



PHAM HONG MANH | MARCUS

Managing Partner

- ✉ manh.pham@apolatlegal.com
- 🏢 Ho Chi Minh City

LANGUAGE

Vietnamese

English

MAIN PRACTICE

Business and Investment

Corporate

M&A Consultancy

Restructuring & Insolvency

Construction and Infrastructure

Legal Translation and Certifying

Translations

Employment

International Commercial & Trade

Real Estate

Finance

IPO & Capital Raising

BIOGRAPHY

Attorney Manh always accumulates experience and enhances his expertise on the matters of consulting and legally supporting in operating the enterprise in Vietnam to ensure that all activities are compliant with the law; consulting and legally supporting foreign investors in investing and doing business in Vietnam; consulting and supports the parties in M&A transaction; consulting on investment transactions from Vietnam to foreign countries, etc. Lawyer Manh regularly advises Clients whose operations are in the fields of Export, Distribution (Wholesale, Retail), Finance and Banking, Industry and Manufacturing, Information Technology, Healthcare, Real Estate and Construction, Energy, Automotive, Commodities, Financial Technology (Fintech), E-commerce.

Attorney Manh is simultaneously an arbitrator at the Southern Trade Arbitration Centre (STAC).



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MEMBERSHIP

Lawasia – Member

Business Network International (BNI) – Member

Ho Chi Minh City Bar Association – Member

Vietnam Bar Federation – Member

Vietnam Banks Association – Member

EDUCATION

Ho Chi Minh City University of Law – Bachelor's Degree, Commercial Law

Judicial Academy – Practising Certificate for Lawyers

Intensive training course on Corporate Finance

PRACTICE FOCUS

Attorney Manh always accumulates experience and enhances his expertise on the matters of consulting and legally supporting in operating the enterprise in Vietnam to ensure that all activities are compliant with the law; consulting and legally supporting foreign investors in investing and doing business in Vietnam; consulting and supports the parties in M&A transaction; consults and supports in settlement of the commercial disputes. Attorney Manh regularly consults clients, being enterprises in operation in the fields of Export, Distribution (Wholesale, Retail), Finance and Banking, Industry and Manufacturing, Information Technology, Healthcare, Real Estate and Construction, Energy, Automotive, Consumer goods, Information technology, Financial technology (Fintech), E-commerce.

Lawyer Manh's expertise and experience focuses on issues related to: Investment and doing business in Vietnam, Investment from Vietnam to foreign countries, Mergers and Acquisitions, Capital Markets, Labor and Employment, Compliance with Business Administration, Licensing and projects.

The typical clients that Mr. Manh has consulted and legally supported: Sunwah Vietnam (Hongkong), Aeon Vietnam (Japan), ACS Vietnam (Japan), Hochiki (Singapore), Eagle Brand Oil (Borden Singapore), Shundao Vietnam (Hong Kong), Ariva Hospitality, SBI (Singapore); Lotte (Korea); IFB Agro (India); CSPC Pharmaceutical Group (China); Tai Ky (Vietnam); Gogox Vietnam (Hong Kong), Southern Gas Trading Joint Stock Company (Vietnam), OK Financial Group (Korea), Geely Holding Group (China), Lynk & Co Automobile (China), VSL Vietnam (Member of Bouygues Construction Group France)...

PRESENTATIVE MATTERS

M&A TRANSACTIONS

- Consulting a group of investors including Taiwanese and Chinese on the acquisition of a manufacturing factory project in Binh Duong;
- Consulting on the offering transaction of cold storage business in Vietnam of a leading enterprise in Vietnam in the field of seafood processing and import-export segment listed on the Ho Chi Minh Stock Exchange (HOSE);
- Consult and legally support Taiwan investor as the buyer in the acquisition of a solar power project in Ninh Thuan province, Vietnam;
- Consult and legally support the joint venture of Chinese, French and Israeli investors as the buyer in the acquisition of a yarn factory in Vietnam;

- Consult and legally support a company providing intermediary payment services in Vietnam with a Korean Investment Fund in receiving investment capital;
- Consult and legally support a real estate company in Ho Chi Minh City, Vietnam to receive investment capital from an American investor for transferring the real estate project to Ba Ria Vung Tau Province, Vietnam;
- Consult and legally support a Korean financial and insurance corporation to restructure and organize its operations in Vietnam through the restructuring of its member companies in Vietnam and legal issues related to foreign loans of the corporation and its member units;
- Consult and legally support a client which is a real estate service company in Hanoi, Vietnam in arranging and restructuring the ownership issue and simultaneously completing the convert the loan into shares with a Singapore Company;
- Consult and legally support one of the hotel corporations which is its headquarter in Singapore and currently operates hotel systems in many countries including China, Thailand, Cambodia, Europe, in the acquisition of a 5-star hotel in Hanoi, Vietnam;
- Providing legal advice for an international investment fund through a member company in Singapore to invest in a leading e-commerce company in Vietnam through the method of granting foreign loans with conversion conditions;
- Provided legal services to the seller in a complex real estate M&A transaction in District 12, Ho Chi Minh City;
- Provided comprehensive legal services from the beginning to the completion of the transaction for the Buyer, one of the large-scale multi-industry corporations in Vietnam, to acquire a company owning a large Hospital project in Hanoi;
- Provided advisory services to the Seller in a company transfer transaction in the field of pre-construction inspection for a Hong Kong investor.

