



Duane Morris®  
Vietnam LLC

# VIETNAM

## DUANE MORRIS VIETNAM LLC

Duane Morris LLP has offices in Hanoi and Ho Chi Minh City, as well as other key markets in Asia, to support clients who have operations or investments in Vietnam, one of the fastest-growing economies in the world.

The firm's attorneys in Vietnam represent a range of clients, including multinational corporations and financial institutions, as well as businesses seeking to establish new investments in Vietnam and throughout Southeast Asia. Duane Morris also leverages its global platform to facilitate Asia-based companies' entry into markets in the United States, Europe, Latin America and beyond.



### OUR ACCOLADES

- ▶ Ranked as a Recommended Firm for Projects & Energy in Vietnam by *The Legal 500 Asia Pacific 2022*.
- ▶ Ranked as a Recommended Firm for Banking, M&A, Project Development, Capital Markets: Debt, Capital Markets: Equity and as a Notable Firm for Restructuring and Insolvency by *IFLR1000 2021*.
- ▶ Ranked as a Leading Firm for Banking & Finance, Corporate/M&A Projects, Infrastructure & Energy, and Real Estate by *Chambers Asia-Pacific 2022* and as a Leading Firm for Banking & Finance by *Chambers Global 2022*.
- ▶ **Dr. Oliver Massmann** is ranked by both *Chambers Global 2022* and *Chambers Asia Pacific 2022* in Corporate/M&A and Projects, Infrastructure and Energy.
- ▶ **Dr. Lang Thi Nguyen** is ranked by *Chambers Global 2022* for Corporate/M&A and Projects and by *Chambers Asia Pacific* in Corporate/M&A and Real Estate.

### LANGUAGES

Our attorneys in Vietnam are fluent in a number of languages, including:

- ▶ English
- ▶ Russian
- ▶ French
- ▶ Vietnamese
- ▶ German

## HO CHI MINH CITY

Working in concert with the firm's offices in Hanoi and Singapore, Duane Morris' Ho Chi Minh City location gives clients access to legal services in markets throughout the Asia Pacific region and the rest of the world. The firm's attorneys have strong relationships with the business community in Vietnam and are positioned to represent clients on a wide range of corporate and dispute matters.

### HANOI

Duane Morris' establishment of its office in Vietnam's capital, Hanoi, reflects the firm's dedication to its clients' needs in Southeast Asia. The firm's attorneys in Hanoi represent a range of clients in a variety of matters, including those involving corporate, securities, mergers and acquisitions; complex financial transactions; energy, projects and infrastructure; and technology, media and telecommunications.

### CORPORATE LEGAL SERVICES

- ▶ Corporate and Commercial
- ▶ Mergers & Acquisitions
- ▶ Real Estate and Construction
- ▶ Projects and Infrastructure
- ▶ Energy, Environment and Resources
- ▶ Information Technology and Telecommunications
- ▶ Retail and Distribution
- ▶ Banking and Finance
- ▶ Project Finance
- ▶ Private Equity & Venture Capital
- ▶ Dispute Resolution

### PROFESSIONAL AFFILIATIONS

- ▶ American Chamber of Commerce in Vietnam
- ▶ Banking Lawyers Club of the Vietnam Bankers Association
- ▶ Commission on Globalization World Forum
- ▶ European Chamber of Commerce in Vietnam
- ▶ German Business Association in Vietnam
- ▶ Hanoi Bar Association
- ▶ Japanese Business Association of Ho Chi Minh City
- ▶ Chambre de Commerce et de l'Industrie Française au Vietnam (CCIFV)
- ▶ PetroVietnam Insurance Corporation
- ▶ Tokyo Chamber of Commerce and Industry
- ▶ Vietnam Bar Federation
- ▶ Vietnam Business Forum

### DUANE MORRIS VIETNAM BLOG

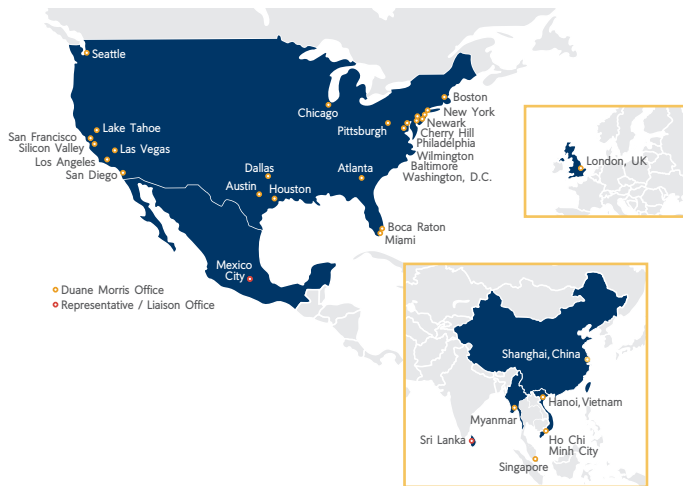
Duane Morris lawyers in Vietnam explore the issues impacting businesses with operations and investments in one of the world's fastest-growing economies. Please visit [blogs.duanemorris.com/vietnam/](https://blogs.duanemorris.com/vietnam/) for updates on the latest developments.



