



NGUYEN THI THU HA

Senior Associate

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RELATED EXPERTISE

- Companies, Branches & Rep Offices
- Banking & Project Finance
- Real Estate
- Mergers & Acquisitions; Legal Due Diligence
- Import, Export, Wholesale & Retail
- Investment Projects (Inbound & Outbound)
- Labor Matters
- Contracts

BIOGRAPHY

Ha is a senior associate at Bizconsult Law Firm with 7 years of professional experience. As a senior associate, Ha 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 in various areas. Ha's practice focuses on M&A, Investment Projects, Corporate and Commercial Transactions, Corporate Bond Transactions, Banking & Finance and Corporate Restructuring. Her major corporate clients include Cargill (US), SEAF Women's Economic Empowerment Fund (SWEEF), Huanan Bank (Taiwan), Techtronic Industries Company Pte. Ltd. (Hong Kong), Decathlon Retail SA (France), Auchan Retail International SA (France), Hannil (Korea), Deasung (Korea), Techcombank Securities Vietnam Co., Ltd, Shinhan Securities Vietnam Co., Ltd (Korea), VPS Securities Vietnam Co., Ltd, and Bank of Investment and Development of Vietnam (BIDV).

AREAS OF EXPERTISE

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- Import, Export, Wholesale & Retail
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EDUCATIONS AND TRAININGS

- Bachelor' Degree, Faculty of Law, Ho Chi Minh City University Of Law (2015).
- Ministry of Justice, Judicial Academy, Lawyers' Skills (2018).

PUBLICATIONS AND WRITINGS

- Deal of the Year 2020 of Bizconsult Law Firm
- “Certificate of Appreciation from The World Bank for his contribution to Doing Business 2018”
- “Certificate of Appreciation from The World Bank for his contribution to Doing Business 2019”
- “Certificate of Appreciation from The World Bank for his contribution to Doing Business 2020”
- “Certificate of Appreciation from The World Bank for his contribution to Doing Business 2021”.

WORKING EXPERIENCE

Corporate

- 1) Establishing Investment projects for foreign investment, setting up 100% foreign-owned companies, and establishing and closing Representative Offices.
- 2) Obtain the Investment Registration Certificate, and Retail Outlet License for foreign retail company.
- 3) Drafting the charter for joint venture, the swap-share dossier for local company.
- 4) Drafting the internal document for listing company, such as charter, disclosure information, and notification to Ministry of Financial.
- 5) Advised EPEs on investment activities in the industrial parks of Binh Duong and Dong Nai Province.
- 6) Legal retainer services on general corporate matters.

Mergers & Acquisitions

- 1) Conducting due diligence on a number of target companies in M&A deals.
- 2) Advising a Korean corporation on the acquisition of controlling shares of a listed livestock and farming company in Vietnam (2018).
- 3) Legal due diligence on a cinema operator company and advise and assist on the legal issue on local laws for purpose of listing of shares of the parent of such cinema operator company in Korean (2017, 2018).
- 4) Advising a Korean corporation on the acquisition of Convertible Preferred Shares (CPSs) of a listed real estate corporation (2017).
- 5) Advising a Korean corporation on the acquisition of controlling shares in a listed logistics corporation (2017).
- 6) Advising Viac (No.1) Limited Partnership on the acquisition of controlling shares in An Giang Happy Hospital (2019).
- 7) Advising Masan on the acquisition of 85% shares in Phuc Long Corporation (2021).
- 8) Advising Incrementum Investment Partners Pte. Ltd on the acquisition of preferred shares in a company producing plastic pellets and waste recycles in Vietnam (2022).
- 9) Advising a SEAF Women’s Economic Empowerment Fund on a convertible loan transaction and acquisition of preferred share transaction in Vietnam (2017, 2018, 2020, 2022).

Retail Services

- 1) Advised FIE on goods trading, other related activities, and setting up retail outlets in Ho Chi Minh City and Ha Noi City in the distribution and lease of sport equipment and products.
- 2) Advised FIE on goods trading, other related activities, and setting up retail outlets in Ho Chi Minh City in the distribution of power tools.

Banking & Project Finance

- 1) Advising local private group on a number of convertible loan transactions.
- 2) Drafting and reviewing bank loan contracts and lending transaction documents template for foreign bank branches.
- 3) Advising on legal compliance and performing yearly compliance check on internal regulations of Huanan Commercial Bank.

Real Estate & Management

- 1) Advising FDI company regarding condominium related issues (condominium management, ownership certificates).
- 2) Advising for a Vietnamese Corporation for retaining a service of management and operation of the entire business of Company.
- 3) Advising for expanding the foreign own limited of the real estate company.

Employment

- 1) Advice on labor issues and drafting/registration of Internal Labor Regulations/Employee Handbook.
- 2) Labor restructuring regarding merger and business transfer.

Enterprises Bond and Loan Transaction

- 1) Drafting bond transaction documents and related internal documents for Transimex, Ha Do Group, Vietnam Electrical Equipment Joint Stock Corporation, Dat Xanh Group, Eurowindow Nha Trang, Ba Na Corporation, Sonadezi Chau Duc, Long Thanh Milk.
- 2) Drafting loan documents for syndication loan funded by BIDV-BAB - Agribank – Vietcombank and Industrial And Commercial Bank Of China Limited – Keb Hana Bank.