

PHAN VINH NHAN
Partner

YKVN LLC

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PROFILE SUMMARY

Nhan has more than 15 years of experience across the full range of corporate practices, including mergers and acquisitions, joint ventures, capital markets transactions, and corporate advisory work. He focuses his broad practice on M&A and private equity deals for corporate investors, private equity firms and venture capital funds. He has advised across a wide range of sectors and has in-depth expertise in banking and financial services.

Prior to joining YKVN, Nhan practiced law with two international law firms in Vietnam and Singapore, including 3 years with a “Magic Circle” firm in its Ho Chi Minh City office.

Education

Master of Laws (LLM),
University of California,
Berkeley – School of Law,
2018

LLB, University of Law,
Ho Chi Minh City, 2003

Areas of Practice

Corporate
Mergers and Acquisitions
Banking and Finance

Bar Membership

Ho Chi Minh Bar Association

NOTABLE DEALS

Mergers and Acquisitions

- Advising Shinhan Bank Vietnam on the acquisition of the retail business of ANZ Vietnam;
- Advising Fullerton Financial Holdings on the acquisition of a strategic stake in Mekong Development Bank;
- Advising HSBC on the acquisition of a strategic stake in Techcombank;
- Advising UOB on the acquisition of a strategic stake in Southern Bank;
- Advising Vietcombank on a bank merger & acquisition transaction involving one of its joint venture banks in Vietnam;
- Advising an international private equity investor in connection with its proposed strategic investment in a large Vietnamese commercial bank;
- Advising Temasek on the sale of its stakes in Vinamilk and Sacombank;
- Advising Ho Chi Minh Development Joint Stock Bank (HD Bank) in the merger transaction with Petrolimex Commercial Joint Stock Bank (PG Bank);
- Advising Vinacapital Vietnam Opportunity Fund Limited on the acquisition of a majority stake in International Dairy Products JSC (IDP);
- Advising DFJ Vinacapital on its investment in Yeah1 group;
- Advising Vinacapital in its acquisition of a significant stake in Ba Huan JSC;
- Advising Vinacapital on the acquisition of a strategic stake in Cottecons Construction JSC;
- Advising Fullerton Fund Management on the sale of a major stake in Hau Giang Pharmaceutical JSC (DHG) to Taisho Pharmaceutical Co., Ltd;
- Advising Vinacapital Vietnam Opportunity Fund Limited on the sale of a major stake in Hau Giang Pharmaceutical JSC (DHG) to Taisho Pharmaceutical Co., Ltd;
- Advising Masan Group on its US\$1.1 billion sale of a strategic stake in Masan Consumer Holdings and Masan Brewery to Singha Asia Holding Pte. Ltd;
- Advising Masan Group on its US\$200 million sale of an additional stake to Kohlberg Kravis Roberts (KKR);
- Advising a subsidiary of Masan Group in acquiring 10% secondary shares of Masan Consumer Corporation (MSC) from Kohlberg Kravis Roberts (KKR) as part of KKR's divestment from MSC;
- Advising Masan Group and Masan Nutri-Science Corporation (MNS) on a US\$250 million investment in MNS by Kohlberg Kravis Roberts (KKR);

- Advising Masan Group on its US\$96 million acquisition of a 40% stake in Vietnam-French Cattle Feed JSC (Proconco);
- Advising Masan Group on the sale of 49% stake in Hoa Muoi Gio Company Limited (which holds a 40% stake in Vietnam-French Cattle Feed JSC (Proconco)) to TPG Growth Capital;
- Advising Ma San Group on the acquisition of 49% stake in Masan Agri from TPG Growth Capital;
- Advising Masan Group in acquiring (through its subsidiary) 100% secondary shares of Masan Resources (MSR), which is owner of the Nui Phao Mining;
- Advising ERGO International AG on the acquisition of a strategic stake in Global Insurance Company;
- Advising Mapletree, the Temasek real estate affiliate, in the acquisition of a mixed use building in central Hanoi;
- Advising Indochina Kajima Development (UK) Limited in its acquisition of several real estate projects in Ho Chi Minh City and Da Nang City;
- Advising Viet Capital Securities on the sale of a majority stake in Tan Tien Plastic Packaging and Minh Viet Packaging to Dongwon Systems Corporation;
- Advising Bitexco Power Corporation on the US\$50 million investment by UOB Venture Management (a wholly-owned subsidiary of United Overseas Bank Limited) and Japan's Orix Corporation;
- Advising PetroVietnam Gas Corporation (PVGas) on the proposed strategic sale in PVGas (as part of the equitization of PVGas) to foreign investors.

Banking and Finance

- Advising the lenders on the US\$1.5 billion financing of the Mong Duong 2 power plant project;
- Advising PetroVietnam Gas Corporation (PVGas) as borrower counsel on the US\$133 million financing by a syndicate of onshore and offshore lenders led by the Standard Chartered Bank;
- Advising Masan Group as borrower counsel on the US\$108 million financing by J.P. Morgan Chase & Co;
- Advising a number of local banks in ISDA derivative transactions with Citibank, Credit Suisse and ANZ;
- Advising JCB on various legal and regulatory matters and issues relating to the establishment, development and promotion of JCB's card business in Vietnam;
- Advising foreign banks such as HSBC, Standard Chartered Bank, Citibank, Credit Suisse, the Bank of Tokyo-Mitsubishi UFJ Ltd. and Deutsche Bank on derivatives, equity swaps, lending, trade financing, mortgages, pledges and guarantees.

Capital Markets

- Advising Credit Suisse on its underwriting of the US\$90 million international bonds issued by Hoang Anh Gia Lai Joint Stock Company, a large group company in Vietnam;
- Advising Masan Group as issuer counsel in the proposed offshore offering and listing of shares and depository receipts on the SGX-ST;
- Advising Masan Group as issuer counsel in the proposed US\$ convertible bond issuance;
- Advising Sacombank Securities as underwriter counsel in the VND2,000 billion bond issuance for Sacombank.