## EXAMPLES OF OUR WORK

- ▶ Advised Sembcorp Industries, through its wholly owned subsidiary, Sembcorp Utilities, in a historic Power Purchase Agreement (PPA) and in signing a memorandum of agreement with Myanmar's Department of Electric Power Planning (DEPP), under the Ministry of Electric Power of Myanmar (MOEP), to invest in and develop a 225 MW gas-fired power plant in central Myanmar. The \$300 million power plant, financed under a Build-Operate-Own-Transfer (BOOT) structure, is set to be the largest gas-fired independent power plant in Myanmar.
- ▶ Represented EAB New Energy GmbH, one of the largest wind energy developing companies in Germany, concerning a Power Purchase Agreement for a wind power project in Vietnam, the "Mui Dinh Wind Project," with a total investment value of \$100 million. The agreement signed with Vietnam Electricity Corporation (EVN) is the first of its kind for a privately financed wind power project in Vietnam.
- ▶ Advised GE Energy on the initial structuring of power purchase projects and proposed renewable policy framework for wind energy investments in Vietnam.
- ▶ Advised on an acquisition of a Vietnamese business on behalf of a German power supplies manufacturer.
- ▶ Advised a Dutch investor on two landfill methane-gas recapture projects for fuelling nearby power plants in Hanoi and HCMC, Vietnam, respectively (CDM carbon credits projects).
- ▶ Acted for Canada-based Pan-Asia Bio-Fuels in connection with a development of bio-gas production and distribution project in central Vietnam, involving complex land and environmental issues, careful investment incentives research, and local and international financing.
- ▶ Supported and advised a German government agency in connection with a project to work with the Ministry of Industry and Trade (MOIT) of Vietnam to introduce a legal framework for renewable energy projects in Vietnam.
- ▶ Concluded negotiations for the construction contract for Vietnam's first build-operate-transfer (BOT) power plant in Vietnam with investment volume of about \$400 million.
- ▶ Advised and assisted a cement plant project in Vietnam with the total value of \$90 million.
- ▶ Represented Greencells Group, an EPC provider for turn key solar PV power plants based in Germany, in establishing a commercial presence in Vietnam and implementing Solar Power Plant projects.
- ▶ Advised PROLiGNIS Energie Consulting GmbH on the establishment of a project company to oversee its new biomass power plant project and to sell the plant's products to a large medical manufacturing facility in Vietnam. The project will be the first large-scale biomass power plant project in Vietnam.
- ▶ Advised an industrial insurance business in connection with the shareholding ratio of PVN in PVI. The team advised on the restructuring of the largest joint venture in Vietnam's insurance industry.
- ▶ Advised the world's leading travel and tourism company on the establishment of a joint venture company in Vietnam.
- ▶ Advised an international shipyard group on its purchase of shares of Song Cam Ben Kien and worked on the establishment of two 100% foreign invested companies. The team also advised the group on its Asia-wide investment project related to mergers and acquisitions, offshore loans, financing and restructuring, labour issues, the purchase of a shipyard, the opening of a central warehouse and establishing multiple joint ventures. This is the first-ever privately financed manufacturing plant that manufactures special ships with the approval of the Government of Vietnam for a foreign majority controlled stake in the partly state-owned shipbuilding entity.
- ▶ Advised a leading Japanese restaurant operator with almost 5,000 outlets, on the structure and establishment of a first-of-its-kind 100% foreign-owned restaurant chain in Vietnam.
- ▶ Advised TKIS AG, the German parent company of TKIS Vietnam, in connection with Vietnamese law aspects of its global group restructuring plan including the elaboration of the restructuring and capitalisation plans, from both practical and legal perspectives.
- ▶ Advised and assisted a Swiss medical market expansion services provider in the expanse of its business in Vietnam in the sector of wholesale medical equipment and materials via the acquisition of a local company.
- ▶ Advised one of the leading multi-channel operators and movie companies in the United States with its investment in Vietnam and purchase of shares in a Vietnamese media company to form the first-ever joint venture in Vietnam's movie/TV sectors.
- ▶ Represented an international serviced apartment and office complex in a trademark infringement dispute with the largest Vietnamese real estate conglomerate.
- ▶ Developed a set of standard PPAs and dispute resolution and enforcement regulations for the Vietnamese Electricity Regulatory Authority in anticipation of the start-up of Vietnam's competitive generation market.
- ▶ Advised a European private equity fund on the multimillion-dollar acquisition of a significant stake in a Vietnamese restaurants and coffee shop chain business.
- ▶ Advised a U.S. investment firm with over US\$750 billion in assets under management on the mechanism and regulations pertaining to off-exchange transactions of listed companies in Vietnam.

## OFFICE LOCATIONS AND REACH



Duane Morris' Asian offices in Hanoi, Ho Chi Minh City, Shanghai, Singapore and Yangon are backed by a global infrastructure of offices across the United States and in London.



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