



SOUTHEAST ASIA PRACTICE GROUP

YOON & YANG LLC



YOON & YANG

법무법인(유) 화우



Finally, a Fully-Equipped Major Korean Law Firm in Southeast Asia

How can a major Korean law firm successfully bring its main office's full capability to assist clients in their Southeast Asia business? This was the question that Yoon & Yang actively tackled on for years. We started by benchmarking pioneers in the region, both international law firms and Southeast Asian law firms that have established solid cross-border practices in Southeast Asia. The successful law firms in Southeast Asia had one thing in common: well-trained attorneys who are knowledgeable in local customs and practices.

Yoon & Yang set out to staff its Southeast Asia practice group with the firm's highly experienced key partners and experts in the area of international practice whose professional resume include numerous field operation experiences and who have worked with global clients and international law firms. We also brought in esteemed legal practitioners with local expertise and experiences, and continue to hire competent local attorneys with ample experiences in international practice as well as ambitious young local practitioners.

**“Very fast turnaround on deliverables,
without sacrificing the quality of work.”**

- Legal 500 Asia-Pacific 2016 -

Yoon & Yang finally brings its full expertise to Southeast Asia by establishing its own local offices that are fully capable of competing with the key international players in the region. By seamlessly collaborating with the firm's award-winning specialized practice groups in its Seoul Office, the local offices will provide our clients with the utmost professional services tailored to the client needs.

Synergy from Collaboration of Legal Experts with Diverse Experiences

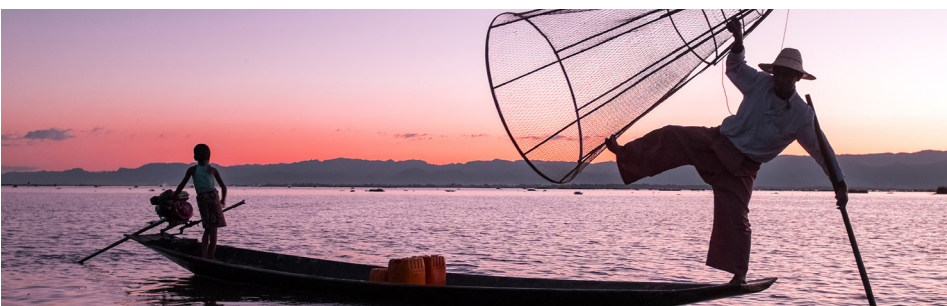
Yoon & Yang's Southeast Asia practice group is comprised of some of our key dual-licensed attorneys (Korea/NY) who have more than 15 years of field experience in international practice in Korea; a Korean attorney with more than 10 years of international practice in Southeast Asia region, of which 3 years as a resident in Cambodia; a Korean expert advisor who has lived in Vietnam for 16 years, obtained a law degree in Vietnam and completed training at Vietnam's Judicial Academy; a U.S. licensed attorney with 3 years of experience working for law firms in Indonesia; and local Vietnamese attorneys seasoned in the region's prestigious law firms. In collaboration with the professionals of multiple practice areas in Yoon & Yang's Seoul Office, the Southeast Asia practice group is well prepared to generate unique synergy from the combination of the diverse experiences and local expertise of its attorneys and staffs.

Vietnam Offices: Yoon & Yang's Hub for Southeast Asia Practice

Yoon & Yang's first Southeast Asia office opened at the very core of Ho Chi Minh City, the heart of Vietnam's economic activities, in November 2016, and our second office opened shortly after in July 2017 in Hanoi, the capital of Vietnam. The two offices will serve as Yoon & Yang's hub for its Southeast Asia practice. Unlike those foreign law firms which have opened offices in Southeast Asia to act as their outposts, these two offices will serve as the strategic hub of Yoon & Yang's legal practice and planning for practice developments in the Southeast Asian region.

Relocation of key attorneys from Yoon & Yang's main office who share the firm's core vision and direction is quintessential in implementing the function of the Southeast Asia hub offices. Further, Yoon & Yang has brought together some of its best attorneys, professional experts and local professionals at the hub offices to maintain a close relationship with the leading attorneys in Southeast Asia by actively engaging in the events of the International Bar Association and the Inter-Pacific Bar Association, and keeping abreast of the most recent trends in the region.

