



## HA THI HAI

Partner [haiht@bizconsult.vn](mailto:haiht@bizconsult.vn)

BIZCONSULT LAW FIRM M +84 985136613

Hanoi

[www.bizconsult.vn](http://www.bizconsult.vn)

### RELATED EXPERTISE

- Foreign Investment
- Mergers & Acquisitions
- Real Estate
- Employment & Labor
- Contracts
- Banking & Finance
- Corporate & Commercial
- WTO Rules
- Development Projects

### BIOGRAPHY

Ms. Ha Thi Hai, joined BIZCONSULT LAW FIRM as a paralegal on July 2008 after spending few months of practicing law in a local law firm specialized in litigation. She was then promoted to the associate level of the firm after hard working for a few years and now being a partner with ten years of professional experience. Hai has served as senior attorney for a wide range of foreign and local clients in a variety of practice areas in Vietnam, specifically on investment projects (inbound and outbound), corporate and commercial transactions, M&A, banking & finance. Beside the major transactions, Hai has provided legal advices and solutions to many foreign and Vietnamese clients, also including State owned enterprises, for various areas.

With enthusiasm and self-motivation in working, Hai set up a wide relationship network with local government agencies, legal and consulting practitioners. Hai was honorably awarded “The best lawyer of the year 2014 of the firm”, and “The best lawyer of the year 2015 of the firm”.

A few notable cases Hai has handled:

- Investment Projects, Corporate & Commercial, M&A:
  - Acting as counsel for Auchan – one of the world leading corporations in retail business – in legal procedures for establishment of a chain of supermarkets in Vietnam.
  - Setting up 100% foreign owned companies for Horiba Instruments (Singapore), Siflex Vietnam Co.,ltd, Gem&Co Vietnam, France Emulsion Vietnam,

Bumhan Vietnam, etc...

- Setting up office of Bae, Kim & Lee LLC (one of biggest law firms in Korea) in Vietnam.
- Setting up office of Lee & Ko (one of biggest law firms in Korea) in Vietnam.
- Amendment of Investment Certificate with regards to business expansion or other changes for General Electric (Singapore), BIBUS (Switzerland), Lobana International Company Limited (Korea), Mwork Corporation (Vietnam), Peacesoft Solutions Joint Stock Company (Vietnam), Global Wave Joint Stock Company (Vietnam), etc.
- Legal retainer services on corporate and project matters for General Electric (Singapore) during the past 05 years and still on-going.
- Representing considerable number of clients being foreign corporations and foreign-invested enterprises as their counsel on their investment and business transactions in Vietnam, such as act as lawyer for Dostex (Spain) in Vietnam, for SEAF Blue Waters Growth (USA) in several due diligences in a number of companies in Vietnam, for Gemadept in a due diligence in a security company in Vietnam, for Chemonics International Inc, for Canadian Embassy in respect of labour relationship, for a series of contracts of Great Eastern Life Vietnam – a subsidiary company of Great Eastern Holdings (Singapore), the largest listed insurance company in South-East Asia in terms of assets, for Reed Tradex (Thailand) in an investment project on VOIP service and exhibition organization in Vietnam. Hai also advised Aeon Credit Service Co.,ltd, a subsidiary in Aeon group in several transactions relating to its business in Vietnam, Artelia group in collecting debts in Vietnam, Toyota Financial Services Vietnam several matters relating to internal management, Pinsent Mason in construction matters,
- Representing IDG Ventures LLP as investor counsel on acquisition of shares in about 10 Vietnamese portfolio companies;
- Representing a State owned enterprise as investor counsel on due diligence and acquisition of shares in a number of M&A transactions in Vietnam;
- Advising and representing a 100% State owned company – in a capital withdrawal from a joint venture with a Japanese partner in real estate business.
- Advising several Vietnamese companies in Lotte group regarding their projects in Vietnam;
- Advising several corporate matters relating to Hanoi Group JSC and its subsidiaries/affiliates;
- Advising several projects/legal matters in E-

commerce platform service area such as advising OkieLa, Chongiadung, ...;

- Advising legal procedures and licenses for a thermal power project in Khanh Hoa, Vietnam;
  - Advising on EPC contract related matters for a thermal power project in Thai Binh, Vietnam;
  - Several other investment projects, advices on corporate matters and M&A deals.
- Real Estate:
    - Representing Siflex Co.,ltd (one of biggest Korean corporate) in a US\$106 million M&A Deal, in flexible printing circuit board manufacture area in Bac Giang, Vietnam to conduct a manufacturing business in an industrial complex which is located in Bac Giang, Vietnam.
    - Legal retainer services on general corporate matters for Gamuda Land Vietnam – investor of the project Yen So Park in Hanoi, Vietnam, CapitaLand Vietnam – investor of several real estate projects in Vietnam.
    - Several due diligence reports on real estate projects for real estate deals for both foreign investors and local investors.
    - Representing Van Hung Tea Joint-Stocks Company, a Vietnamese company in a US\$2 million M&A Deal with Unilever Vietnam International Company Limited, in which, Unilever Vietnam processed an investment project in Yen Bai province, Vietnam for manufacturing business by acquiring available factory and facilities from Van Hung while the factory had been mortgaged to a reputable commercial bank in Vietnam for a loan.
    - Advising Posco E&C in Hanoi on solutions for a real estate deal structure in Hanoi, Vietnam.
    - Representing Agriseco, a reputable local securities company in an asset deal to purchase a building in Hanoi.
  - Banking & Finance:
    - Advising Bank of Investment and Development of Vietnam (BIDV) as borrower counsel on a US\$57 million syndicated financing arranged by Mashreqbank PSC and Maybank Investment Bank Berhad;
    - Representing Agriseco, a reputable local securities company in a US\$12 million Loan Deal acquiring a building in Hanoi, Vietnam while this building has been mortgaged to a reputable local bank in Vietnam for a loan;
    - Advising a Korean investor on financial structure with Korean bank and Vietnamese bank for an acquisition deal of a real estate in Vietnam;

- Franchising:
  - Advising The Born Korea in franchising their restaurant business in Vietnam;
  - Advising General Nutrition Corporation in franchising their business in Vietnam;
  - Advising Pet Lovers Centre in franchising their pet retail shop business in Vietnam.

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#### AWARDS AND RANKINGS

- The best lawyer of the year 2014 of the firm;
- The best lawyer of the year 2015 of the firm

#### ADMISSION

- Hochiminh Bar Association
- Vietnam Bar Federation

#### EDUCATIONS AND TRAININGS

- Hanoi Law University, Civil Faculty, Vietnam;
- Ministry of Justice, Judicial Academy, Lawyer's Skill, Vietnam

#### PUBLICATIONS AND WRITINGS

- “International Guide on Mergers & Acquisition – M&A Guide for Vietnam”, published in the “Getting the Deal Through” book in London 2011, annually updated.