

DIEP HOAI NAM,

Partner

Hanoi

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PROFILE SUMMARY

Diep Hoai Nam is the head of YKVN's Hanoi office and a specialist in M&A and corporate restructuring. She has guided the team on key transactions in the steel mill, oil and gas and pharmaceutical industries, as well as the sale of strategic stakes in large, state-owned companies. In addition, Nam regularly advises multinationals and foreign-invested companies on corporate, trade and tax issues.

"Recommended wholeheartedly" by peers (Chambers Asia, 2009), Nam has been commended for being "professionally capable, meticulous and ethical" (Legal 500, 2008-2009). Rooted in her "client focus and smart negotiation skills" (Chambers Asia, 2009), Nam "provides excellent, timely legal advice" and "really drives the case along" (Chambers Asia, 2008). She has been consistently named as a leading lawyer on corporate transactions in International Financial Law Review, Chambers Asia and AP 500, and has authored numerous publications on the legal environment in Vietnam.

Profiles



Education

University of Sussex, England, Master of Environment, Development and Policy (1995)

Areas of Practice

Corporate and M&A

Dispute Resolution

International Arbitration

Project Finance and Energy

Regulatory

Bar Membership

Hanoi Bar Association

Inter-Pacific Bar Association

NOTABLE DEALS

Corporate M&A Restructuring

- Advised *Vietnam National Oil and Gas Group (PVN)* and *PetroVietnam Exploration Production Corporation (PVEP)* in the acquisition of upstream Vietnamese assets from Conoco Phillips
- Advised *Vietnam National Oil and Gas Group (PVN)* in the structure of Vung Ang I Thermal Power Plant Project and establishment of a joint venture with a Thailand state-owned electricity company to own and operate Vung Ang I Thermal Power Plant Project
- Advising *PVI Holdings (PVI)* on the transaction of establishment of a life insurance joint venture company with Sun Life Assurance Company of Canada;
- Advised *TNK-BP*, a Russian company, in the acquisition of assets of BP in Vietnam;
- Advised *Qatar Petroleum International Limited* in the acquisition of a major share in a joint venture oil refinery complex in the south of Vietnam; and
- Advised *Nui Phao Mining Company* in the due diligence exercise and acquisition of the biggest wolfram ore mining of Vietnam with the counter party being an investment fund of Dragon Capital.

Foreign Investment

- Advised *PVI Holdings (PVI)* in the selection of strategic sales consulting organization;
- Advised *PVI Holdings (PVI)* on the sale of strategic stake in PVI to foreign investors;
- Advised *PetroVietnam Finance Corporation (PVFC)* in the transaction of PVFC's listing on the Singapore Stock Exchange;
- Advised *Vinaconex* in the sale of its Cam Pha cement project to strategic foreign investors; and
- Acted as local counsel to multi-national companies operating in Vietnam: Procter & Gamble, Hanesbrands, IBM, Metro Cash & Carry and many more.

Litigation

- Advised *Vietnam Association of Seafood Exporters & Producers* on the US anti-dumping proceedings aimed at imposing anti-dumping duties on imports of catfish fillets from Vietnam; and
- Represented a U.S. oil company in a commercial dispute arising out of a distribution contract with a Vietnamese company.

Construction / EPC

- Advised *People's Committee of Hanoi* regarding the build and transfer contract (BT contract) with Gamuda Berhard on the construction of a US\$ 300 million sewage treatment plant in Hanoi.

Bank Finance / Project Finance

- Advising *MOIT* in the Nghi Son II BOT Power Project; and
- Advised *Asian Development Bank, ANZ Bank, Credit Lyonnais, Fortis Bank* and *Export-Import Bank of Malaysia Berhad* in the financing of the Thu Duc BOT Water Treatment Plant.

PUBLICATIONS

- Co-authored the Vietnamese chapter of *Mergers and Acquisitions 2004, International Financial Law Review, 2004*;
- Co-authored *Dispute Resolution 2003/2004 - Global Counsel Handbook*
- Co-authored *BOT Project Financing in Vietnam, Asia Law, 2003*
- Co-authored *US Anti-dumping Law: What Does the Vietnamese Seafood Industry Have to Know? 2003*
- Lectured on principles of international business law at the College of Business Administration for corporate executive officers in Ho Chi Minh City, 2002
- Spoke on US anti-dumping law at the seminar organized by the Finance Institute under the Ministry of Finance in December 2003 and various other seminars.