastructure Development

Assisting numerous foreign investors and foreign traders in creating their business presence in Vietnam (100% foreign owned company, joint venture, business cooperation contract, branches, representative offices, nominee ownership) in various fields of business such as import and export, distribution, trading services, manufacturing, construction, etc.

Focus on Mergers & Acquisitions

M&A/JV – Aviation	2019
Advised the low-cost airline headquartered in Malaysia, on its aim at a subscription of 30% of total shares of Hai Au Aviation JSC to expand their airlines network in ASEAN and beyond.	
Bancassurance	2016
Advised on a bancassurance between Samcombank and a Japanese Dai-ichi Life Insurance in Vietnam.	
Investment in Real estate	2018
Advised an international group in acquiring land for developing a residential real estate project in Vietnam.	
Acquisition of company - Garment manufacturing companies	2018
Advised an international group in acquiring 10 garment manufacturing companies in Vietnam.	
Shares Investment – Ride-hailing service	2018
Advised an international group in investing in shares in a global ride-hailing service group.	
Acquisition of Shares – Logistics	2017 — 2018
Advised a Japanese group in acquiring a warehouse in Vietnam.	
Acquisition of Shares – Solar power	2016 — 2018
Advising an international group in acquiring shares in a foreign invested solar power company in Vietnam.	
Acquisition of Shares – Lock & Lock	2017
Advised a Korean Group in acquiring shares in Lock & Lock, a Korean-invested group in Vietnam which is currently operating a chain of consumer products retailing shops in Vietnam.	
Acquisition of Shares - BIBOMART	2016
Advising a Japanese private equity fund in acquiring shares in a Vietnamese company which is currently operating a chain of baby products retail shops in Vietnam.	
Acquisition of Shares - Casino Business	2016
Advising a British company specializing in casino business in acquiring shares in a Vietnamese company which is currently operating a club for gaming with prizes for foreigners in the north of Vietnam.	

Acquisition of Shares - Automobile dealership	2015
Advising a British company specializing in distribution of international brand automobiles in acquiring shares in a Vietnamese automobile dealership.	
Acquisition of Shares - Motorbike dealership and Manufacturing of Combustion Engines	2012
Advising SSIAM and Daiwa Investment Fund in acquisition of shares in a Vietnamese company specializing in motorbike dealership and manufacturing of combustion engines.	
Acquisition of Shares in Vietnamese Companies	2011
Advising Jade River Management and Red River Holding on various transactions for acquiring shares in Vietnamese companies in different fields of business.	
Acquisition of Shares - Cement Manufacturing	2011
Advising a foreign investor in acquiring shares in Chin Fon Cement Manufacturing Company.	
Acquisition of Shares - Packaging manufacturing	2010
Advising Siam Cement Group (Thailand) in acquiring shares in a group of three foreign invested companies specializing in manufacturing of packaging in Vietnam.	
Acquisition of a Pharmaceuticals Warehouse	2009
Advising a European investor on acquisition of a property being a pharmaceuticals storage warehouse in Vietnam and on business cooperation between the two parties.	
Acquisition of Shares - Computer Software	2009
Advising a European investor on various aspects of a share sales agreement in respect of a foreign-invested computer software company in Vietnam.	
Acquisition of Solvent Manufacturing Business	2008 – 2009
Assisting a foreign oil company in acquiring a solvent manufacturing business from an oil and chemical manufacturing group in Vietnam.	
Acquisition of Shares in a Telecommunication Infrastructure Leasing Company	2008
Advising a foreign investment fund in acquiring shares and taking a strategic shareholder position in a Vietnamese telecommunication infrastructure leasing company.	
Acquisition of Shares in a Vietnamese Telecommunication Equipment Leasing Company	2008
Advising a foreign investment fund in acquiring shares and taking a strategic shareholder position in a Vietnamese telecommunication equipment leasing company.	
Acquisition of a Vietnamese Refrigerating Equipment Services Company	2006
Conducting a due diligence for a proposed deal for an assignment of a wholly foreign-invested refrigerating equipment services company in Vietnam.	
Due Diligence for Bank Loan	2005
Conducting a due diligence for a Japanese bank on the legal status and operations of Vietnam Coal and Minerals Group (Vinacomin) in order to facilitate a large-size bank credit.	
Acquisition of Shares in An International Hospital	2000
Conducting a due diligence for and advising an international investors group on various aspect of a shares sale agreement in respect of an international hospital in Vietnam.	

