



# Viet Tran

## Senior Associate

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## Professional Summary

Viet's practice areas include corporate, M&A, foreign investment, general corporate matters, especially equipped with a broad and solid background in the financial sector. He is capable of dealing with specialized matters in banking, finance, accounting, tax and economics sectors.

## Notable Engagements

Among notable clients Viet assisted in advising include:

### Corporate/M&A

- Vinfast, a Vingroup's subsidiary and a major shareholder of VCM Services and Trading Development Joint Stock Company, in its sale of 104,660,885 shares to GIC-led consortium in the form of a private strategic sale with the value of US\$500 million
- Vingroup in the acquisition of shares in a pharmacy company, the sale of shares in a subsidiary to GIC, and in the acquisition of shares in a tourism company and an airline deal with a foreign partner
- T.P.C Development Ltd. (Hong Kong) in selling its shares in InterContinental Hanoi Westlake to a Vietnamese company
- The shareholders of Tran Anh in the sale of 100% their shares to Mobile World Investment Corporation

- SVP (USA) in the acquisition of 100% capital in Jaguar International Corporation Hanoi, holding an EPE (Export Processing Enterprise) manufacturing project, together with restructuring of foreign loans
- LOGOS in relation to the acquisition of 75% share capital in Sao Dau JSC
- WHA Utilities and Power in the acquisition of the major shares in Duong River Surface Water Plant Joint Stock Company
- A Japanese investor in the purchase of convertible bonds issued by SSI

## Foreign Investment

- Sagemcom Group, a French group, in relation to the registration of two EPE manufacturing projects in Nam Dinh Vu Industrial Zone, Dinh Vu-Cat Hai Economic Zone, Hai Phong and to establish two 100% subsidiaries: Sagemcom Energy & Telecom Hai Phong Limited Liability Company and Sagemcom Broadband Hai Phong Limited Liability Company to run these two projects at the same time
- VILICO and its joint venture party in relation to the establishment of Japan Vietnam Livestock Company Limited
- IMC, an American Group, in the establishment of two subsidiaries in Vietnam
- Sonos, an American company, in the establishment of its subsidiary in Vietnam

## General Corporate Matters

- Sumitomo Corporation in the implementation of the EPC contract with EVN in relation to Duyen Hai 3 Extension Thermal Power Plant Project
- Many foreign investors on the general corporate matters, governance, dissolution of company and participating in the licensing and post-licensing process in corporate matters

## Banking and Finance

- Managing interest rate risk, liquidity risk and working with relevant departments to propose optimal asset-liability structure, calculating the ratios during the operation of the bank, managing the capital resources and the use of capital, proposing the models for risk management (at the head office of Vietinbank)
- Appraising enterprises and projects, analyzing the financial situation of the enterprises for the purposes of financing; scoring the credit of clients and assessing the risk level of clients (at

Vietinbank Leasing)

