



Tram Dang

Senior Associate

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Professional Summary

Tram joined VILAF in 2022 after more than 10 years of legal practice with other international law firms in Vietnam. Her practice focuses on energy, real estate, project financing, capital markets and M&A.

Notable Engagements*

Among notable clients Tram assisted in advising include:

Projects

- Advised a wide range of legal matters concerning industrial real estate development and industrial park development, including financing, establishment, land site clearance, construction, land leasing and provision of service/utilities to tenants in the industrial zones (such as energies, water, waste and discharged water collection/treatment, and liquid jetties)
- Advised transactions on acquisition of industrial park and sale of interests in industrial parks to other strategic investors
- Advised on formation of joint ventures with various strategic onshore/offshore investors for the implementation of new sea-port projects and ready-built factory projects

Financing

- Advised offshore lenders in a syndicated loan of USD 1 billion to a major state-owned company in Vietnam to finance the development of a coal-fired power plant

- Advised the transfer of all the financial assets of a Vietnamese joint venture bank to a foreign bank's branch based in Vietnam
- Advised the transfer of the entire corporate loan portfolio of a foreign bank's branch to onshore and offshore financial institutions
- Advised multiple cross-border syndicated loan facilities to finance manufacturing and energy projects in Vietnam

Capital Markets

- Advised Vietnamese and offshore financial institutions on regulatory frameworks for their financial and securities related products in Vietnam
- Advised underwriting banks in relation to IPO of an airline in Vietnam
- Advised Vietnamese commercial banks for IPO/listing and securities offering processes

**Some of the work was done while working with prior law firms*