FOREIGN DIRECT INVESTMENT

- Consulting representative for developing wind power projects in Tay Nguyen for Singaporean investors with investment capital from the International Investment Fund;
- Consulting for a corporation on providing investment labor services in Vietnam;
- Legally consult a company having headquarter in Singapore about the evaluation, analysis of investment plans and implementation of a large-scale wind power project in the Highlands area of Vietnam;

- Legally consult a large Chinese pharmaceutical corporation (the company listed on Hong Kong Stock Exchange) to establish a commercial presence in Vietnam;
- Legally consult one of India's leading seafood processing and import-export companies about setting up a subsidiary in Vietnam;
- Provided legal advisory services for the market entry into Vietnam of a leading Singaporean company in the field of labor outsourcing services;
- Apolat Legal Assisted Hong Kong Listed F&B Group in Entering the Vietnamese Market;
- Advised a manufacturing company from China on investing in the establishment of a scented candle production project in Hung Yen;
- Provided legal services to a Canadian ride-hailing service company planning to establish a commercial and business presence in Vietnam;
- Advised on a joint venture project between a multi-industry corporation in Vietnam and a South Korean conglomerate to implement a Clinic and Testing Center project in Hanoi with a capital scale of USD 20 million.

LEGAL RETAINER

- Providing legal advice and support, legal training for one of the world's largest automobile manufacturing groups in Vietnam on issues related to (Quality inspection, Environmental protection, After-sale warranty, vehicle recall, consumer protection, data protection, distribution and technology transfer);
- Consulting and legal support for member companies of one of the leading French design and construction solutions corporations in Vietnam;
- Consulting and legal support for one of China's leading pharmaceutical corporations, a company listed on the Hong Kong Stock Exchange for legal issues of commercial presence in Vietnam;
- Consulting and support for member companies in Vietnam of a world-leading corporation in climate solutions and energy-saving air treatment with Swedish investment;
- Providing retainer legal advice and support for member companies of one of the UK's leading information technology and software corporations;
- Providing retainer legal advice for one of the world's leading corporations in warning and alarm equipment;
- Providing retainer legal advice for a Singaporean energy corporation for business activities and Wind Power project development in Vietnam;

- Consult and legally support one of Singapore's leading drug manufacturing companies in establishing a commercial presence in Vietnam, legal compliance issues in the operation process, resolving the tackle legal issues in the operation process;
- Frequently legal consultation the labor with one of the leading Korea invested corporations in Vietnam;
- Frequently legal consultation with the company provides express transportation and delivery services with a wide operation scope in Asian countries;
- Frequently legal consultation with the specialized commercial company in the printing and packaging industry;
- Frequently legal consultation with a large food manufacturing company in Vietnam with a nationwide distribution system and exporting to many countries around the world;
- Frequently legal consultation with the commercial presence in Vietnam of one of the world's leading manufacturing companies of fire prevention and fighting products;
- Frequently legal consultation with a foreign invested real estate company in Vietnam, which is the investor of many real estate projects in Vietnam and Asia;
- Frequently legal consultation with a foreign invested fabric manufacturing enterprise in Long An its investment scale is approximately 300 million USD;
- Frequently legal consultation with a Korean financial corporation in Vietnam.
- Provided ongoing legal advisory services to a leading Swedish company in the field of air purification equipment;
- Provided ongoing legal advisory services to one of China's leading pharmaceutical groups with a commercial presence in Vietnam;
- Provided ongoing legal services to a company under a leading US conglomerate in the cosmetics business in Vietnam.

COMPLIANCE CONSULTATION

- Consult and legally support a subsidiary company of one of the leading Japanese supermarket and retail corporations operating in Vietnam in trade promotion and sales promotion activities when doing business in Vietnam;
- Consult and legally support a client being a multinational financial company in Europe in the structure/model of international financial business financed by European investors through the purchase of secured securities with assets collateralized by loans granted in Vietnam;

- Consult and legally support a pharmaceutical manufacturing unit in Singapore in the registration and circulating the products in Vietnam;
- Consult and legally support a company that owns a chain of restaurants in Japan and Taiwan to franchise a company in Vietnam;
- Consult and legally support a game publishing company in Vietnam in meeting the conditions for online video game service activities and online game publishing in Vietnam and international markets;
- Provided a legal report on Labor for The World Bank's project on legal improvement in The World Bank's member countries;
- Provided legal services to a Japanese company for the registration of medium and long-term offshore loans, with the loan provided by the parent company;
- Provided legal compliance review advisory services on construction for a 100% foreign-invested company in Vietnam belonging to a Thai multi-industry conglomerate operating in construction, building materials production, packaging, logistics, petrochemicals, and renewable energy;
- Advised and represented in handling legal issues related to offshore loans in Vietnam for a Singaporean-invested company in Vietnam.

OUTBOUND INVESTMENT

- Provided legal services for bringing products to market for functional foods and cosmetics for a global group headquartered in Germany, with its main business lines being pharmaceuticals and biotechnology.

HEALTHCARE LEGAL

- Provided legal services for bringing products to market for functional foods and cosmetics for a global group headquartered in Germany, with its main business lines being pharmaceuticals and biotechnology.

PUBLICATIONS

- Business Ready 2024 (Pham Hong Manh-Thieu Thi Kieu Thu – Nguyen Hoa Chi Dung – Ninh Thu Thao) of World Bank Group.
- Doing business 2020 (Pham Hong Manh – Le Tien Dat – Nguyen Vu Hoang Long – Thieu Thi Kieu Thu) of World bank group.

SCAN QR CODE



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