



## NGUYEN ANH TUAN

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### RELATED EXPERTISE

- Corporate & Commercial
- Mergers & Acquisitions
- Banking & Finance
- Real Estate/EPCs
- Foreign Investment
- IP & Franchise
- Employment & Labor
- Dispute Resolutions

### BIOGRAPHY

Nguyen Anh Tuan, Partner and Chairman of BIZCONSULT LAW FIRM, is a well-recognized and strongly recommended lawyer for Corporate and M&A by Global Legal Experts for consecutive years from 2011 to 2015. Tuan has more than twenty-four years of experience in corporate and M&A and in all areas of corporate and business laws including, but not limited to, financing and real estate transactions, intellectual property and franchise. Tuan's clients include top Vietnamese and foreign banks and corporations, finance companies, international investment funds.

Since 2011, Tuan was ranking as a leading lawyer for intellectual property in Vietnam by AsiaLaw Magazine. In 2010, he acted as counsel for a pharmaceutical manufacturer on a cancellation of Prizer's pharmaceutical mark on the 5-year non-use ground and his case was awarded the Landmark Case of Mark Cancellation by Asia IP. In 2006 Tuan acted for Daewoo International Corporation as foreign investor counsel on an investment arrangement of acquisition of a local 1000-worker garment factory and his deal was awarded The Deal of M&A in Vietnam by Asian Counsels Magazine.

A few notable cases Tuan has handled:

- Financing Transactions
  - Representing Piaggio Vietnam as borrower counsel on a US\$20 million financed by Vietinbank;
  - Representing 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 Bank of Investment and Development of Vietnam (BIDV) as borrower counsel on a JPY2.947 billion financing arranged by Japan International Cooperation Agency (JICA);
- Representing Bank of Investment and Development of Vietnam (BIDV) as borrower counsel on a US\$300 million financing arranged by Raiffeisen Bank International AG;
- Representing Daewoo E&C as lender counsel on a US\$128 million financing of a Complex of Hanoi Daewoo Hotel and Apartment and Daeha Business Center;
- Representing Keppel Bank as lender counsel on a US\$35 million financing of Saigon Business Center Project;
- Representing Noble (Singapore) Pte Ltd. as lender counsel on a US\$2.175 million financing arranged by Noble (Singapore Pte Ltd) to borrower Hanoi Electronics Corporation in a Van Tri Golf Course Complex Project.
- Real Estate Transactions
  - Representing PFT Investment Co., Ltd. as investor counsel on a ~US\$186 million project of building a new city in Quang Ninh province, Vietnam.
  - Representing FPT JSC as buyer counsel on a US\$80 million deal of financing and buying a 21-storey multifunctional building from CTX;
  - Representing Petrolimex Engineering JSC as investor counsel on a US\$44 million financing of 28-storey complex of commerce, office and apartments
- Mergers & Acquisitions Transactions
  - Representing FPT JSC as buyer counsel on a US\$80 million deal of financing and buying a 21-storey multifunctional building from CTX;
  - Representing IDG Ventures LLP as investor counsel on acquisition of shares in Peacesoft Solutions JSC;
  - Representing IDG Ventures LLP as investor counsel on acquisition of shares in Centech Communication JSC;
  - Representing IDG Ventures LLP as investor counsel on an approx. US\$1 million acquisition of shares in Vietnam Communication JSC;
  - Representing IDG Ventures LLP as investor counsel on an approx. US\$1 million acquisition of shares in TV Plus JSC;
  - Representing IDG Ventures LLP as investor counsel on an approx. US\$1 million acquisition of shares in STV Cable JSC;
  - Representing IDG Ventures LLP as investor counsel on acquisition of shares in Vietnam Pricing JSC;

- Representing AEON Finance Service Co., Ltd. as investor counsel on due diligence and acquisition of shares in Mobile World Investment Co., Ltd.;
- Representing SEAF Blue Waters Growth Fund as investor counsel on financing of about 10 Vietnamese portfolio companies;
- Representing Bao Viet Holdings as share issuer counsel on competence of approval of private placement plan to HSBC Insurance (Asia-Pacific) Holdings Limited.
- Representing Injin Heavy Industry Corporation as assignor counsel on a US\$8 million share assignment in a Hanaka-Injin Joint Venture.
- Representing a French investor as the asset buyer counsel on a (undisclosed) 25-storey 5-star Pacific Palace complex building purchase transaction.
- Representing Daewoo International Corporation as asset acquirer counsel on a US\$2.850 million 1000-workers garment factory purchase transaction.
- Investment Projects, Corporate & Commercial
  - 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 on financing service of Vietnam Toyota Finance Co., Ltd.; on debt recovery of ANZ Bank (Australia and New Zealand Banking Group); on a large-scaled Van Phong Phase 1 – 2x660 MW Coal Fired Power Plant Project of Sumitomo Corporation/EPC Contractor Consortium led by Toshiba Group; mining joint venture project, food-processing venture projects of Toyota Tsusho Corporation.

