

NGUYEN ANH MINH

Senior Associate
CEDR Accredited Mediator
VICMC Mediator

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EDUCATION

- M.A., Economics & Public Management, Solvay Business School, Liberal University of Brussels, Viet Nam, 2021-2022
- LL.B, Ha Noi Law University, 1997-2001
- B.A., Ha Noi University, 1998 - 2002

AREA OF PRACTICE

Corporate Matter, M&A
Finance, Banking & Fintech
Electronic Commerce
Digital asset, IoT
Intellectual Property
Construction &
Real Estate Business
Renewable energy
Dispute resolution
Policy Research & Advocacy
Compliance Monitoring

LANGUAGE

Vietnamese
English

INTRODUCTION

Mr. Nguyen Anh Minh joined NHQuang&Associates as a Senior Associate in late 2022. He used to work at diversified organizations, ranging from Vietnamese and foreign law firms, banks or large financial corporations, etc as an Associate, Head of Legal & Compliance, or Managing Partner.

Holding a profound legal background with his knowledge and understanding enhanced through large diverse working environment, Minh can provide high-valued and efficient legal advice to clients in various areas. The majors of strong advantage that he advises include finance and banking, Fintech, digital transformation, electronic commerce, merge & acquisition, energy (especially renewable energy), start-ups, dispute resolution and compliance monitoring.

Being a commercial mediator accredited by CEDR and a mediator member of Vietnam International Commercial Mediation Center, the lawyer continues to broaden his expertise with an intensive course for the Master of public policy at Solvay Brussels School Economics & Management, Université Libre de Bruxelles in Ha Noi.

EXPERIENCE

Consulting enterprises, start-ups, state-owned enterprises, individuals and organizations in researching, assessing, controlling legal risks, building related solutions in

MEMBERSHIP

- Vietnam International Center for Commercial Mediation (VICMC)
 - Vietnam Society of International Law (VSIL)
 - Ha Noi Bar Association

ACADEMIC ACTIVITIES

- Mediator Skills Training – CEDR, London, UK, 2018
- Certification, Leadership and Management, Institute of Continuing & TESOL Education, University of Queensland, Australia, 2010

INSIGHTS

Model and system of internal policies and regulations of the Bank, applied at MB Shinsei Finance Company

corporate organization and governance activities; banking; business activities; formulating and designing new products and services, applying science and technology; protecting intellectual property rights, involving negotiation and dispute resolution, and several other legal activities.

Some typical cases and clients include:

- Advising a Singaporean investment fund on their direct investment and doing business in renewable energy in Viet Nam
- Advising a Singaporean company in relation to investment and land acquisition in an industrial zone in Thanh Hoa province to provide its services in oil and gas
- Acting in collaboration with 5 international law firms in Viet Nam, advising an aviation corporation in Viet Nam on an acquisition of shares by 21 foreign investors and representing the clients in performing relevant procedures for completing the transaction
- Advising a foreign corporation in making investment with the value of 35 million United States dollars in a top-tier technology retail company in Viet Nam by investment form of capital contribution and share purchase and performing relevant procedures to complete the deal
- Advising a Portuguese contractor and a Singaporean fund on their direct investment and doing business in renewable energy in Viet Nam
- Advising investors from the Czech Republic to study and invest in wind power in Viet Nam
- Advising, reviewing several hotel management contracts for a number of top 5-star international hotels in Viet Nam
- Advising a global-leading Japanese manufacturer and a provider of electric devices in doing business in Viet Nam and in relocation of a part of their manufacture process from China to Viet Nam to optimize production in providing products and services for a top

technology corporation based in USA

- Advising legal aspects of the technology, investment, governance and business for several start-ups that build up their business in tourism, hospitality, finance, insurance; and also advising steps and legal issues in mobilizing capital from investors by private share offering
- Advising, designing, modeling the internal control system (internal rules, policies, procedures, guidelines, instructions, and administrative documents), compliance control system for a number of financial companies and credit institutions.
- Advising a Japanese company in Viet Nam to settle a dispute with their contractor and to comply with Vietnamese Government's requirements in managing toxic and industrial wastes
- Advising and successfully setting up a system to manage anti-money laundering of a large commercial joint stock bank of Viet Nam and connecting such system to those of the State Bank of Viet Nam
- Managing bad debt portfolios valued up to trillions dongs; quickly giving solutions for successfully recovering a number of large debts, foreclosing high valued collaterals, and resolving complicated disputes in relation to credit agreements for a large commercial joint stock bank of Viet Nam
- Managing debt recovery activities, seizure, and realization of collaterals; representing a large commercial joint stock bank of Viet Nam in complaints and denunciations, dispute resolution, judgment enforcement; reviewing for approval of debt recovery plans; drawing up internal regulations to manage, direct and guide the debt recovery activities of the bank.

BUSINESS ENVIRONMENT- RELATED RESEARCH (selected)

- **Project of “Impact Assessment of EU’s Carbon Border Adjustment Mechanism in Vietnam (CBAM)”**, United Nations Office for Project Services (UNOPS). Participating in the Expert Team to study, review and assess the impacts of CBAM to the laws and policies of Viet Nam; reviewing Vietnamese laws and providing assessments related to proposals for carbon tax design in accordance with applicable laws of Viet Nam
- **Project “Developing the Roadmap for the State Capital Management Committee towards net zero emissions in state-owned enterprises in the energy sector”**, 2022. The project aims to support State-owned enterprises operating in the energy sector (including Electricity of Viet Nam – EVN, Petrol Viet Nam - PVN, Vietnam National Coal–Minerals Industries Holding Corporation Limited (TKV)) in developing a roadmap towards net zero emissions in Viet Nam, applying solutions for energy transition towards cleanliness and sustainability, assuring compliance with Vietnam’s commitments in response to climate change at the UN Climate Change Conference (COP26). Participating in the Research team to study, review and conduct legal assessment for scenarios on reduction and conversion of coal power plants, orienting to implementing these activities in relevance with international laws and treaties to which Viet Nam is a member and the laws of Viet Nam
- **Project on Advancing Responsible Business Practice in Vietnam, Civil-Economic Legislation Department (Ministry of Justice), 2021-2022**. Supporting to conduct the national baseline assessment on responsible business practice (NBA) to assess the issues related to policies and laws, negative impacts in business operations that may affect the assurance of human rights. The assessment focuses on: investment, employment, environment protection, right protection of vulnerable groups, protection of consumers’ rights. The national report and recommendations thereof shall

be the bases for development of the National Action Plan for responsible business practice in Viet Nam.

- **Internal control system at Joint Stock Commercial Bank, 2020.** Planning the document system of internal regulations on banking management, administration, and operation with a forecast for 3 years of operation including designing document tree, regulatory framework, process and methodology of managing, building and operating systems, personnel and processes.
- **Project on digital transformation in the bank, 2020 -** digital transformation in the bank, forecast of changes in the bank's organization and operation, assessment of impact on the internal control system and application of technology in managing and building banking processes and procedures.
- **Thematic Report on Assessment of Resolution 02/NQ-CP implementation from perspective of private sector to improve business environment and support post-Covid 19 recovery, USAID LinkSME, 2020.** Supporting the research team in studying the issues faced by enterprises, particularly in the period of post-Covid; supporting to develop the thematic report on "Assessment of Resolution 02/NQ-CP implementation from perspective of private sector to improve business environment and support post-Covid 19 recovery".