



**NGUYEN THI HAI YEN**

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**RELATED EXPERTISES**

Corporate & Commercial  
Mergers & Acquisitions  
Banking & Finance  
Real Estate  
Construction  
Investment  
Dispute Resolutions

**BIOGRAPHY**

Nguyen Thi Hai Yen Lawyer practiced laws since 2000 and is currently an outstanding lawyer in Vietnam. She has advised a broad range of clients including banks and financial institutions, multinational corporations, foreign funds and asset investment companies, State corporations and private SMEs.

Her Clients include multinational corporations such as Semen Indonesia Tbk (Indonesia), Doosan Heavy and Construction (Korean), Posco (Korea), Standard Charter (UK), Bank Madini (Indonesia), HSBC (Vietnam), AON, Citra (Indonesia), Gondenkey (Singapore) etc; and Vietnamese clients such as Vietracimex, PVC, Viglacera, Bao Viet Insurance, PVI Insurance, Techcombank Bank, VIB Bank, HD Bank, VDB Bank, BIDV Bank.

Legal services which Mrs. Yen focus on include foreign investment, real estate development, hydro and thermal power plants, construction, logistics, securities, insurance, banking, corporate and dispute resolutions.

**REPRESENTATIVE CREDENTIALS**

**Financing Transactions**

- Refinancing Project of Thang Long Cement Join Stock Company and Lenders of VDBank and refinance by a syndicate Loan of Standard Charter (UK), Bank Madini (Indonesia), HSBC (Vietnam);
- To acts as lawyer of the Client (borrower) to negotiate with BIDV – Quang Trung Branch (Lender), and VCB (Lender) with regard to loan agreement for Geleximco.
- To advice on the issuance of guarantee, and settling bond disputes for projects of Noi Bai - Lao Cai Highway project, Da Nang - Quang Ngai Highway project, The Manor Central Park project with HSBC, Techcombank, BIDV, Saccombank, Agribank and a number of other banks and credit institutions in Vietnam, Thailand and Cambodia. .

**Real Estate**

- To advise on establishment and operation of Real Estate Projects such as Citra Westlake Project, Splendor International City project; real estate project of BIM group, Viet My group.
- To complete Legal DD report and other reports sent to Vietnamese competent authorities,
- To advise on application for the approval of principal investment of projects, establishment of businesses; application for right of land certificate, environmental impact assessment report, and other documents required according to Vietnamese Laws.

### **Mergers & Acquisitions**

- To advise on shares acquisition of Thang Long Cement Project from GELEXIMCO Group to Semen Indonesia Tbk;
- To give legal opinion; complete legal DD report for acquisition the Tam Diep Cement project, Cong Thanh Cement project;
- To Advise American investors on shares acquisition of Toan Cau Activated Carbon JSC;
- To Advise on M&A Transaction of Splendor International City Project between Posco E&C Viet Nam and Phu Long real estate JSC;
- To Advise a Japan-based enterprise on shares acquisition of an Vietnamese company of internet and IT ; Legal due diligence.
- To Advise a local securities company on the shares acquisition of their Malaysia strategic investor.

### **Construction**

- To Advise and directly participate in establishment of construction company, Project Management Office (PMO): Doosan Heavy and Engineering Company Limited; representative office, projects of Posco E&C (Vietnam) and Posco E&C (Korea). To advise on all issues related to license, tax, operating business and running Project in Viet Nam.
- To advise contractor and investor on Investment construction Projects, such as: Da Nang - Quang Ngai Highway Project, Long Thanh - Dau Giay highway Project, Noi Bai- Lao Cai highway Project, Lang Ha building construction Project, The Manor Central Park Project, Hilton Hai Phong Project, Long Son Oil Refinery Project; Projects of development of industrial park at Viet Yen, Bac Giang.

### **Dispute Resolutions**

- To act as authorized representative of the Clients to deal with cases at Courts of all levels at Quang Ninh, Nam Dinh, Ha Tinh, Hanoi, Ho Chi Minh, Dong Nai, Binh Duong;
- To act as authorized representative of the Clients to deal with cases at VIAC, SIAC, ICC.
- Up to now, Hai Yen Lawyer has been as authorized representative of many clients to deal with more than forty cases

at the court in order to collect the debts for subcontractors and clients. The noticeable clients include: Posco E&C, Doosan Heavy and Construction, Sam IL, Danang international airport, Thang Long Cement Joint Stock Company.

**Investment Projects, Corporate & Commercial**

- To acts as senior legal counsel for foreign companies in investments relating to E-commerce Exchange, Other Online Exchange, Game Online, construction of airport, and application for business of aviation services at Vietnam, Laos and establishment of chain stores;
- The noticeable clients include: Semen Indonesia Tbk, Thang Long Cement Joint Stock Company, Lai Chau Stone Joint Venture Company, Danang International Terminal Investment and Operation Joint Stock Company (A-H-T), Equinox Vietnam, and others companies from Korea, Japan, America and Australia.

**ADMISSION**

Hanoi Bar Association Vietnam Bar Federation

**EDUCATIONS AND TRAININGS**

Lawyer's Skill, Judicial Academy, Hanoi (2012)

Master of Law (2011)

Professional Achievement Advance Certificate, New York University (2007)

LLB, Hanoi Law University, Hanoi (1999)

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