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# WORKSHOP ON TRADE AND INVESTMENT BETWEEN KOREA & VIETNAM FINDING OPPORTUNITIES IN ADVERSITIES



Time  
8.00 am - 12.00 pm  
8 May 2023



Format  
In-person



Venue  
Fortuna Hotel Hanoi,  
No. 6B Lang Ha,  
Ba Dinh Dist., Hanoi



# INTRODUCTION

The situation of Vietnam's real estate market is facing significant challenges due to various factors, such as the global pandemic and the difficulties many domestic enterprises face in accessing capital and credit. As a result, both ongoing and completed projects in Vietnam have **experienced sever stagnation**. Additionally, the retail market in Vietnam has undergone fundamental changes since the onset of Covid-19, presenting further challenges and opportunities for those involved in the industry (*i.e., the closure of conventional food shops has caused a significant shift in consumer behavior, leading many to explore alternative channels such as convenience stores, supermarkets, hypermarkets, and e-commerce platforms*).

The government is also pouring out effort to respond to the situation, seeking to attract foreign investment and participation is among one of those. We believe while it poses challenges and obstacles for some, it also may present opportunities for others as **"profit is a reward for risk taken in business"**.

The objective of our conference is to discuss finding opportunities in adversities from the viewpoint of risk management through ADRs.



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# TENTATIVE AGENDA



TIME	CONTENT
7.30 am – 8.00am	Registration
8.00 am – 8.20 am	Welcome remarks  <b>Dr. Vu Tien Loc</b>   Chairman and President of Vietnam International Arbitration Centre (VIAC), Deputy of Vietnam National Assembly  <b>Mr. Steve Kim</b>   Secretary General of Korean Commercial Arbitration Board (KCAB)
	<b>Session 01: Current landscape, adversities, and opportunities in prominent sectors of Vietnam</b>
8.20 am – 9.15 am	<b>Mr. Dau Anh Tuan</b>   Vice Secretary General cum Head of Legal, Vietnam Chamber of Commerce & Industry (VCCI)  <b>Mr. Hong Sun</b>   Chairman, Korea Chamber of Business in Vietnam (KOCHAM)
9.15 am – 9.45 am	<b>Discussion</b> Moderator: <b>Mr. Phan Trong Dat</b>   Acting director of Vietnam Mediation Centre (VMC), a division of VIAC
9.45 am – 10.00 am	Tea break
	<b>Session 02: M&amp;A trends during economic vicissitudes – From the transactional &amp; dispute management viewpoints</b>
10.00 am – 11.20 am	<b>Mr. Doan Nhat Minh</b>   Senior Associates at VILAF  <b>Mr. Lee Myung Jae</b>   Partner, Head of Asia Team, Yulchon LLC  <b>Mr. Huynh Dang Hieu</b>   Deputy Manager of the VIAC Secretariat  <b>Mr. Steve Kim</b>   Secretary General of KCAB
11.20 am – 11.50 am	<b>Discussion</b> Moderator: <b>Mr. Logan Leung</b>   Deputy Managing Partners at Rajah & Tann
11.50 am – 12.00 pm	Closing remark

# SPEAKERS



## **DR. VU TIEN LOC**

**Chairman & Present of Vietnam International Arbitration Centre (VIAC)  
Deputy of Vietnam National Assembly**

Dr. Loc was a famous economist and speaker in Vietnam before becoming President of the Vietnam International Arbitration Centre (VIAC). He is an inventive thinker with overall macro-perspectives, practical and creative approaches. Dr. Loc has made significant contributions to the reform, integration, and remuneration of Vietnam's business and investment environment. At the same time, he is actively involved in promoting free trade agreements, trade promotion activities, and largescale investment at the national level, helping to bring many foreign investment projects to Vietnam and promoting Vietnam's exports abroad, guiding and supporting Vietnamese enterprises and business associations in their international integration. In addition, Dr. Loc has hosted a number of forums, policy dialogues between the government and enterprise, summits, and important business forums in Vietnam and overseas, with the participation of heads of state, scientists, and top CEOs. In 2006 and 2017, he served as Chairman of the APEC Business Leaders' Summit (APEC CEO Summit).