Focus on Real Estate & Construction

Restructuring of Ownership of Hospitality Real Estate Project **Ongoing**
 Advising a group of Danish investors in restructuring of an existing hospitality real estate project in Danang, Vietnam.

Permanent Adviser for an UK listed Investment Fund on Vietnam Deals (Notably Properties) **Ongoing**
 Advising on their various real estate deals in Vietnam. Major deals cover notably the acquisition and take-over of properties involving apartment and shopping complex and office buildings, acquisition of land use rights, acquisition of shares, nominee ownership arrangements, security arrangement, and applicable tax schemes.

Acquisition and divestment of Vietnam properties **2008 — 2011**
 Advised an UK listed real estate investment fund on structuring for acquisition and subsequently, divestment of several commercial properties in Vietnam.

Adviser for a Chinese consortium in resolving disputes over an EPC contract **2012**
 Reviewed an EPC Contract for construction and delivery of a shipyard in the center of Vietnam, identifying issues relating to the EPC Contract and recommending on solutions to the current dispute between parties to the EPC Contract.

Acquisition of Forestry Land
 Advised a group of investors from Hong Kong in acquiring forestry land and participate in the forestation activities in Vietnam.

Adviser for Vietnamese Real Estate Management Company **2011**
 Advising a real estate management company in signing a real estate brokerage agreement with offshore brokers.

Adviser for a foreign invested Real Estate development company **2011**
 Advising a real estate developer on acquiring properties in Vietnam.

Adviser for a sea port developer **2009**
 Advising a sea port developer on a construction management and supervision contract for development of a sea port in the south of Vietnam.

Adviser for Chesterton Petty **2007**
 Advising on the acquisition of Chesterton Petty by Savills.

Focus on other Business Sectors

Permanent Adviser for an International Consumer Finance Company **Ongoing**
 Drafting all financing agreements, procurement agreements, and service agreements; advising on all legal issues relating to consumer finance.

Permanent Adviser for a European Aerospace Company **2008 — 2009**
 Advising on sale and purchase of aircraft into Vietnam and labour issues.

Issuance of International Bonds **2003**
 Advising PetroVietnam Finance Company (PVI) on a project for offering international bonds to New York Capital Market.

Focus on Donor-Funded Technical Assistance Projects

Bank Governance (ASEM Governance) – World Bank **2005-2006**
 Advising the State Bank of Vietnam on the review and improvement of corporate governance practices of commercial banks (State-owned, joint stock and foreign banks) licensed to operate in Vietnam.

Bank Restructuring – World Bank

2004

Advising Vietcombank (leading State-owned commercial bank) on its restructuring plan anticipating privatization.

Restructuring of Vietnamese State Corporations

2004

Advising three State-owned Corporations namely VINATEX, SEAPRODEX, VinaCafe on its restructuring plan. Responsible for:

Corporate Governance – DANIDA

2002 – 2003

Lecturing and facilitating at a chains of training courses on the application of international corporate governance practices and improvement of existing governance practices for fishery joint stock companies of Vietnam.

Corporate Governance – Asian Development Bank

2002

Advising the Steering Committee for Economic Reform and Development of Vietnam, the State Bank of Vietnam and the Vietnamese State Securities Commission.

Focus on Banking Governance

Vietnam: Banking Governance – Drafting of Manual Handbook on Boardroom Practices for Joint Stock Commercial Banks (“JSCB”) – World Bank

2002

Completing a review of the operational status of JSCBs of Vietnam and preparing a Manual Handbook on Modern Boardroom Practices for JSCBs of Vietnam.

Languages:

	Speaking	Reading	Writing
VIETNAMESE	Excellent	Excellent	Excellent
ENGLISH	Excellent	Excellent	Excellent

BANGLADESH
Dhaka
bangladesh@dfd.com

INDONESIA*
Jakarta
indonesia@dfd.com

MYANMAR
Naypyidaw
Yangon
myanmar@dfd.com

PHILIPPINES*
Manila
info@ocamosuralvo.com

THAILAND
Bangkok
Samui
thailand@dfd.com

VIETNAM
Hanoi
hanoi@dfd.com

CAMBODIA*
Phnom Penh
cambodia@dfd.com

LAO PDR
Vientiane
laos@dfd.com

SINGAPORE
singapore@dfd.com

Phuket
phuket@dfd.com

Ho Chi Minh City
hcmc@dfd.com

*DFDL collaborating firms