

Ms. Nguyen Ha Quyen Hoang

Managing Partner

Quyen.Hoang@LNTpartners.com**Practice areas**

- Employment/ Labor
- M&A
- Compliance
- Dispute Resolution

Industry coverage

- Insurance
- Distribution/Retail
- FMCG
- Manufacturing

Profile

Ms. Hoang Nguyen Ha Quyen 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 20 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 PhapLuat 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 in numerous 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.
- 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.

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- 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.

<p>Memberships</p> <ul style="list-style-type: none"> • Ho Chi Minh City Bar Association • Vietnam Bar Federation • Law Association for Asia and the Pacific • IBA - International Bar Association • VIAC - Vietnam International Association Center • VBLC - Vietnam Business Lawyers Club 	<p>Education</p> <ul style="list-style-type: none"> • 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) 	<p>Languages</p> <ul style="list-style-type: none"> • Vietnamese • English
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Publication

- 2014 (*with Nguyen Anh Tuan, Truong Anh Vu*), Vietnam Chapter, Global Legal Insights M&A 2013 Edition
- 2013 (*with Nguyen Anh Tuan, Nguyen Xuan Thuy*), Vietnam Chapter, Global Legal Insights M&A 2012 Edition

Award

- In-House Community Commended External Counsel of the Year, 2020
- Asialaw Distinguished Practitioner 2020 in Corporate and M&A
- Chambers and Partners Ranking: Asia-Pacific – Vietnam; Corporate, M&A: Band 3,2018
- Leading Lawyer in 2015 and a Market-leading Lawyer in 2018 in Corporate/M&A and Employment
- In-House Community – Commended External Counsel of the Year, 2016