## **STEVE KIM**

**Secretary General, Korean Commercial Arbitration Board (KCAB)**

Steve Kim is the Secretary-General of KCAB INTERNATIONAL. As a US attorney, Steve has extensive experience in the field of international arbitration and served as the Director of the International Centre for Dispute Resolution of the American Arbitration Association (New York). During his tenure at ICDR, he helped to grow the ICDR to become the global number one international arbitration administration center. Steve also served as a senior corporate counsel for Samsung Corning Precision Material, advising on various corporate legal matters including dispute resolution, antitrust investigation, intellectual property negotiation, JV and host of other high-profile matters. Steve then went on to become the Korea country manager for CPA Global, one of the largest intellectual property legal service providers based in UK. As a country manager, Steve achieved multiple million USD in new sales and created a new business paradigm which helped CPA Global to become the largest IP service provider in Korea and other key Asian markets. Steve served as a Korea consultant for one of the largest EU law firm, assisting the firm to develop new business in Korea and made inroads to new revenue stream in the field of dispute resolution, IP, natural resources, technology and cross-border investment.



## **TUAN DAU ANH**

**Vice Secretary General cum Head of Legal Department  
Vietnam Chamber of Commerce & Industry (VCCI)**

Mr. Dau Anh Tuan is a Member of the Standing Committee, Vice Secretary-General of the Vietnam Chamber of Commerce and Industry (VCCI), the largest national organization representing the Vietnamese business community. From 2012 to date, Mr. Tuan has served as Director of the Legal Department, responsible for the operations and development of the unit specializing in policy, law, and business environment reform of VCCI.

With 20 years plus working in the Legal Department of VCCI, of which 10 years in the position of Director, Mr. Tuan has extensive experience in business-related policy and legal issues. Mr. Tuan directly participates in the drafting committee, the editorial team and the working group for the implementation of many important laws related to enterprises such as the Enterprise Law, Investment Law, Land Law, Securities Law, etc. and other laws, decrees, and circulars governing enterprises and business activities. Mr. Tuan has directly engaged in counselling, dispute settlement, protection of interests of industries and domestic and foreign enterprises and has participated in many particularly complicated and sensitive cases.



## **PHAN TRONG DAT**

**Acting Director of Vietnam Mediation Centre (VMC), a division of VIAC**

Mr. Phan Trong Dat has nearly fifteen years of practical experience in the field of commercial arbitration and commercial mediation and currently holds the position of Acting Director of the Vietnam Mediation Centre. He has been working with hundreds of arbitral tribunals at VIAC and continues to hone his practical knowledge of commercial arbitration and commercial mediation.

Mr. Dat is also a highly qualified academic and regularly delivers presentations and lectures (as visiting lecturer) on arbitration procedures and dispute resolution skills at conferences and training courses conducted by law universities, Vietnam Bar Association, American Chamber of Commerce, Vietnam Banker Association, VCCI, etc.

# SPEAKERS



## LEE MYUNG JAE

### Partner, Head of Asia Team, Yulchon LLC

LEE Myung Jae (MJ) is a Partner and head of Asia Team in Yulchon LLC. He is now based in HCMC as general director for Yulchon Vietnam office (Yulchon Limited Liability Law Firm). He graduated from Yonsei University (BA/MA, Political Science), Syracuse University (MBA) and Rutgers University (Juris Doctor) and is an attorney at law at New York and New Jersey. Since 1999, Mr. Lee had built up very solid legal and business experiences and careers. He was head of legal department at HP (Hewlett Packard) Korea and had worked for Allianz Life Korea as general counsel, executive director, deputy CEO. Mr. Lee worked as Asia Pacific regional head of market management and legal/compliance for Allianz Group based in Singapore overseeing 11 countries and 16 operating entities. Mr. Lee worked as CEO and representative director for both insurance companies, Allianz Life Insurance and Lotte Insurance (P&C). Mr. Lee has diverse working experience in Corporate, Finance, Insurance, Mergers & Acquisitions, Governance, Labor, Intellectual Property, Personal Information Protection and Internal investigation. Mr. Lee is a founding member and former president of In-House Counsel Forum (IHCF), the biggest in-house counsel association in Korea. He is an arbitrator of the Korean Commercial Arbitration Board.



## HUYNH DANG HIEU

### Deputy Director of Secretariat, Vietnam International Arbitration Centre (VIAC)

Huynh Dang Hieu is the Deputy Manager of Secretariat at VIAC, coordinating arbitration proceedings and dispute settlement at VIAC's Ho Chi Minh City branch. Mr. Hieu graduated from Ho Chi Minh University of Law, majoring in Civil Law, he was one of the two valedictorians of Ho Chi Minh University of Law and was recognized by the Ho Chi Minh People's Committee in 2015. Over 7 years of working at VIAC, Mr. Hieu participated in coordinating and assisting dispute settlement in over 700 cases, specializing in areas of disputes such as construction, insurance, investment and real estate.

