



MS.

# Hoang Nguyen Ha Quyen

POSITION

**Managing Partner**

EMAIL

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## Education

- LL.M. (University of the West of England, U.K.)
- LL.B. (Ho Chi Minh Law University, VN)
- Certificate (WIPO and SIDA – Copyrights and Related Rights in the Global Economy)

## Membership

- Ho Chi Minh City Bar Association
- CEDR Accredited Mediator
- VMC - Vietnam Mediation Center
- VBLC - Vietnam Business Lawyers Club

## Practice Areas & Industry Coverage

- M&A
- Compliance & ABAC
- Employment / Labor
- Restructuring and insolvency
- Insurance
- Distribution/ Retail
- FMCG
- Manufacturing

## Profile

Ms. Quyen Hoang is a partner in charge of the firm's Corporate practice group. She advises on matters of corporate and commercial compliance, mergers and acquisitions, contract drafting and negotiation, investment, labor, and intellectual property. She has been ranked by Chambers as a Corporate / M&A expert. Ms. Hoang and her team have been consistently and proactively involved in the successful completion of various projects, including numerous high profile foreign-invested projects, mergers and acquisitions, restructuring and corporate management. She has also been active in arbitration and dispute settlement. Spanning over 24 years of experience, Ms. Hoang has been recognized by the legal community as one of the few life insurance law experts in Vietnam who have a comprehensive understanding of international insurance regulations and their application under Vietnamese laws.

Ms. Hoang has been held in high regard and recommended by the asialaw Profiles for having "all the important connections and experience" that corporate clients need. Ms. Hoang is a regular columnist for the Phap Luat Newspaper, the Vietnam Investment Review and several other legal periodicals. She was also a lecturer at Vietnam Business Lawyers Club.

Prior to co-founding LNT & Partners, Ms. Hoang was Chief Counsel and Head of PR for a U.S. insurance company, where she was a member of the executive board, undertaking a broad portfolio of responsibilities and getting involved in all strategic decisions for the company. Ms. Hoang also previously worked as in-house counsel for British American Tobacco (Vietnam), where she advised innumerable domestic and international commercial issues. She is a co-founder of the firm.

## Work Highlights

- Assisted FWD Insurance on acquisition of Vietcombank-Cardif Life Insurance, a life insurance joint venture between Vietcombank and BNP Paribas Cardif;

- Advised Toshin Development on strategic investment in high-end complex Lancaster Luminaire, a 6000 sqm high-end shopping mall, office and apartment complex located in the heart of Hanoi;
- Advised Toshin Development on their investment in Starlake, the last golden land plot left alongside the West Lake in Vietnam's capital;
- Assist a recent significant shares subscription of a Vietnam's leading internet & technology company at one-billion-dollar valued start-up;
- Advised on a joint venture between a Korean investor and Ngoc Tung JSC;
- Advised a Japanese real estate market leader on a mega infrastructure project connected to Ho Chi Minh City's Metroline No 1, and a Korea-based multinational electronics corporation on its construction of a 70 ha manufacturing facility for high-tech household appliances in Vietnam;
- Represented Shiseido in a high-profile dispute against a Vietnamese trading partner for unpaid stocks where the latter carried out material dishonest dealings;
- Providing legal services retainer for Toshin Development Co., Ltd & AIA Life Insurance Co. Ltd;
- Assisted a multinational corporation to carry out internal investigation.

### Recognition

- Vietnam's Top 100 Lawyers by Asia Business Law Journal 2022, 2021
- Recommended Lawyer in Corporate and M&A by Legal 500 APAC 2022
- Ranked in Corporate and M&A by Chambers Global & Asia-Pacific Rankings 2018 - 2022
- Distinguished Practitioner in Corporate and M&A by Asialaw Leading Lawyers 2015 – 2022
- Finalist for Dealmaker of the Year (SE Asia) and Managing Partner of the Year, ALB Women In Law Awards 2021
- Finalist for Woman Lawyer of the Year (Law Firm), ALB SE Asia Law Awards 2021
- In-House Community Commended External Counsel of the Year by In House Community 2020, 2016
- Market-leading Lawyer in Corporate/M&A and Employment by Asialaw Leading Lawyers 2018

### Publication

- 2020 (*with Nguyen Anh Tuan*), Vietnam Chapter, Lexology Getting The Deal Through – Market Intelligence 2020
- 2019, "[Development of collaborative economy in Vietnam](#)", In House Community
- 2019, "[Protecting personal data in cyberspace: enterprise's obligations under the laws of Vietnam](#)", In House Community

- 2015, (with Nguyen Xuan Thuy), [A New Wave of Mergers and Acquisitions in Vietnam](#), Global M&A Guide 2015
- 2014 (with Nguyen Anh Tuan, Truong Anh Vu), Vietnam Chapter, Global Legal Insights M&A 2013 Edition
- 2014, (with Logan Leung), [New joint circular cleans up bancassurance sales rules](#), Vietnam Investment Review
- 2013 (with Nguyen Anh Tuan, Nguyen Xuan Thuy), Vietnam Chapter, Global Legal Insights M&A 2012 Edition
- 2013, The opportunity cost of retailing, Insights at LNT & Partners
- 2013, (with Nguyen Xuan Thuy), What's stopping Japanese M&As?, Insights at LNT & Partners
- 2013, Insuring the insurance market gets in order, Insights at LNT & Partners
- 2013, (with Nguyen Xuan Thuy), Voting and Attendance Ratios under Resolution, Insights at LNT & Partners
- 2013, [New rules on remittances of profits overseas](#), Vietnam Investment Review
- 2013, (with Nguyen Xuan Thuy), What is the solution for M&A procedures of foreign investors in domestic companies?, Insights at LNT & Partners