## AREAS OF EXPERTISE

- Corporate & Commercial
- Banking, Corporate & Project Finance
- Mergers & Acquisitions
- Intellectual Property & Franchise
- Employment & Labor Matters
- Real Estate & Construction/EPC
- Investment Projects (Inbound & Outbound)
- Advertisement & Media
- Litigation

## AWARDS AND RANKINGS

- “Recommended Attorney for Mergers & Acquisitions in Vietnam” by Global Legal Expert, 2014
- “Lawyer for Great Contribution to Justice Development of Vietnam” by Vietnam Bar Federation, 2013
- “Good Lawyer” by Hanoi Department of Justice, 2012

- “Leading Lawyer in Intellectual Property in Vietnam” by Asialaw Magazine, 2011
- “The Landmark Case of Cancellation of Mark ICAZ of the Year” by ASIAN IP, 2009
- “The Deal of Mergers & Acquisitions” by Asian Counsel Magazine, 2006

## ADMISSION

- Hanoi Bar Association
- Vietnam Bar Federation

## EDUCATIONS AND TRAININGS

- Certificate of Due Diligence in M&A Transactions by The Institute of Mergers, Acquisitions and Alliances, Switzerland;
- Certificate of Advanced Mergers & Acquisitions by The Institute of Mergers, Acquisitions and Alliances, Switzerland;
- Practice License of Asset Receiver, Vietnam.
- Hanoi University, Intellectual Property Law, Vietnam;
- Anti-Corruption by Utstein Anti-Corruption Resource Center and Chr. Michelsen Institute, Netherlands;
- Securities Trading by the State Securities Commission, Vietnam;
- Lawyer’s Skills by the National University of Legal Professions, Vietnam;
- Intellectual Property and Technology Transfer Law by the Technical Overseas University (AOTS), Intellectual Property Management, Japan Patent Office (JPO) and Japan Institute for Invention and Innovation (JIII), Tokyo;
- Copyright and Related Rights by WIPO and Vietnam Copyright Office, Vietnam;
- Hanoi University, Faculty of Law, Vietnam;
- Hanoi University of Commerce, Faculty of Business Management, Vietnam.

## SPEAKERS

- “Lawyer’s Skills in Foreign Investment Consultancy”, presented in a Lawyer’s Skill Training Course by Vietnam Bar Federation, August 2014;
- “Enforcing Contracts in Vietnam”, presented in the 3rd International Conference on Enforcing Contracts of Vietnam, Brunei and Saudi Arabia in October 2013 at Seoul, Republic of Korea and in the Easy of Doing Business Project of the Asia Pacific Economic Cooperation (APEC);
- “Remarkable Issues on the Lease of Real Estate for Commercial Purpose – Legal Respects and Practical Issues”, presented to the Viettel Corporation’s commercial team in 2012;
- “Guide on procedures, conditions and restrictions to foreign investors in Vietnam”, presented at the annual meeting of the

Annual Meeting hosted by New York State Bar Association in Singapore in October 2009.

- “Doing Investment in Vietnam in Form of Franchise”, presented at the annual meeting of Rim-Pacific Conference hosted by New York State Bar Association in Singapore, October 2007.
- “Vietnam – Remarkable Issues when employing locally”, presented at the Relocation of Investment in Singapore hosted by Key Media 2008.
- “Protection of Internet Music Copyright”, presented at the conference hosted by IDG Ventures Vietnam in Hanoi and Ho Chi Minh City 2009.

#### 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 2012, 2013, 2014 and 2015.
- “International Franchise Sales Law, Guide on Franchise in Vietnam”, published in the “International Franchise Sales Law” by American Bar Association 2010, updated 2011, 2012, 2013, 2014 and 2015.
- “Anti-Counterfeiting – Guide for Vietnam”, published in the Global Guide of the World Trademark Report 2012 and 2013.

#### LEGAL PROFESSIONAL ASSOCIATIONS MEMBERSHIP

- International Bar Association (IBA), UK
- International Trademark Association (INTA), USA
- Asian Patent Attorneys Association (APAA), Japan
- Vietnam Intellectual Property Association (VIPA), Vietnam