Besides working at VIAC, Mr. Hieu is also an invited rapporteur and visiting lecturer at the Judicial Academy, Foreign Trade University (Ho Chi Minh City Campus) and Nguyen Tat Thanh University. He is also a well-known speaker at seminars on arbitration dispute resolution and advice on the completion of commercial business laws. With critical opinions acquired in practice, his strengths in researching are synthesizing and analyzing the disadvantages in laws and providing explanation and making suggestion on amendment.

As the Secretary member of VIAC Science Council, Mr. Hieu also takes responsibility for synthesizing arising issues in arbitration proceedings in order to consult and assist the VIAC Science Council in researching and drawing conclusions on dispute settlement.



## LOGAN LEUNG

### Deputy Managing Partner at Rajah & Tann

Logan's field of practice at Rajah & Tann LCT Lawyers is multidisciplinary, with his experience covering contentious and non-contentious matters. He is regarded for his familiarity with Vietnam's regulatory environment. Recognised by The Legal 500 Asia Pacific (2020 and 2021) as a Next Generation Partner' for Corporate and M&A, Arbitration, Logan has been praised of being responsive, intelligent, well-spoken, prompt, pragmatic, and extremely knowledgeable about the issues in the cases "and "providing workable solutions" across a number of key practice areas. Logan's domain expertise lies in the technology sphere, and he is active in the firm's Technology, Media and Telecommunications (TMT) practice. He has advised or acted as counsel in disputes adjudicated under the arbitration rules of the ICC, SIAC, HKIAC, VIAC, CAA and the Swiss Chambers' Arbitration Institution.



## DOAN NHAT MINH

### Senior Associates at VILAF

Minh is a Senior Associate of VILAF, specializing in Dispute Resolution, Construction, Corporate/M&A, and Investigation and Crisis Management.

He has advised and represented various clients in the settlement of disputes in the field of construction, investment, employment, commerce and insurance. His experience includes dispute resolutions at the Vietnamese courts, VIAC, SIAC and ICC. Before joining VILAF, Minh had worked as a collaborator for the Vietnam International Arbitration Centre (VIAC).

Minh has also engaged in various acquisition transactions by foreign investors into local enterprises in different economic sectors, such as automobiles and real estate business. In addition, he has assisted foreign investors and local companies with corporate/M&A, employment, and anti-trust matters.

# INTRODUCTION

# Vietnam ADR WEEK 2023

## Adapting to a Vibrant Asia



VAW  
2023



8<sup>th</sup> – 12<sup>th</sup> May 2023



Hanoi & HoChiMinh City, Vietnam

In an effort to establish a platform for sharing knowledge and practical experience about risk prevention, management and dispute resolution methods, Vietnam International Arbitration Centre (VIAC) and Vietnam Business Lawyers Club (VBLC) co-host the 2023 Vietnam ADRs Week (VAW 2023).

The first-ever VAW hosted by VIAC in 2020 grew into a significant series of activities that connected domestic and international arbitration practitioners and served as a forum for ADR experts to express their views for the improvement of the quality of arbitration. The Week so continues to be organized with the goal of contributing to enhance the competitiveness of the economy and business community, and facilitate the economic, trade, investment, scientific and technological cooperation between domestic and foreign entities in Vietnam.

This is the very first time the Vietnam ADR Week is co-organised by VBLC and VIAC, the two leading organisations in legal practice and arbitration advocacy

in Vietnam, in association with the direct supports from reputable organisations in the arbitration and ADRs in global and Asia, such as the International Chamber of Commerce (ICC), Permanent Court of Arbitration (PCA), Singaporean International Arbitration Center (SIAC), Asian International Arbitration Center (AIAC), Korean Commercial Arbitration Board (KCAB), etc.

The VAW 2023 will focus on legal risk prevention and dispute resolution and how those activities should adapt to the vibrant Asia, strongly bouncing back post COVID. VAW 2023 is also an opportunity to extend our outreach and strengthen partnerships, enabling us to build connections within Vietnam, across the region, and throughout the world. Through these connections, we hope to enhance the significance of arbitration in Vietnam, and eventually establish Vietnam as a prominent choice for resolving disputes between parties.



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16

In-person and  
Virtual events



80+

Domestic &  
International Experts



3,000+

In-person & Virtual  
Participants



20+

corporate  
partners



30+

supporting  
partners



Vietnam ADR  
Week 2023

**VIAC's Head Office:**

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No.9 Dao Duy Anh St.,  
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