



Mr. HOANG TRAN NHAT

Managing Partner

CBI Law Firm

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PRACTICE AREAS:

- Corporate & Commercial
- Mergers & Acquisitions
- Wholesale and Retail Business
- Finance
- Real Estate
- Foreign Investment
- IP & Franchise
- Immigration
- Employment & Labor
- Dispute Resolution

BIOGRAPHY & EXPERIENCE

Mr. Hoang has more than fifteen (15) years of experience in Corporate and Mergers & Acquisitions, Franchising and Retail business, and all areas of corporate and business laws including, but not limited to, financing and real estate transactions. Hoang's clients include leading Vietnamese and foreign corporations, finance companies (Fintech), property and infrastructure development corporations, Retail business Company (Franchising and Wholesale), international investment funds.

He has been advising considerable number of international corporations on their business activities in Vietnam. He assists in obtaining incorporation approvals of all major forms of commercial presence in Vietnam including foreign invested enterprises (both wholly foreign owned and joint venture), representative offices, and project offices of foreign contractors, as well as secure other necessary business licenses & permits for their lawful operation in Vietnam. Then He has joined to advise day-to-day legal issues that arise during operation from general corporate and regulatory matters, to commercial contracts, compliance, labor, environment, intellectual property, and general tax compliance. He is really diligent and prudent in work with an ability to relate well to Clients and State authorities and tackle and manage case with highly analytical mindset and a good legal sense, work well in both English and Vietnamese languages.

REMARK EXPERIENCES

Corporate

- Setting up many foreign owned companies engaging distribution field, manufacture, e-commercial platform, real estate management service, IT, consultancy services, etc.
- Amendment of Investment Certificate/Investment Registration Certificate with regards to business expansion or other changes.
- Establishing and closing Representative Offices.
- Foreign contractor licenses
- Legal retainer services on general corporate matters
- Advising Franchising model, and
- Advising to develop a chain of Retail stores of Foreign owned Company

M&A

- Advising a Korean investor on acquiring privately issued shares of a non-life insurance company in Vietnam to become strategic investor; legal due diligence.
- Advising a Vietnam Investor to buy a 4 start Hotel.
- Advising a Korea buy-side and Hongkong buy-side in an M&A direct investment into a Vietnam public non-life insurance company.
- Advising a Japan based corporation on acquisition of a courier business of a local company in Vietnam; legal due diligence, deal structure, SPA and Closing.

Tax

- Tax exemption, withholding tax and PIT advices
- PIT finalization advice for closing Representative Offices and Project Offices of foreign contractors.

Employment

- Advice on labor issues, labor disputes and drafting/registration of Internal Labor Regulations/Employee Handbook.
- Conducting a labor due diligence and on a number of target companies in M&A deals.

AREAS OF EXPERTISE

- Corporate and Operation
- Loan Transactions
- Mergers & Acquisitions
- Intellectual Property, Franchise & Technology Transfer
- Foreign Retail business
- Employment & Labor Matters Real Estate Transaction
- Investment Projects (Inbound & Outbound)
- Fintech (intermediary payment, e-commerce) Litigation

REMARKABLE CLIENTS:

- Work Charming co-working space (Real Estate)
- Nova Technology
- Viet Nga (Hotel – M&A)
- All Food Inc (Korean company)
- Miniso Vietnam (Franchising and Retail Business)
- Miniso Hong Kong (Franchising and Retail Business)
- Carousell (Ecommerce)
- Chotot (Ecommerce)
- Anfin (Fintech)
- Skyvu (game business)

EDUCATION AND TRAININGS:

- MBA at Gloucestershire University in London, England.
- Lawyer's Skills by the National University of Legal Professions, Vietnam.
- Bachelor of Law, University of Economics and Law.