

ADVISER PROFILE



Name: Tran Thi Vu Hanh
Position: Partner; Deputy Managing Director, Vietnam;
Head of Ho Chi Minh City Office
Location: Ho Chi Minh City, Vietnam
Experience: 21 years
Nationality: Vietnamese

CURRICULUM VITAE

Membership in Professional Societies:

Qualified Lawyer – Member of Hanoi Bar Association

Key Qualifications:

Hanh is a leading Vietnamese-qualified lawyer, with more than 18 years' experience of advising leading multinational clients and financial institutions on complex corporate law matters in Vietnam and Cambodia. Before joining DFDL in 2006, Hanh worked at the European Commission in Vietnam where she was responsible for the legal aspects of the EC's development projects in Vietnam, and prior to that she was the head of the corporate secretary division of KPMG Cambodia.

Hanh advises clients predominantly on complex Project Finance, Real Estate and Corporate and Commercial matters. Some of the most significant transactions she has advised on include the Chinese state bank financing of USD 421 million as well as the refinancing to a telecom company in Cambodia, a major port project with project value worth approximately USD 300 million and, most recently, the acquisition of a stake in a Cambodian hydropower project by a major Chinese SOE.

Hanh holds a Lawyer Certificate (Judicial Academy Institute of Vietnam), Master's in international business (University of Tours, France), Bachelor's in law (Hanoi National University) and a Bachelor in Foreign Languages – French and English (Hanoi Foreign Language College). She speaks Vietnamese, French and English.

Education:

- 2004 — Lawyer Certificate – Judicial Academy Institute of Vietnam
- 2002 — Master's in international business – University of Tours – France
- 2001 — Bachelor's in law – Hanoi National University
- 1996 — Bachelor's in foreign Languages (French and English) – Hanoi Foreign Language College
- Various training courses in report writing, presentation skills, negotiation, etc.

Details of Recent Major Projects Undertaken

Focus on Energy, Infrastructure and Finance

Vietnam – Cambodia

B. Grimm Power Public Company Limited	(2018 – 2019)
Assisted on its acquisition of an 80% interest in the 257MW Phu Yen solar power project in Vietnam.	
Quadran International	(2018 – 2019)
Assisted on the due diligence, provided corporate and acquisition agreement advice, as well as negotiated for the share acquisition in a solar power project.	
BG Energy Solution	(2018 – 2019)
Advised the client on its acquisition of a majority interest of a solar project in Ninh Thuan.	
Lao Sanxai Minerals Co. Ltd	(2018 – 2019)
Advised a Lao PDR client, Lao Sanxai Minerals Co. Ltd (a Rio Tinto entity) on the construction of a cross-border pipeline (Laos – Vietnamese port) slurry pipeline for the export of bauxite.	
Molenbergnatie (MBN)	(2018 – 2019)
Advised the client on the equity restructuring of MBN's Vietnam subsidiary.	
Hydro Power Project – Cambodia	(2013)
Assisted a Chinese client in acquiring a hydro power project in Cambodia.	
Port Concession in Cambodia	(2012)
Assisted a multinational and well-known corporation operating in the port operations relating to their investment in Cambodia. The work includes due diligence, drafting concession agreement and negotiating relating to the concession agreement	
Financing and restructuring – Loan of USD 400M	(2011– 2012)
Assisted a major Chinese bank relating to a financing of USD 400M to a major telecom company in Cambodia.	
Nghi Son 2 BOT Power Plant Project – Potential Sponsors	(2008 – 2009)
Advised an international consortium in preparing the development of a BOT energy power project in Vietnam.	
Finance – USD 15M – Securities Company	(2008 – 2009)
Assisted a foreign securities company on the acquisition of a Vietnamese securities company. Advising in various transaction agreements and documents.	
Finance – USD 5M – Belgian Investment Company for Developing Countries	(2008)
Assisted Belgian investment company for developing countries to finance a Belgium invested company in Vietnam.	
Finance – USD 30M – Foreign Investment Fund	(2008)
Assisted a foreign investment fund for the share acquisition of a Vietnamese insurance company.	
Finance – USD 8M – Securities Company	(2008)
Assisted a Vietnamese securities company for the issuance of shares to a foreign strategic partner.	
M&A – Petroleum Company	(2008 – 2009)
Advised a Thai petroleum company on the acquisition of a petroleum foreign owned company in Vietnam. Assisted in all due diligence process and recommendations to address due diligence issues.	
Bio-Fuel Project	(2008)
Assisted an Australian-listed investment fund on the acquisition and development of a bio-fuel project in Vietnam.	

Focus on Foreign Direct Investment

Vietnam – Cambodia

Draft Law on Property Requisition (2006)

Worked on the review and analysis of the draft Law on forms of compulsory purchase, requisition of property of individuals and organizations.

Draft Common Law on Investment (2005)

Worked on the review and analysis of the draft Common Law on Investment, making recommendations on improvements for the next draft in the context of the ongoing development of the legislative framework in Vietnam.

Re-Drafting Common Law on Investment (2005)

Worked on the review and analysis of three chapters of the draft Common Law on Investment and the development of key recommendations on the re-drafting of these chapters.

Implementation of Common Law on Investment (2006)

Worked on the review and analysis of the draft decree on the implementation of the Investment Law.

Finance – Société Générale (2005)

Advised Société Générale on preparing 1992 ISDA Master Agreement with the State Bank of Vietnam.

Hotels – French company (2003 – 2004)

Advised a French company on the financial restructuring of their five hotels in Vietnam, including the revision of five facility agreements and security packages which are executed with a State-owned Bank of Vietnam.

Investment – Lafarge (2003 – 2004)

Advised Lafarge on financing its subsidiary in Vietnam.

Litigation – USD 3M – Dredging International (2000 – 2003)

Advised Dredging International on litigation in Vietnam.

Banking – State Bank of Vietnam (2000 – 2001)

Advised the State Bank of Vietnam on legal requirements of their banking restructuring strategy.

SMEDF – USD 25M – European Union (1998 – 2000)

Advised the European Union on the establishment of a Small Medium Enterprises Development Fund in Vietnam.

Languages:

	Speaking	Reading	Writing
VIETNAMESE	Excellent	Excellent	Excellent
FRENCH	Excellent	Excellent	Excellent
ENGLISH	Excellent	Excellent	Excellent

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*DFDL collaborating firms