

PHAN THANH TUAN

Summary

Tuan is a seasoned lawyer with over 11 years of experience advising multinational corporations and startups. He has led legal operations and advised on a wide range of matters across Vietnam and Southeast Asia from market entry, corporate governance, M&A, cross-border legal projects, contracts to regulatory compliance in highly regulated industries. His industry exposure spans healthcare and biotech, manufacturing, logistics & supply chain, FMCG, e-commerce and chemicals.



Key expertise

- Cross-border expansion & investment structuring;
- Regulatory compliance (Healthcare, Chemical, FMCG, E-commerce);
- Land acquisition and project licensing;
- M&A and post-merger integration;
- Public procurement;
- Government affairs & stakeholder advocacy.

Practice area

- **Healthcare & Life Sciences:** licensing, diagnostics, clinical trials, IP
- **Industrial & Manufacturing:** factory licensing, utilities, construction
- **Energy & Chemicals:** investment projects, EIA, hazardous licenses
- **Logistics & Supply Chain:** international contracts, HS code classification, customs and trade compliance
- **FMCG:** product compliance, advertising and promotion law, M&A
- **Digital Platforms:** licensing for e-commerce and digital offerings
- **Real estate:** development of industrial real estate projects

Representative work

- Led legal work for US\$21M Series B fundraising for biotech firm;

- Structured and managed SEA legal operations across 6 countries;
- Oversaw post-M&A licensing for merger of 2 brewery plants;
- Developed land acquisition & licensing strategies for 2 gas plants;
- Managed over 40+ trademarks and product compliance portfolios;
- Contracts for underground gas supply.

Education & Bar Admission

- LL.B., University of Economics and Law, Vietnam (2013);
- Licensed Lawyer, Vietnam Bar Federation (since 2018).