

TRUONG NHAT QUANG,

Managing Partner

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PROFILE SUMMARY

Truong Nhat Quang, the Managing Partner of YKVN, heads a well-recognized, top tier corporate practice focused on banking, capital markets and M&A transactions. Quang has successfully handled landmark deals in Vietnam, regularly advising on complex lending and borrowing issues as well as representing government agencies and multilateral organizations on nation-shaping industrial projects. Quang's clients include top Vietnamese banks and corporates, global investment banks, banks active in Vietnam and global private equity funds.

Consistently ranked as a leading lawyer in Vietnam for banking and project finance by International Financial Law Review, Chambers and Partners and Asia Pacific Legal 500 for several consecutive years, Quang has been described as 'the top banking lawyer in the market' because of his 'seniority, experience, expertise and dedication to clients' (International Financial Law Review). He is the respected author of numerous publications on Vietnam's legal environment, and has co-authored articles specifically on banking and project finance in the country, such as the Vietnamese chapter of Banking Yearbook 2004 (International Financial Law Review, 2004), "BOT Project Financing in Vietnam" (Asia Law, 2003), and the Vietnamese chapter of "Taking Security in Emerging Asian Markets" (Asia Law, 1997).

Profiles



Education

Hanoi National University,
School of Law, LLB 1994

Areas of Practice

Banking and Finance

Capital Markets

Corporate and M&A

Project Finance and Energy

Bar Membership

Hanoi Bar

Inter-Pacific Bar Association

NOTABLE DEALS

Financing Transactions

- Representing the Export-Import Bank of Korea and commercial lenders as lender counsel on a US\$1.5 billion financing of the Mong Dung 2 BOT Power Plant Project;
- Representing Vietnam Shipbuilding Group (Vinashin) as borrower counsel on a US\$650 million syndicated financing arranged by Credit Suisse;
- Representing Vietnam Shipbuilding Group (Vinashin) as borrower counsel on a US\$300 million syndicated financing arranged by Deutsche Bank;
- Representing Citibank and Salomon Smith Barney as lender counsel on a US\$70 million-equivalent VND syndicated loan facility to refinance project debt of Holcim Vietnam;
- Representing a syndicate of foreign banks led by Credit Suisse as lender counsel on a US\$300 million financing of Vietnam Coal and Mineral Resources Group (Vinacomin);
- Representing Vietnam Airlines Corporation as borrower counsel on a US Eximbank financing of four Boeing 777 aircraft, the first US Eximbank financing in Vietnam;
- Representing Vietnam Airlines Corporation as borrower counsel on an ECGD-COFACE-HERMES-guaranteed financing of three Airbus 231-321 aircraft, the first combined European ECA guaranteed-financing in Vietnam;
- Representing Asian Development Bank, ANZ Bank, Credit Lyonnais, Fortis Bank and Export-Import Bank of Malaysia Berhad as lender counsel on the financing of the BOT Thu Duc Water Treatment Plant;
- Representing Bank for Foreign Trade of Vietnam, Bank for Investment and Development of Vietnam and Industrial and Commercial Bank of Vietnam as lender counsel on the financings of a number of power and other infrastructure projects in Vietnam, including among others:
 - the US\$255 million financing of the Dong Nai 3 and Dong Nai 4 Hydropower Plants;
 - the US\$90 million financing of the Pleikrong Hydropower Plant;
 - the US\$110 million financing of the Srepok Hydropower Plant;
 - the US\$134 million financing of the Nam Chien Hydropower Plant;
 - the US\$62 million financing of the Ta Thang Hydropower Plant;
 - the US\$110 million construction financing of the Srepok Hydropower Plant;
 - the US\$100 million construction financing of the A Vuong Hydropower Plant;
 - the US\$89 million construction financing of the An Khe-Kanak Hydropower Plant; and
 - the US\$110 million financing of the Se San 3A Hydropower Plant;
- Representing Masan Group Corporation on a number of pre-IPO convertible financings with TPG Growth and BankInvest and convertible financings with IFC and Goldman Sach.

