

## VU THI QUE

Partner - Chairwoman

Rajah & Tann LCT

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### EDUCATION

- LL.B. (Tsinghua University, China)
- MBA (Andrew & Griggs University, USA)

### ACADEMIC ACTIVITIES

- Visiting Lecturer of Dong A Law School, Dong A University, South Korea
- Visiting Lecturer of Taiwan Academy of Banking & Finance

### MEMBERSHIP

- Co-Founder at Vietnam International Commercial Mediation Center (VICMC) – VicePresident
- Member of International Bar Association
- Member of Law Asia
- Member of the Vietnam Bar Federation
- Member of the Ho Chi Minh City Bar Association
- Member of the China Business Association Ho Chi Minh City Branch
- Member of the Japanese Business Association Ho Chi Minh City Branch
- Member of the Taiwanese Chambers of Commerce Ho Chi Minh City Branch
- Member of the Singapore Chambers of Commerce Ho Chi Minh City Branch

### AREAS OF PRACTICE

Investment; Enterprise; Merger and Acquisition; Labor; Real estate; Infrastructure & Energy

### SELECTED RESEARCH ACTIVITIES

#### Projects, Infrastructure & Energy

- Advised a leading Chinese state-owned enterprise on the setup of a US\$65+ million lubricant oil manufacturing plant with a specialised port

- Advised a Chinese state-owned enterprise in its cooperation with Vietnam Electricity (EVN) for the development of the US\$1.5+ billion Duyen Hai 3 Thermal Power Plant
- Advised a Chinese construction group in a build-transfer contract for the construction of the US\$260+ million junction line between Halong City and Bach Dang Bridge
- Advised a Chinese construction group in a solar power project for its project in Tay Ninh
- Advised a Chinese group on its M&A of a solar power in Ninh Thuan province

## **Corporate/ M&A**

- Advised Anhui Conch Cement Company on its US\$250 million acquisition of one of Vietnam's largest cement companies
- Assisted a Chinese foodstuff manufacturer on its acquisition of a Vietnamese manufacturing plant with 5 branches
- Assisted a Japanese investor in acquiring a more than 20% equity stake in a Vietnamese listed logistics company, one of the few successful acquisitions in such business lines
- Assisted a major American educational organisation on its internal restructuring and acquisition plans to bolster its presence in southern Vietnam
- Advised a leading Korean conglomerate on deal structuring and assisted in drafting all transaction documentation for a takeover of a major Vietnamese manufacturer
- Assisted a Japanese investor in a share transfer among a group of Singaporean companies in the construction industry
- Assisted a Malaysian investor in its acquisition of gaming and casino rights in a five-star hotel in Vietnam
- Advised a Hong Kong company on structuring for its acquisition of a Vietnamese healthcare product manufacturing company
- Advised a Vietnamese tobacco company in its restructuring and proposed equity sale of over US\$200 million
- Advised a Singapore group on implementing its US\$65+ million hospital project from inception to opening

- Advised a major Dutch animal nutrition and fish feed manufacturer on their equity takeover of its Vietnamese subsidiary
- Advised a leading global testing, inspection and certification company on their equity takeover of their Vietnamese subsidiary

## **Banking & Finance**

- Advised Novelis Inc. on Vietnamese law matters for its subsidiary's entrance into a US\$1+billion revolving credit agreement
- Advised multiple Chinese financial institutions in their corporate regulatory and general commercial matters
- Assisted a leading Chinese construction company in the drafting of a VND 300+ billion loan agreement with Quang Ninh Province for land clearance and mine and bomb disarmament, as part of a nationally significant infrastructure project
- Advised Lombard Asia III L.P. in drafting the amendments and registration with SBV of an offshore loan with a Vietnamese company
- Advised a leading Japanese credit institution on setting up its presence in Vietnam, as well as advising on the structuring of its credit card issuance programs with leading Vietnamese financial institutions

## **Construction & Real Estate**

- Advised a leading Chinese real estate development group on its proposed multibillion dollar project development in southern Vietnam.
- Advised the Paujar Group on its development of the Docklands residential project in District 7 and their Flemington condominium project District 11, Ho Chi Minh City
- Advised a leading Singaporean real estate developer on its development (and subsequent sales and leasing arrangements) of its shopping complex and commercial real estate developments across southern Vietnam
- Advised a leading Japanese real estate company in its joint venture with Becamex Binh Duong for its development of a condominium project in Binh Duong Province

- Advised a leading Singaporean real estate developer on its numerous investment projects in central Ho Chi Minh

## PUBLICATIONS:

- “Local practice rules the Law”, Tsinghua Law Journal (Beijing, China), Nov 2003 (published Chinese language).
- “Practical Implementation Encumbrances of the Law on Investment and Law on Enterprises in Vietnam”, DongA Journal of International Business Transactions Law (Busan, South Korea) Volume 8/December 2012 (published in English language).
- “Digging deeper in Mining M&A”, Vietnam Investment Review (Ho Chi Minh City, Vietnam), August 26 – Sep 1, 2013 (published in English).
- “M&A Opportunities in Mining Sectors for Foreign Investors”, M&A 2013 Journal (Hanoi, Vietnam), July 2013 (published in Vietnamese).
- “Vietnam – Merger Control”, Global Legal Insight 2014 (published in English).
- “Pitfall on new landlord every investor should avoid”, Vietnam Investment Review (Ho Chi Minh City, Vietnam), August 11-17, 2014 (published in English).
- “M&A deal: Notes on Competition law”, Saigon Times (Ho Chi Minh City, Vietnam), December 18-2014 (publish in Vietnamese).
- “New M&A growth blocked by lack of legal clarification”, Vietnam Investment Review (Ho Chi Minh City, Vietnam), August 3-9, 2015 (published in English)
- “Change to Real Estate Law begets challenges”, Vietnam Investment Review (Ho Chi Minh City, Vietnam), August 3-9, 2015 (published in English).

## AWARDS:

- Top 100 Business Leader 2017, Selected by Vietnam Chambers of Commerce (VCCI) - Ho Chi Minh City Branch
- 2018, 2017 Market Leading Lawyers for Construction & Real Estate/Corporate M&A/Banking & Finance, Asia Law Leading Lawyers (<https://www.asialaw.com/firms/rajah-and-tann-lct-lawyers/2c4a21e3#/lawyers>)
- 2018, 2017, 2016, 2015 Leading Lawyer for Energy and Infrastructure Work, IFLR 1000 (<https://www.iflr1000.com/Lawyer/Vu-Thi-Que/Profile/52#profile>)
- 2018, 2017, 2016, 2015, 2014 Recommended Lawyer and Leading Individual for Banking and Finance/ Corporate and M&A/ Projects and

Energy/ Labor and Employment/ Real Estate and Construction/TMT/Tax  
(<http://www.legal500.com/firms/33467-rajah-tann-singapore-llp/offices/34727-ho-chi-minh-city-vietnam/lawyers/115907>)