



## DINH QUANG LONG | Alex

### Senior Partner

**Phone**

+84919963977

**Email**

long.dinh@apolatlegal.com

### LANGUAGE

- English
- Vietnamese

### MAIN PRACTICE

- Business and Investment
- International Commercial & Trade
- M&A Consultancy
- Employment

### BIOGRAPHY

Before co-founding Apolat Legal, Lawyer Dinh Quang Long held the position as a Head of Department of a commercial legal consulting law firm, responsible for service quality and improving qualifications and expertise lawyers' team. Mr. Long was also the Head of Legal Department for the southern region of LG Electronics Vietnam. With a deep understanding of the operations and legal requirements of a multinational corporation, Mr. Long provides legal opinions close to reality and effective solutions for the corporation's business operations.

### PRACTICE FOCUS

Lawyer Dinh Quang Long is in charge of consulting on Mergers & Acquisitions, Business Restructuring, Foreign Investment, International Trade and Labor. Mr. Long has extensive experience in the fields of real estate, manufacturing, education, information technology, distribution and retail...

## EDUCATION

- Ho Chi Minh City University of Law – Bachelor of law
- Academy of Justice – Lawyer training course

## MEMBERSHIP

- Lawasia – Member
- The Bar Association of Ho Chi Minh City – Member
- The Bar Federation of Vietnam – Member
- Business Network International (BNI) of Vietnam – Member

## PREPRESENTATIVE LEGAL MATTER

### M&A TRANSACTION

- Consulting Vietnamese investors to carry out capital financing and financial sponsorship activities for the investor of a residential construction project in Binh Duong, with a project area of up to 75,000 m<sup>2</sup> by temporarily purchasing the company owns that project, transaction value is 7 million USD.
- Advising a public company to buy a food ingredient research and production company in Dong Nai province, the transaction value is 5 million USD.
- Consulting on transferring the entire capital contribution in the joint venture of Seyoung – Hoa Hiep Company to other foreign investors, the company value is 6 million USD.
- Advising Japanese investors to transfer all capital contributions in Souki Vietnam, the company value is 2 million USD.
- Advised Phu My Vinh, a water exploitation, treatment and supply company, on negotiating with a Malaysian Water Company to sell shares of Phu My Vinh (the current owner of two water plants in Long An Province).
- Advised the shareholders of Five Star Gas Joint Stock Company, a company with a gas distribution network in Ho Chi Minh City, Binh Duong province, and Dong Nai province, on share transfer transactions and calling for foreign investors in the Company's projects.
- Advised TopCake, a bakery company with a factory in Long An, on the transfer of its factory, trademark as well as handling of dispute related to its assets.
- Advised CDR Vietnam, a start-up company in Vietnam in the field of cloth distribution, on receiving investment capital from a Singaporean Investment Fund.
- Advised Ha Anh petroleum retail company, on transferring the entire company to another investor.

## **FOREIGN INVESTMENTS IN VIETNAM**

- Consulting for Asia Chemical Corporation regarding investment projects in Singapore with investment capital of up to 5 million USD.
- Advising Unilab on the acquisition of a factory to produce beauty products, with a total investment of 4.3 million USD.
- Advised Seyoung – Hoa Hiep, a Korean and Vietnamese joint venture, to establishment of a metal manufacturing plant at Khanh Hoa province and on its post-establishment operation.
- Advised myWorld and Lyconet on incorporating a Foreign – Invested company in Vietnam, beginning its cash-back business operation, and building an advertising and product promotion team.
- Advised Filipino Investors on reviewing loans in Vietnam, signing agreements, and implementing loan guarantees, with gross transaction value of up to USD 3 million.

## **COMPLIANCE**

- Regularly advising Straumann on import and distribution of medical equipment;
- Regularly advising New Wave on investment and real estate business with a total investment capital up to 100 million USD;
- Regularly advising on receiving commercial franchises in the field of real estate, Chesterton brand from England to Vietnam.
- Advised Hyundai Shipbuilding on its entire business operation in Vietnam.
- Advised China Electric Power Vinh Tan Operating Company on legal issues relating to labor, commercial contracts, and operating the power system.
- Advised The Gioi Tho on legal issues related to the operation of a technology company, operating policies, agreements with workers and users, online promotions, etc.
- Advised HTGroup on the establishment of restaurant chain networks of Anh Tuk, Tuk Tuk, Hue, Chi Hoa, etc., and reviewing the partnership agreements on chain networks development.

- Advised The Body Shop on the establishment of cosmetic retail store chains in major cities.
- Advised Geniebook on expanding its online training business in Vietnam. Geniebook is a startup that successfully raised \$16.6 million in the Series A round from East Ventures, Lightspeed Venture Partners, and several other angel investors.
- Advised Oxalis, the only travel company in Vietnam entitled to exploit tourism at Hang Son Doong, the largest cave in the world.