



Hau Pham

Contact
Tel +84 908846500
hau.phamtm@gmail.com

Hau, a Vietnam-qualified lawyer, has experience of a wide range of commercial and corporate transactions including, private acquisitions, joint ventures, market entry, and business restructurings. Hau is currently a lawyer at the Vietnam office of a Tier 1 international law firm. Before that, she worked at the Vietnam office of a leading regional law firm and, most recently, as in-house counsel for a leading steel supplier.

Experience highlights include advising:

- International Financiers, as joint bookrunners on the Vinhomes Rule 144A USD1.3bn initial equity offering and listing on the Ho Chi Minh Stock Exchange. This transaction is the largest ever offering in Vietnam.
- Thai listed group, on its USD10.5m acquisition of a 65% stake in Vietnam beverage firm, Long Quan Safe Food.
- International investors on multi-million investment transactions in intermediary payment services.
- A major American multinational technology company on a data partnership cooperation scheme with a Vietnamese mobile network operator for the launch of a new app in Vietnam.
- A Taiwanese textile company on the establishment of a USD100m manufacturing project in Vietnam and its entitlement to tax incentives.
- A leading pharmaceutical company on restructuring its business model in Vietnam and business structures to manage its product portfolio in Vietnam.
- A Taiwanese company on its liquidation of a joint venture entity, including the division of 200 hectares of land managed by the joint venture, with a local partner in Vietnam.
- A Singaporean investor on its USD37m acquisition of shares in a group of seafood and rice export companies based in the Southwest of Vietnam.
- A Taiwanese construction company in a USD260m BOT junction line between Ha Long City and Bach Dang Bridge in Quang Ninh province, Vietnam.
- A major Hong Kong real estate company on legal issues from its development and operation of multiple residential and commercial complexes in Vietnam.
- Multiple joint venture companies having multi-million dollar capital investments with respect to disputes with local joint venture partners.
- Foreign investors on acquisition of shares in top Vietnamese e-commerce websites.
- Companies on settlement of labour disputes with managerial personnel during operation.

Legal qualifications

- Admitted to the Ho Chi Minh City Bar Association, Vietnam, 2017

Academic qualifications

- Ho Chi Minh University of Law, Ho Chi Minh City, 2012

Professional Experience

- Associate, Allen & Overy Legal (Vietnam) LLC from 2017
- Legal Counsel, NS BlueScope Vietnam Limited from 2016 to 2017
- Associate, Rajah & Tann LCT Lawyers from 2013 to 2016

Languages

- English
- Vietnamese