Yoon & Yang's unique vision and approach to Southeast Asia have been recognized by international legal business media including Asia Legal Business which selected Yoon & Yang as one of the "Emerging Market Experts" in Southeast Asia along with other top-class international firms and Southeast Asian firms in the region.





Beyond Vietnam and Southeast Asia

Yoon & Yang's vision does not end with the two hub offices in Vietnam. The Vietnam hub offices will function as our first step to expand further to other countries in the region and to grow as a world class law firm based in Korea, competing and cooperating with prestigious international firms and Southeast Asian firms with a view of enhancing the level of legal services as well as promoting the advancement of legal culture in the region. As such, Yoon & Yang will always strive to achieve the best results in Southeast Asia for our clients in Korea, Southeast Asia, and everywhere else.

Pioneering Southeast Asia, Select Representations since 2016

Vietnam

- Korean financial institution's acquisition of local financial institutions and local operations
- Korean conglomerate's acquisition of local companies (construction, manufacturing, energy, agriculture)
- Korean conglomerate's large scale local projects
- Korean company's formation of JV and local operations
- Advisory on Korean conglomerate's dispute resolution proceedings and arbitrations in Vietnam
- General corporate advisory for Korean company's Vietnamese business
- Southeast Asian financial institution's Vietnamese operations

Cambodia

- Korean conglomerate's sale of a large office building in Phnom Penh
- Korean financial institution's establishment of a subsidiary in Cambodia
- Korean financial institution's acquisition of Cambodian financial institutions, local operations and mobile business
- Korean financial institution's conversion of rep. office to branch
- Korean conglomerate's investment and divesture in Cambodia

Indonesia

- Korean company's acquisition of an Indonesian company and formation of JV
- Korean financial institution's acquisition of an Indonesian financial institution



Myanmar

- Korean company's real estate development project
- Korean financial institution's plan for acquisition of a Myanmar financial institution

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- Korean company's potential dispute with a **Malaysian** Company
 - Korean financial institution's plan for acquisition of a **Thailand** financial institution
 - Korean financial institution's plan for acquisition of a **Sri Lanka** financial institution
 - Potential projects on hydropower and solar energy in other Southeast Asia countries

Practice Areas

Establishment of Local Presence



- Incorporation procedure: formation and registration
- Articles of incorporation and other corporate documents
- Review and analysis of relevant laws and regulations applicable to business purpose

Labor



- Employment contracts for local hires
- Registration of business place and foreign workers
- Labor disputes / strikes

JV and M&A



- Transaction structure / Due diligence
- Share/Asset purchase agreements and shareholder's agreement
- Debt to equity conversion
- Merger control filings / Trade regulations

Litigation & Arbitration



- Litigation strategy and arbitration proceedings
- Legal advice on provisional measures and enforcement of decision
- Enforcement of foreign arbitral awards

Real Estate



- Real estate development project / Project financing
- Contracts and regulations on real estate property sale / lease
- Formation, operation and control of real estate holding company

Trade, Commerce, and Distribution



- Anti-dumping duty, countervailing duty, and safeguard measures in Korea and SEA countries, and trade investigations
- Review of HS code/classification for import/export

Finance & Securities



- Financial institution's outbound investment and acquisition of local financial institution
- Contracts on funds, trusts, and mortgage
- Issuance of CBs, BWs and other securities
- Response to government regulations

Anti-Trust



- KFTC investigation and filings related to Southeast Asia business
- KFTC merger control filing of M&A's in SEA countries
- Cartel investigations and competition regulations in SEA countries

IPO



- Review of relevant laws and regulations and IPO Structure
- Due diligence and legal memorandum
- Review of preliminary IPO application and registration statements





CONTACTS

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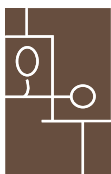
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Zunu Lee is a partner at Yoon & Yang LLC and the head of the South East Asia Practice Group. He is a member of the Korean Bar and the State Bar of New York. His main practice areas include M&A, securities, finance transactions and regulations, collective investment, corporate restructuring, international joint venture and international litigation and arbitration. With his extensive experience in cross-border transactions, mainstream M&A and international joint venture with companies in the U.S., the E.U. and South East Asia, his expertise extends to international arbitration and mediation arising from international corporate transactions.



