



Thom Thi Mai Nguyen

Attorney-at-Law

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Practices: Corporate Services, Commercial Transactions and M&A, Technology, Multimedia, and Communications, Transportation and Logistics, Family Law and Private Clients

BIOGRAPHY

Thom Thi Mai Nguyen is a commercial attorney in Tilleke & Gibbins' Hanoi office. Thom specializes in developing practical, cost-effective solutions for business operators in Vietnam. She assists new market entrants with business set-up and licensing. Thom has also helped numerous franchises establish commercial entities in Vietnam, advising on tax and import-export implications.

Thom also serves high-profile multinational technology clients and advises them on the legal aspects of e-commerce, live conferencing, Internet phone services, cloud computing, and online contracts. Having worked for a U.S.-based telecommunications company as a legal compliance manager, Thom has in-depth technical knowledge on telecommunications, Internet, and ISP operations.

EXPERIENCE

- Advised a leading computer retailer on business operations in Vietnam.
- Provided in-depth advice to a global software solutions provider on doing business in Vietnam.
- Assisted a top American restaurant franchise with franchising registration, registration updates, and general business operations.
- Advised a leading producer of semiconductor processing equipment on contracts between the target company and a third party.
- Advised a coalition of European banks regarding Vietnamese law on secured aircraft finance and provided annual updates on changes to same.
- Provided comprehensive due diligence and advice on a foreign-invested cosmetics manufacturer.
- Advised a major developer on Vietnamese legislation relevant to commercial real property managers.
- Provided comprehensive due diligence and advice on share acquisitions of (1) a Vietnamese-owned online tax filing and payment company and (2) a Vietnamese bio-fuel (ethanol) manufacturer. Significant issues included the regulatory and licensing framework for digital signature certification services, Internet information services, and environmental law.
- Acted as lead counsel in advising two leading Swedish industrial tools manufacturers in establishing wholly foreign-owned enterprises engaging in manufacturing, importing and exporting, and distribution activities in Vietnam as well as post-licensing, labor and employment, and corporate support services.
- Assisted a global garment manufacturer in obtaining a branch license.
- Advised a leader in wireless technology on government authorities related to the telecommunications industry.
- Advised a major British women's apparel company in identifying and establishing a manufacturing plant in Vietnam. Our representation encompassed identifying local partners to build-lease land and plant to foreign partner in business cooperation agreement.

EDUCATION

Bachelor of International Business Law, Vietnam National University, Hanoi

LANGUAGES

Vietnamese, English