



MR.

Ngo Thanh Hai

POSITION

Senior Associate

EMAIL

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EDUCATION

- B.A (Ho Chi Minh City University of Law, Vietnam)

MEMBERSHIP

- Vietnam Bar Federation
- Ho Chi Minh City Bar Association

Practice Areas & Industry Coverage

- Pharmaceutical
- Banking & Finance
- Compliance & ABAC
- M&A
- Litigation & ADR
- Projects
- Real Estate
- Private Equity
- Healthcare & Life Sciences
- Distribution & Retail
- Manufacturing

Profile

Lawyer Ngo Thanh Hai had over 10 years' experience in Corporate, M&A, Pharmaceutical, Banking & Finance, Infrastructure and Dispute Resolution practice.

Prior to LNT & Partners, Mr Hai was a legal specialist at a multinational energy firm.

He has been recognized as a Recommended Lawyer 2024 by Legal500 Asia Pacific. Mr Hai's experience in pharmaceuticals and healthcare is also trusted by multinational companies.

Work Highlights

Pharmaceuticals and Healthcare

- Serving as legal counsel to the EuroCham Pharma Group;
- Advising AstraZeneca in establishing drug import business in Vietnam;
- Advising on the import of 30 million doses of AstraZeneca's Covid-19 vaccine, including license applications, contract negotiations, and import procedures;
- Providing legal counsel to AstraZeneca, Zuellig Pharma, Mega, and other corporations on a daily basis;
- Advising Hoan My Hospital on in-hospital pharmacy projects;
- Consulting on the development of a Medicinal Herb Park project for a company in central Vietnam.

Financial and Banking Expertise

- Advising Vietcombank and other foreign lenders on a \$250 million syndicated loan for a real estate project.
- Advising China Construction Bank and other lenders on a \$73 million syndicated loan for a silk fiber production project in Tay Ninh Province.
- Providing legal counsel to Bank of China on a daily basis;
- Advising Standard Chartered Bank on collateral security agreements, mortgage registrations, and discharges with NRAFT and the Land Registration Department.

M&A

- Lead legal due diligence teams in multiple M&A transactions involving:
 - A flour mill in Can Tho acquired by a Japanese investor
 - A furniture manufacturer in Binh Duong acquired by a Chinese investor
 - A social media company acquired by a Chinese investor
- Advising on the divestiture of a state-owned enterprise with multiple subsidiaries in Vietnam;
- Providing M&A counsel on the transfer of a real estate property in District 1, Ho Chi Minh City to a Korean investor;
- Representing the seller in the M&A transfer of a majority stake in a cement company in Tay Ninh to a Malaysian investor

Publications

- 2024, "[*OTC and ETC drugs market trends and driving factors*](#)", Lexology
- 2024, "[*Over 600 drugs and 4 medical devices are eligible for price negotiation under Circular 05*](#)", Lexology
- 2024, "[*Stay up-to-date on bidding forms for drug supply contracts*](#)", Lexology
- 2023, "[*Bringing the fresh air to healthcare*](#)", Vietnam Investment Review
- 2022, "[*Legislation on data privacy in Vietnam – where are we now?*](#)", Lexology
- 2022, "[*The state of play in healthcare M&As*](#)", Vietnam Investment Review
- 2022, "[*Are M&As still a top trend in the pharma market?*](#)", Vietnam Investment Review
- 2022, "[*Navigating legal challenges in healthcare partnerships*](#)", Vietnam Investment Review
- 2022, "[*Hoping for investment boom in healthcare*](#)", Vietnam Investment Review
- 2021, "[*Mitigating procedural delays in pharmaceutical market*](#)", Vietnam Investment Review
- 2019, "[*New chapter for the development of Vietnam's pharmaceutical market*](#)", Vietnam Investment Review
- 2019, "[*Promoting cross-border BOT partners*](#)", Vietnam Investment Review
- 2017, "[*FIEs will have greater rights to import drugs into Vietnam*](#)", IFLR 1000