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Hyongkun Kim is a partner at Yoon & Yang LLC and his main practice areas include M&A, finance, corporate law and South East Asian matters. He previously worked at the trade negotiations office of the Ministry of Foreign Affairs and Trade and at Jipyong as the head of the Cambodia Office. Based on the in-depth understanding of overseas operation of Korean companies and financial institutions, Hyongkun advised various financial institutions on M&As in South East Asia. He also has abundant experience in establishment, management and sale of SPCs established for holding real estate as well as matters involving local financial regulations in South East Asia.



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Sungdo Choi is a foreign attorney at Yoon & Yang LLC, and he is dealing with the cases related with Southeast Asian countries. After admitted to the bar in 2012, Choi worked at Hanafiah Ponggawa & Partners (Indonesian law firm), Kim & Chang, BIT Co., Ltd., etc. From 2016, he worked at the Hanoi Office of Lee & Ko.



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Hyunwoo Dang is an expert advisor of Yoon & Yang LLC. He completed the training at the Judicial Academy in Vietnam. His main practice areas include providing legal advice on various corporate matters involving South East Asia. He previously worked at the Hanoi Office of Logos Law, LLC and at Coway as the head of the Hoi Chi Minh Branch, at which time he established Ho Chi Minh Branch of Coway, undertook M&A of distributors and handled the company's legal affairs in Vietnam. He also worked at the Hanoi Office of Jipyong, gaining experience in legal due diligence for M&A, providing legal advice on incorporation and operation of companies and litigation.



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Ha Thi Tinh is a Vietnamese attorney at law at Yoon & Yang's Hanoi office. She has been handling the matters involving M&A, corporate restructuring, international joint venture, project financing and commercial issues. She has been exposed to a variety of local and cross-border transactions in the context of mergers and acquisition, corporate restructuring and offshore lending. She has LL.M degree specialized in International Law at TLBU Graduate School of Law in Seoul, Republic of Korea in 2005. She earned her LL.B degree at Ho Chi Minh City Law University in 2002 and admitted to practice law in Vietnam as a member of Ho Chi Minh City Bar Association since 2012.



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Loan Nguyen is a Vietnamese attorney at law at Yoon & Yang Ho Chi Minh City Office. She is in charge of corporate regulatory, mergers & acquisitions, and foreign investment with more than 10 years of legal practice. She has been actively involved as a local lawyer in a number of foreign investment projects in Vietnam. In relation to legal supports, she had also joined in the development projects on private sector and start-up business; and counselled legal affairs and compliance for multinational corporation in a wide range of legal practice areas from contract drafting and negotiation, taxation law, labour law, corporate management, company policy, licensing and post-licensing, real estate business and other legal services relating to healthcare sector. She gained LL.B degree at Ho Chi Minh City Law University in 2006 and admitted to practice law in Vietnam as a member of Ho Chi Minh City Bar Association since 2012. She also gained MBA at Ho Chi Minh City Open University in 2008.



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Phuong Y Nhi is a Vietnamese attorney at law at Yoon & Yang's Ho Chi Minh City office. She specializes in foreign investment, corporate services, regulatory affairs, banking and finance and expertise in the pharmaceutical sector. She has particular experience in licensing and dissolutions, and has handled complex corporate tasks including the conversion of companies, structuring of the M&A transactions and registration of offshore loans with the State Bank of Vietnam. Prior to joining Yoon & Yang, Nhi worked for one year as Legal Executive for Saigon Star Capital Partners where she assisted in various M&A's, syndicate loans, restructurings, capital markets, private equity and investment projects, and she later spent five years at the Ho Chi Minh City office of a Singaporean law firm where she advised a number of multinational companies on Vietnamese law.



