



DANG PHUONG LE

Partner and In charge of Hanoi Office

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EXPERT PRACTICES

- ✓ Investment
- ✓ Mergers and acquisitions
- ✓ Real Estate
- ✓ Employment
- ✓ Intellectual Property

BIOGRAPHY

Lawyer Dang Phuong Le has more than 20 years of experience advising both multinational corporations, foreign and domestic clients on a wide range of legal issues in Vietnam. Her practice areas are diverse including investment, corporate, mergers and acquisitions, competition, banking, real estate, labor and intellectual property.

With a keen business mindset, she is renowned for providing practical and strategic legal solutions that align with her clients' business goals. She has been actively involved in many cross-border transactions, corporate restructuring and complex legal projects, supporting clients in navigating to Vietnam's evolving regulatory landscape.

In the field of intellectual property, Ms. Le has been recognized as a "Vietnam IP Expert" by Asia IP and listed in the World Trademark Review 1000 for several consecutive years. Ms. Le is also a visiting lecturer for lawyer training program at the Judicial Academy.

Prior to joining GV Lawyers, Ms. Le had nearly 15 years of experience working as a Partner and Head of the Hanoi Office at an international standard law firm, before taking on the role of Legal Director at a reputable real estate group in Vietnam.

SOME OF TYPICAL DEALS

- Assisted foreign investors from Japan, Singapore, Korea, Taiwan, Thailand, Malaysia, the US and others with inbound investment in Vietnam, including setting up subsidiaries and JVs across industries (logistics, retail, manufacturing, IT, construction, healthcare, media, energy, real estate) and securing mandatory licenses.

- Assisted Vietnamese enterprises with offshore investment to Singapore, Bosnia, Germany, UK, Hong Kong, Myanmar and others in the field of sales and trading promotion, food processing, real estate, hospitality, manufacturing... and obtaining licenses and remittance approvals for abroad.
- Assisted buyers or sellers in M&A transactions across sectors (beverage, automotive, healthcare, education, real estate, manufacturing, technology), including legal due diligence, structuring, drafting/reviewing SPAs, SHAs, SSAs and other transaction documents, and handling licensing.
- Assisted with merger filings for major projects (IZ park development in Can Tho, apartment project in Binh Duong and electricity distribution project and some M&A deals in the commerce sector).
- Advised a leading Vietnamese real estate corporation on transferring an apartment building - a part of a real estate project in Hung Yen Province.
- Assisted a Singaporean real estate corporation, a top foreign Asian investor, in acquiring an urban area project in Binh Duong province.
- Assisted a leading real estate Malaysian company with collaboration structures for a project in Hanoi, including drafting transaction documents.
- Provided support for a leading Vietnamese real estate corporation in drafting and reviewing sales, operational and transaction documents, including contract suites, internal regulations, sales policies for various projects (e.g. social housing, parking facilities, residential developments).
- Advised Vietnamese companies on loan restructuring for offshore loan registration with the State Bank of Vietnam and provided legal opinions on offshore loans.
- Assisted with banking-related issues and obtaining incorporation licenses for representative offices or branches of foreign banks in Hanoi and Ho Chi Minh City.
- Assisted MNCs and local companies with labore issues, helped with drafting labor contracts, internal rules, and advised on employment terminations, redundancies, disciplinary actions, and dispute resolution.
- Advised a renowned Japanese manufacturing company and a leading Danish beverage group on their advertisements and labels ensure comply with applicable laws.
- Assisted a global Japanese corporation in industrial electronics in engaging with the Vietnam Competition and Consumer Authority (VCCA) to ensure advertising compliance with the laws.

- Supported a UK bank during a specialized inspection by the VCCA regarding compliance with consumer protection regulations.
- Assisted clients in corporate governance, and regulatory compliance, providing tailored legal solutions to multinational corporations and SMEs.
- Advised corporations and individuals on franchising, copyright issues, intellectual property (IP) matters, including IP registration, licensing, transfers, and enforcement.

ARTICLES AND PROFESSIONAL ACTIVITIES

- Responsibilities of Corporate Officers and New Points Under Enterprises Law 2020, *Legal Professions Review*, Volume No. 02 (2021).
- Investor-State Dispute Settlement under Investment International Agreements, *Legal Professions Review*, Volume No. 05 (2021).
- Frequent Mistakes by Vietnamese Lawyers and Law Firms in Marketing Activities, part of a basic scientific research at Vietnam Judicial Academy, 2021.
- Anticipatory Repudiation of Contract: UK Law and Suggestions for Vietnam, postgraduate dissertation in International Trade and Economic Law master course at University of the West of England, Bristol, 2020.

PROFESSIONAL MEMBERSHIPS

- Member of the Hanoi Bar Association;
- Member of the Vietnam Bar Federation;
- Member of the Vietnam Intellectual Property Association;
- Visiting Lecturer, Judicial Academy of Vietnam.

EDUCATION

- Master of Trade Law and International Economics, University of the West of England;
- Bachelor of Law, Hanoi University of Law;
- Bachelor of English, Vietnam National University, Hanoi;
- Lawyer Practicing Certificate;
- Industrial Property Representative Certificate.

LANGUAGES: English and Vietnamese.