



Foreign Investment into Cambodia and Vietnam— Selected Pragmatic Aspects in M&A Deals

Friday, 24 March 2023

3pm—4:15pm (SGT)

Zoom Webinar

Overview


Cambodia and Vietnam remain attractive destinations for foreign investment. Following warm reception to an earlier webinar which provided an overview of company law and foreign investment of Cambodia and Vietnam, the Asian Business Law Institute returns with another session to discuss selected pragmatic aspects in M&A deals involving foreign investors in these two jurisdictions:

- How Cambodia's young Competition Law may add another layer of analysis in structuring M&A deals in the country;
- Role of taxation in M&A deals in Cambodia, including avoidance of double taxation treaties, treatment of specific taxes such as withholding tax and capital gains tax, taxation of dividends, etc.
- How to conduct an M&A deal in Vietnam, focusing on detailed procedures such as those concerning how to obtain necessary approvals, transfer funds, etc. Reference will also be made to competition law and taxation considerations for M&A deals in Vietnam.

Where relevant, speakers will also touch on industry-specific rules, such as licensing requirements for different sectors popular with foreign investors.

SILE Attendance Policy

Participants who wish to obtain CPD Points are reminded that they must comply strictly with the Attendance Policy set out in the CPD Guidelines. For this activity, this includes logging in at the start of the webinar and logging out at the conclusion of the webinar in the manner required by the organiser, and not being away from the entire activity for more than 15 minutes. Participants who do not comply with the Attendance Policy will not be able to obtain CPD Points for attending the activity. Please refer to <http://www.sileCPDcentre.sg> for more information.

 Seminar	1 Public CPD Point
	Practice Area: Corporate/ Commercial Training Level: General



Programme (24 March 2023)

3 PM	Webinar (log-in from 2:45pm)
3 PM–4 PM	Individual presentation on Cambodia and Vietnam
4 PM–4:15 PM	Attendee Q&A
4:15 PM	End of Webinar

Registration

- General admission: **S\$70 (nett)**
- Early bird till 24 February : **15% off general admission**
- ABLI founding partners: **10% off general admission**
- Members of the Singapore Academy of Law (SAL) can use their **Credit Dollars** and sign up with SAL.

Register online at:

<https://www.eventbrite.sg/e/foreign-investment-into-cambodia-and-vietnampragmatic-aspects-in-ma-deals-tickets-519325254817>

Register by

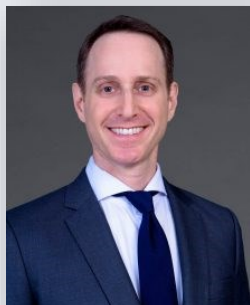
Tuesday, 21 March 2023

Enquiries to:

catherine_shen@abli.asia

Speakers

(in alphabetical order)



Jay Cohen (Phnom Penh, Cambodia)

Partner and Director, Tilleke & Gibbins

Jay Cohen is a partner and director of Tilleke & Gibbins' Cambodia practice, leading the Phnom Penh office's commercial and intellectual property practices.

With over 15 years of experience in Asia, Jay is an authority on inbound investments in the region. His practice covers every stage of the investment process, beginning with offshore structuring issues and market entry into Cambodia, including advising on appropriate entities, tax considerations, licensing requirements, intellectual property protection, and labor compliance matters. He also regularly assists clients with implementing appropriate corporate and investment structures, advising on ongoing operations, and negotiating and drafting commercial contracts.

Jay is a trusted advisor to businesses on a variety of general corporate, commercial, intellectual property, and compliance matters in Cambodia, including licensing and regulation; civil aviation compliance procedures (including aircraft registration and deregistration); real estate investment structuring; resource development project licensing and concessions; trademark and patent registration and enforcement; labor and employment matters; and mergers and acquisitions.

Jay is a truly global practitioner, entrusted with high-value commercial matters by both local clients in Cambodia and international clients from across Asia, Europe, and the United States alike. He is ranked as a leading lawyer in Cambodia by *Asialaw Leading Lawyers*, *Chambers Asia-Pacific*, and *The Legal 500 Asia Pacific*.



Phuong Thi Minh Tran (Ho Chi Minh City, Vietnam)

Associate, Tilleke & Gibbins

Phuong Thi Minh Tran is an associate in Tilleke & Gibbins' Ho Chi Minh City office. Her practice covers M&A and due diligence, licensing and corporate formation, and contract review, among other corporate and commercial matters. With a focus on client service, she provides responsive, reliable advice on issues of vital importance to businesses and investors in Vietnam.

Phuong has worked with clients across a wide range of industries and is serving many well-known multinationals in the pharmaceutical sector.



Tan Nhat Truong Phan (Ho Chi Minh City, Vietnam)

Associate, Tilleke & Gibbins

Tan Nhat Truong Phan is an associate with the corporate and commercial team in Tilleke & Gibbins' Ho Chi Minh City office. His practice covers licensing and corporate formation, labor and employment, and M&A and due diligence. Tan excels at providing clear, concise advice to the firm's clients and on issues of Vietnamese law, and actively supports foreign companies in establishing and operating businesses in Vietnam across various industry sectors.

He has worked with many high-profile clients on intercompany loans, capital arrangement and large-scale restructuring. Tan also has a particularly strong background in life sciences and manufacturing.