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Ha Minh Long is a paralegal at Yoon & Yang's Ho Chi Minh City office. His main practice areas include corporate and investment law, incorporation of many foreign invested companies in Vietnam, incorporation of offshore companies overseas as well as commercial law, employment law, contract law, land law, real estate transactions. Prior to joining Yoon & Yang, he worked for Department of Justice of Ho Chi Minh City and a Vietnamese law firm where he involved in many M&A transactions and incorporation of many foreign invested companies in Vietnam. He earned his LL.B, Business Law, at University of Economics and Law – Vietnam National University of Ho Chi Minh City in 2014 and obtained the Certificate of Graduation from Lawyer Training Course at Judicial Academy in 2016.



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Nguyen Thi Thu Huyen is a paralegal at Yoon & Yang's Hanoi office. Her main practice areas include corporate and investment law, employment law, contract law, tax compliance. Prior to joining Yoon & Yang, she worked for a pan-Asia, multi-disciplinary professional services firm, providing legal, tax and operational advisory to international corporate investors where she effectively supported many foreign investors to handle a wide range of legal issues arising in their initial steps of incorporation and foregoing operations in Vietnam. She earned her high distinction LL. B at the School of Law – Vietnam National University in 2016 and is pursuing Lawyer Training Course at Vietnam Judicial Academy.



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Joongyu Kim, a special partner of Yoon & Yang LLC, leads and directs the criminal law practice and international corporate practice in the firm. With 30 years of experience at the Prosecution Service, including serving as the Prosecutor General of the Republic of Korea, Joongyu provides practical insight and comprehensive support for a broad range of criminal cases and government regulation matters to our clients. He also served as the Deputy Minister and Assistant Minister for Legal Affairs at the Ministry of Justice (MOJ), working on various government matters, including the legislation process of corporate law and arbitration law. During his post as the Director of the Office of International Legal Affairs of the MOJ and Legal Attaché at the Embassy of the Republic of Korea in the U.S., he participated in global conferences and international trade negotiations. Furthermore, he promoted international cooperation of prosecutors around the world during his six years of service as the Executive Committee Member and the Vice President at the International Association of Prosecutors (IAP). He also hosted the World Summit of Prosecutors General, Attorneys General and Chief Prosecutors in 2011. Drawing on the vast experience and international network, Joongyu focuses on resolving Korean companies' overseas disputes and advising foreign companies' activities in Korea. He currently represents Korea as a Senator (Honorary Member) at the IAP and a member of the Venice Commission in the Council of Europe.



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Sangki Park is a senior advisor at Yoon & Yang LLC. His main practice areas include trade, customs duties and international affairs including South East Asian matters. After serving as Consul-General in Shanghai and Ambassador in Geneva, Sangki represented the Korean government in the negotiations between Korea-U.S. regarding Super 301, telecommunications, automobiles, pharmaceuticals and genetically modified food, aviation and export control of strategic items. Furthermore, he has abundant experience in negotiations with China, including the resolution of disputes regarding emergency tariff measures on garlic between Korea and China. Currently, Sangki serves as the Vice President of the United Nations Association of the Republic of Korea. He specializes in providing legal advice on international matters, in particular, matters related to investment, trade and customs.



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Dongsun Kim is a senior advisor at Yoon & Yang LLC. His main practice areas include legislative consulting, government procurement, defense industry and South East Asian matters. He is an expert in international trade with vast experience gained at the Ministry of Commerce, Industry and Energy, especially in multi-lateral negotiations, such as WTO negotiations, and bilateral negotiations, such as negotiations with the United States and China. Furthermore, he participated in the negotiation for Korea's membership in the Organization for Economic Cooperation and Development (OECD) while working at the Korea Permanent Mission to OECD and the Korean Embassy in China. Dongsun served as a Commissioner for Foreign Investment Promotion Task Force of the Presidential Transition Committee during the Lee Myung Bak Administration, Secretary for Trade, Industry & Energy of the Presidential Office, Administrator of the Small & Medium Business Administration and the President of the Korea Institute for Small & Medium Business.



