



Ha Nguyen

Senior Associate

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Professional Summary

Ha has 12 years' experience in practicing law in Vietnam both as an in-house counsel and a lawyer in international law firms. Ha focuses on banking and finance, M&A and private equity, foreign investment, corporate, real estate and employment.

Notable Engagements

Among notable clients Ha assisted in advising include:

Banking and Finance

- Advised a foreign bank branch established in Vietnam in localizing the documentation for its banking product
- Acted as a Vietnamese counsel for offshore lenders for financing a hydro power project in Vietnam having total commitment of up to US\$95 million
- Advised Citigroup in the sale of its Vietnam retail banking business
- Advised a fintech company in the legal structure of buy now pay later products
- Acted for offshore lenders and security agent in a share back financing transaction having total commitment of up to US\$120 million
- Assisted a fintech company in structuring its investment in peer-to-peer lending in Vietnam
- Assisted the lenders in funding for a BOT project in Vietnam

Capital Markets

- Acted for a group in a potential IPO in Hong Kong Exchange market
- Acted for the issuer in a corporate bonds issuance transaction having value of approximately US\$100 million
- Acted for various corporate bonds issuance transactions in Vietnam market

Other Experiences

- Advised on data protection requirements for offshore credit institutions
- Participated to e-banking projects of Techcombank (TCB) such as: revising agreements and the internal instructions for banking products (some of which are: Smartlink project with Card Technological Joint Stock Company Smartlink, E-wallet Mobivi project with Viet Phu Joint Stock Company, FastMobipay product of TCB, and Fast E-Bank product of TCB)

Publications

- The legal framework of housing for foreigners in Vietnam – Real Estate Business Magazine (co-author)