



**Pham Thi Thanh Lan**

Partner  
Ho Chi Minh City, Vietnam  
T +84 28 3823 9640  
E lan.pham@indochinecounsel.com

Pham Thi Thanh Lan obtained a BA in foreign trade economics from Hanoi Foreign Trade University in 2004 and an LLB from Ho Chi Minh City Law University in 2012. She has over 19 years of consulting experience with focus on foreign investment in Vietnam. She has assisted numerous foreign investors in setting up companies and factories in Vietnam, from identification of potential partners, land acquisitions, warehouse/office leasing, and preparation of feasibility studies and legal documentation for licenses, and attending to licensing matters with the authorities. In addition, Lan is active in commercial property transactions, advising clients in land acquisitions, joint ventures, and operational issues as well.

Before Lan joined the firm in early 2007, she worked for several years as an investment consultant for Vision & Associates, where she handled foreign invested projects for clients in Vietnam.

Lan has assisted various foreign investors to set up foreign invested enterprises (FIEs) in Vietnam as well as being a legal counsel for FIEs during business operation and investment project implementation, of which some major clients include:

**Manufacturing / Production:**

- Comebest Saigon (Taiwan, China)
- Neonlite Distribution Limited (Hongkong)
- Dunlopillo (Singapore) Pte. Ltd.
- Rheem Australia Pty. Ltd.
- Crown Asia Pacific Holdings PTE. LTD. (Singapore)
- Triumph International Overseas Ltd. (Switzerland)
- Japfa Comfeed Vietnam Company Limited (Singapore)
- Go-Pak UK (UK)
- Jebsen & Jessen Chemicals Holding Pte. Ltd. (Singapore)

**Logistics and Services incidental to Manufacturing:**

- ERRIA A/S (Denmark)
- Gannon Vietnam
- Delmar International (China) Inc.,

**Practice Areas**

- Inward Investment
- Corporate & Commercial
- Property & Construction
- Mining & Energy

**Education**

- BA (Foreign Trade Economics), Hanoi Foreign Trade University, 2004
- LLB, Ho Chi Minh City Law University, 2012

**Membership**

- Ho Chi Minh City Bar Association
- Inter-Pacific Bar Association (IPBA)

**Languages**

- English
- Vietnamese



**Trading and Distribution:**

- Perfect Global (H.K) Limited
- Klingspor AG
- Onduline S.A.
- Fluidra Commercial, S.A.
- Mega Lifesciences (Vietnam) Ltd.
- Good Food
- Export Trading Commodities Pte. Ltd.
- Ermenegildo Zegna Holditalia S.P.A (Italy)

**E-Commerce and Technology:**

- Vinx Corp.
- Delfi Technologies,
- Yahoo! Singapore Digital Marketing PTE. LTD. (Singapore)
- TechData Co., Ltd.
- Traveloka Pte. Ltd. (Singapore)
- UTOP Technology (Vietnam) Joint Stock Company
- TikTok Pte. Ltd.

**HR and Labor Outsourcing:**

- Robert Walters
- First Alliances
- Trainor Asia Limited
- Harvey Nash Limited (BVI)
- People Link JSC

**Renewable Energy:**

- BCG Energy
- Sembcorp Energy & Power
- Athena Holding Pte. Ltd.