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Jinhyung Park is a senior advisor at Yoon & Yang LLC. His main practice areas include investment in South East Asia and China and advising companies entering into South East Asian and Chinese markets. At KOTRA, he served various positions including the Head of Taipei, Beijing, Chengdu, Guangzhou and Shanghai Units, Executive Vice President for Chinese Regions, Executive Vice President for Information and Consultation, Executive Vice President for Small and Medium-Sized Enterprises and Vice President. During his 18 years of overseas posts, he worked on supporting Korean companies to enter into overseas markets and attract investment. He is an expert in Chinese and South East Asian region with broad network and first-hand experience in Asia.



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Soongki Yi is a partner at Yoon & Yang LLC. He is a member of the Korean Bar and the State Bar of New York. His main practice areas include overseas development projects, media and telecommunications, internet and electronic commerce, protection of personal information, foreign direct investment and international contracts. He is a renowned expert in M&A of cable television companies and, in 2013, he was selected by the Legal Times as a lawyer with specialty in the media and telecommunications field.



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Youngwoo Park is a partner at Yoon & Yang LLC. He is a member of the Korean Bar and the State Bar of New York. His main practice areas include finance-related regulations, real estate, M&A and South East Asian matters. In particular, he has been working on various large-scale real estate projects, such as development projects and transactions involving domestic and overseas real estate, and related financing transactions. Youngwoo also has abundant experiences in providing legal advice on M&A in South East Asia. Currently, he serves as a member of the investment review committee of the Local Finance Association.



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Sung Woon Kang is a partner at Yoon & Yang LLC and his main practice areas are securities, South East Asian matters and finance. He has experience with the issuance of securities by domestic companies through private and public offerings locally and abroad, domestic and overseas loans for financial institutions, project finance, and overseas investment by domestic companies. He also participated in the listing of foreign enterprises on Korea Exchanges for 3NOD and China Great Star.



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Sungbum Lee is a partner at Yoon & Yang LLC. He is a member of the Korean Bar and the State Bar of New York. His main practice areas include customs duties, international trade, foreign investment and South East Asian matters. At the Ministry of Foreign Affairs and Trade, he worked on international trade matters for eight years, including matters involving WTO, FTA and BIT. For many free trade agreements executed by Korea, he participated in the negotiations as a government delegate. He also was involved in several arbitration proceedings of WTO. In particular, he represented international and domestic companies in FTA origin verification and investigation on anti-dumping and countervailing duties by the Korean and foreign governments. Currently, he serves as a member of the Customs Evaluations Committee of the Seoul Main Customs Office.



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Sangoh Jeon is a partner at Yoon & Yang LLC. His main practice areas include antitrust, international contracts, corporate law, international litigations and South East Asian matters. His practice mainly focuses on antitrust advice and litigation, such as providing legal advice on issues involving the KFTC (e.g., cartel, unfair trade practices and violation of the subcontracting laws) and representing clients in administrative lawsuits related to the KFTC's orders. He also has experience in cases on extraterritorial application of antitrust laws of various countries regarding international transactions.



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Keunwoo Lee is a partner at Yoon & Yang LLC. His main practice areas include intellectual property rights, media, information and telecommunications and South East Asian matters. He has worked on global trade secret infringement case, trademark dispute of major companies, copyright infringement case between a terrestrial broadcasting company and a cable broadcasting company and patent agreement portion of a case on abuse of market dominant position by a market-leading multinational company. He served as a member of the Intellectual Property Right Committees of the Seoul Bar Association and the Korea Bar Association and, currently, serves a member of the Patent System Committee under the Korea Patent Attorneys Association.



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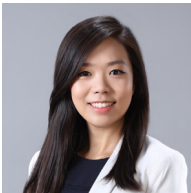
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Hae-in Park is a foreign attorney of Yoon & Yang. Her primary practice areas include South East Asian matters, international trade and corporate practice. She recently participated in a WTO dispute over antidumping and countervailing duties issues imposed by the U.S. government on large residential washers of Samsung Electronics and LG Electronics. She was also a member of a team to respond to a WTO dispute regarding sanitary and phytosanitary measures imposed by the Korean government. Ms. Park received B.A. in Economics and Chinese from Swarthmore College and J.D. from Harvard Law School. She served as an Article Editor of the Harvard International Law Journal.



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