



NGUYEN HOANG QUAN

Senior Associate

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RELATED EXPERTISE

- Corporate and Commercial
- Civil
- Licensing
- Investment Projects
- Mergers and Acquisitions
- Employment and Labor Matters
- Dispute resolution
- Litigation

BIOGRAPHY

Mr. Nguyen Hoang Quan graduated from Ho Chi Minh City Law University in Advanced Course of Civil - Commerce - International Law. Mr. Nguyen Hoang Quan began to work at AL – International Law Firm as paralegal from 2017 up to 2018. Since September 2018, he has been with Bizconsult Law Firm, and currently holds the position of Senior Associate, with extensive experience across a broad range of legal practice areas.

EDUCATION AND TRAINING

- Advanced Course of Civil - Commerce - International Law, Ho Chi Minh City Law University, Vietnam;
- Ministry of Justice, Judicial Academy, Lawyer's Skill, Vietnam

AWARDS AND RANKINGS

- "Counsel of the Year" by Bizconsult Law Firm, 2024
- "Promising Counsel of the Year" by Bizconsult Law Firm, 2021
- Certificate of Appreciation from The World Bank
- Third prize in Science Research 2016 of Vietnam Fund For Supporting Technological Creation (VIFOTEC)
- First prize in Science Research of Commercial Faculty in 2015-2016, Subject: *"Ameliorate legislation on digital wallet service in the strategy of financial services development"*

AREAS OF EXPERTISE

- Corporate and Commercial
- Licensing

- Labour
- Mergers and Acquisitions
- Litigation

WORK EXPERIENCE

Corporate and Commercial

- Advised on and obtained the required licenses and approvals for the establishment of foreign-invested enterprises in Vietnam for Home Credit International A.S., KYM Pristal Pte. Ltd., Pon Bicycle Holding B.V., World Alliance GSA Pte. Ltd., K2 International Solution Pte. Ltd., Nke Group, as well as numerous foreign individual investors entering the Vietnamese market, particularly in Ho Chi Minh City.
- Advised on and assisted with procedures in the global restructuring transactions of the Honeywell (HON).
- Advised on and obtained the required licenses and approvals for the establishment of an investment project for the manufacture and processing of feed materials for livestock, poultry and aquaculture for Aquaproducts Pte. Ltd. in Long An Province.
- Advised on and obtained the required licenses and approvals for the establishment of an investment project for the manufacture of electronic components for Xintechnology Electronics Company Limited in Quang Nam Province.
- Advised on and assisted with the establishment, amendment and renewal of licenses for representative offices of foreign merchants in Ho Chi Minh City.
- Advised on the establishment of enterprises and amendments to enterprise registration contents for subsidiaries of the Sunshine Group and other domestically invested enterprises.
- Advised on and assisted with internal restructuring transactions of Gon Sa.

Mergers and Acquisitions

- Advised on and obtained all required regulatory approvals and licenses in connection with Hasegawa's acquisition of 100% of the shares in Hoàng Anh Flavors And Food Ingredients Joint Stock Company.
- Advised on and obtained all required regulatory approvals and licenses in connection with Hoshizaki's acquisition of 51% of the shares in Asia Refrigeration Industry Joint Stock Company.

- Advised on and obtained all required regulatory approvals and licenses in connection with Marico Limited's acquisition of 100% of the shares in Marico South East Asia Corporation.
- Advised on and obtained all required regulatory approvals and licenses in connection with Dawn Light Investment Pte. Ltd.'s acquisition of 100% of the charter capital of CVH Spring Company Limited.
- Advised on and obtained all required regulatory approvals and licenses in connection with foreign investors' acquisition of capital contributions in Sungwon Medical Co.,Ltd in accordance with Vietnamese inheritance laws.
- Advised on and obtained all required regulatory approvals and licenses in connection with PVCFC's acquisition of 100% of the charter capital in Korea - Vietnam Fertilizer Co., Ltd.
- Advised on and obtained all required regulatory approvals and licenses in connection with Decathlon's acquisition of a 12.1% equity interest from Lexi S.A. in Decathlon Vietnam Company Limited.
- Participated in advising on the global restructuring project of GE in Vietnam.
- Advised on and obtained all required regulatory approvals and licenses in connection with foreign investors' acquisition of shares in Sao Nam An Trading and Services Joint Stock Company.
- Advised on and obtained all required regulatory approvals and licenses in connection with the private placement of shares of Niso Joint Stock Company to foreign investment funds.
- Advised on and obtained all required regulatory approvals and licenses in connection with the private placement of shares of Organica Investment Joint Stock Company.
- Advised on and obtained all required regulatory approvals and licenses in connection with Advance Service Holdings Limited's acquisition of 75% of the shares in Fruitsco Vietnam Trading and Services Company Limited.
- Advised on and obtained all required regulatory approvals and licenses in connection with Snapask Hong Kong Limited's acquisition of 100% of the charter capital of Snapask Vietnam Company Limited.

Licensing

- Advised on and obtained approvals for the extension of the

investment project implementation timeline of Mercedes-Benz Vietnam.

- Advised on investment project and enterprise amendments for foreign-invested enterprises, including Veolia, Decathlon, GE, TK International, AGS, Draeger, Capitaland, Suez, Woowa Brothers, Sao Nam An, Hanwa Vietnam, subsidiaries of Sanofi in Vietnam, Ikano, and numerous other foreign-invested enterprises.
- Advised on and obtained licenses and approvals for the establishment and amendment of investment projects for foreign-invested enterprises, including subsidiaries of Techtronic Industries, Provimi (Cargill), Roeders Vietnam, Hyundai Aluminum Vina, Sanofi Vietnam, Sungwon Medical, Marico, and other foreign-invested enterprises located in industrial parks in Ho Chi Minh City, Binh Duong, and Dong Nai.
- Advised on and obtained regulatory approvals for Hyundai to conduct machinery and equipment leasing activities in Vietnam.
- Advised on and obtained the issuance and amendment of business licenses for foreign-invested enterprises operating in retail and e-commerce sectors, including Sony, Samsung, ORCG, Decathlon, and other foreign-invested enterprises.
- Advised on and obtained approvals for the establishment of retail outlets in Ho Chi Minh City, including the Economic Needs Test (ENT) for Decathlon Vietnam Company Limited and the establishment of stand-alone retail outlets for Techtronic Industries Vietnam Company Limited
- Advised foreign-invested enterprises on the establishment and operation of e-commerce platforms, including Snapask, Grab, Baemin, Samsung, and others.
- Advised on and carried out dissolution procedures for business locations and branches for Phuc Long, as well as other foreign-invested and domestic enterprises.

Labour

- Advised on and obtained work permits and confirmations of work-permit exemption for foreign employees for clients including Grab, All Nippon Airways Co., Ltd., Mizuho Bank, Cathay Bank, Sony Electronics Vietnam, and numerous other foreign-invested and domestic enterprises.
- Advised on labor and employment compliance matters, including workforce restructuring procedures and registration of internal labor regulations for foreign-invested enterprises and domestic companies.

Litigation

- Represented commercial banks, including UOB Bank, Huanan Bank, and ANZ Bank, in debt recovery and enforcement proceedings relating to customer loan facilities.
- Represented clients on labor, land, tax, and commercial disputes.