Capital Markets Transactions

- Representing Barclays, Citigroup and Deutsche Bank as underwriter counsel in the US\$1 billion issuance of sovereign bonds for Vietnam;
- Representing Credit Suisse as underwriter counsel in the Vincom's US\$100 million convertible bond issuance;
- Representing the Bank for Foreign Trade of Vietnam as issuer counsel in the IPO of the Bank for Foreign Trade of Vietnam and the subsequent listing on the Ho Chi Minh City Stock Exchange;
- Representing the Industrial and Commercial Bank of Vietnam as issuer counsel in the IPO of the Industrial and Commercial Bank of Vietnam and the subsequent listing on the Ho Chi Minh City Stock Exchange;
- Representing Barclays and HSBC as indemnitors' counsel in the proposed US\$ bond issuance of the Industrial and Commercial Bank of Vietnam;
- Representing BNP Paribas, Deutsche Bank and Morgan Stanley as underwriters' counsel in the proposed US\$ bond issuance of PetroVietnam;
- Representing HSBC and Standard Chartered Bank as underwriters' counsel in the VND2,400 billion bond issuance for Techcombank;
- Representing Techcombank as issuer counsel in the VND3,000 billion convertible tier 2 capital bond issuance for Techcombank; and
- Representing Indochina Vietnam Capital Holdings on the formation of a US\$500 million Vietnam focused international equity fund listed on the London Stock Exchange.

Mergers & Acquisition Transactions

- Representing the Bank for Foreign Trade of Vietnam as seller on the sale of a strategic stake in the Bank for Foreign Trade of Vietnam (as part of the equitization of Bank for Foreign Trade of Vietnam) to foreign investors;
- Representing PetroVietnam Finance Corporation (PVFC) as seller on the sale of a strategic stake to Morgan Stanley;
- Representing PetroVietnam Insurance Corporation (PVI) as seller on the sale of a strategic stake to Oman Investment Fund;
- Representing Fullerton Holdings as buyer in connection with the acquisition of a strategic stake in Mekong Development Bank;
- Representing VP Bank as seller on the sale of a strategic sale in VP Bank to OCBC;
- Representing PetroVietnam Gas Corporation (PVGas) as seller on the proposed sale of a strategic sale in PVGas (as part of the equitization of PVGas) to foreign investors;
- Representing Masan Group Corporation as buyer on the acquisition of a controlling stake in Nui Phao Mining Project from Dragon Capital funds; and

- Representing Masan Group Corporation as seller on a number of sales of stakes in its subsidiaries to BankInvest, Mekong Capital and House Food.

AWARDS

- Vincom's US\$100 million convertible bond issuance. Transaction named "Debt and Equity-linked Deal of the Year" 2010 by IFLR and "Deal of the Year" 2009 by Asian Counsel;
- IPO of Bank for Foreign Trade of Vietnam. Transaction named "Deal of the Year" 2008 by Asian Counsel;
- US\$500 million listing of Indochina Capital Vietnam Holdings on the London Stock Exchange. Transaction got a honorable mention in "Deals of the Year" 2007 announced by Asian Counsel;
- US\$255 million financing of the construction of Dong Nai 3 and Dong Nai 4 Hydropower Plants. Transaction named "Deal of the Year" 2006 by Asian Counsel;
- ECGD-COFACE-HERMES-guaranteed financing of three Airbus 231-321 aircraft to Vietnam Airlines Corporation. Transaction named "Southeast Asia Asset/Corporate Finance Deal" 2004 by Asian Legal Business;
- US Eximbank financing of four Boeing 777 aircraft to Vietnam Airlines Corporation. Transaction named "Best Deal of 2003" by GlobalTrade Review; and
- Thu Duc BOT Water Treatment Plant financing. Transaction named "Asia-Pacific Water Deal of the Year" 2001 by Project Finance.