

Jeff Olson

Office Managing Partner
Ho Chi Minh City
Hanoi

Biography

Jeff Olson is a Corporate & Finance partner and Managing Partner of our Ho Chi Minh City and Hanoi offices. He has more than 15 years' experience acting for private equity & funds firms, venture capital investors, and corporations of all shapes and sizes on complex multi-jurisdictional M&A and joint venture transactions across Asia and the U.S., and is also experienced in handling Vietnamese antitrust and competition law aspects of M&A and corporate transactions.

Representing clients in industries as diverse as agriculture, real estate, food and beverage, healthcare, oil and gas, e-commerce, tobacco, diversified industrials, and entertainment and media, Jeff combines mature market experience with emerging market know-how to guide clients through a rapidly evolving legal and regulatory landscape.

Vietnam and ASEAN are changing by the day, presenting both opportunities and obstacles for clients. Having practiced in New York, Tokyo, and currently Vietnam, Jeff knows what it takes to execute deals in challenging markets.

Representative experience



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Languages

English

Practices

Private Equity
Mergers and Acquisitions
Joint Ventures
Antitrust and Competition
Asia Regional Practice

Industries

Consumer
Education

Advising a Singapore-based private equity investor on its Series D preferred equity investment in a leading Vietnamese multi-category e-commerce company.

Advising New Kids Service Trading Corporation on its issuance of Series A preferred equity to Standard Chartered Private Equity.

Advising Sojitz Corporation on its strategic investment in 'smart agriculture' start-up Rynan Holdings JSC.

Advising FIH Mobile, a subsidiary of Foxconn, on its acquisition of Microsoft's feature phone business.

Advising a Singapore-based private equity firm on the acquisition of convertible debt instruments issued by a leading restaurant chain operator in Vietnam.*

Advising New Kids Service Trading Corporation on its issuance of Series B preferred equity to Crescent Point Management.

Advising Sojitz Corporation on its acquisition of 95.24% of the share capital of Saigon Paper Corporation.

Advising Kinh Do Corporation in connection with the sale of its snack business to Mondelez International.*

Advising a Singapore-based private equity firm on the acquisition of a minority stake in a leading distributor and manufacturer of crop protection chemicals in Vietnam.*

Advising Sojitz Corporation on its strategic investment in HOSE-listed PAN Group JSC.

Advising Dun & Bradstreet Corporation on the sale of its Vietnam business to CRIF S.p.A.

Advising a Vietnam-focused investment fund as secured lender on exchangeable financing arrangement to fund acquisition of a Ho Chi Minh City residential real estate project.

Advising GE Oil & Gas on the acquisition of John Wood Group's well support division for U.S.\$2.8bn.*

Technology & Telecoms

Diversified Industrials

Life Sciences and Health Care

Real Estate

Areas of focus

Cross-border Mergers and Acquisitions

Private Equity and Venture Capital Funds

Emerging Companies and Venture Capital

Exits

Food and Beverages

Retail and Consumer Goods

Carve-outs, Spin-offs, and Split-offs

Public Company Mergers and Acquisitions

International Programs

Co-investments

Education and admissions

Education

J.D., cum laude, University of Hawaii at Manoa, 2005

M.A., Texas A&M University, 2000

B.A., Texas A&M University, 1995

Advising Misys plc on the sale of All scripts-Misys Healthcare Solutions, Inc. for U.S.\$1.3bn.*

Advising Global Advanced Metals Pty Ltd on the acquisition of Cabot Corporation's supermetals business for U.S.\$450m.*

Advising NBC Universal and CBS on the sale of its stake in The Sundance Channel to Rainbow Media Holdings for US\$496m.*

Advising JBS S.A. (Friboi), a leading Brazilian beef producer, on the acquisition of Smithfield Foods' beef division for US\$565m.*

Advising Computershare Limited on the acquisition of Bank of New York Mellon's shareowner services business for US\$550m.*

Advising Thomson Reuters (Legal) Inc. on the acquisition of India-based legal process outsourcing provider Pangea3 Inc.*

Advising Thomson Reuters (Tax & Accounting), Inc. on the acquisition of property tax automation and land registry software provider Manatron, Inc.*

Advising Kirin Holdings Company, Ltd on the multistage acquisition and financing of US-based Nawgan Products, LLC.*

Advising International pipe fabrication and manufacturing company on the formation of a 50/50 joint venture with a South Korean engineering and construction company.*

*Matter handled prior to joining Hogan Lovells.

Awards and rankings

- Corporate/M&A (Vietnam), *Chambers Global*, 2018-2019

Latest thinking and events

- Hogan Lovells Publications

Memberships

Registered foreign lawyer in Vietnam

Bar admissions and qualifications

New York

Accolades

"Jeff Olson is highlighted by one client as 'thorough, responsive and very easy to deal with.'", *Chambers Asia-Pacific*

Jeff Olson is sought after for his skills in cross-border deals, often acting for foreign investors on M&A in such sectors as manufacturing and technology. A client appreciates that he is "solution-driven" in his approach.

Chambers and Partners

- Doing business – Consumer sector
- Hogan Lovells Publications
 - Doing business in Vietnam: Consumer sector
- News
 - Getting The Deal Through: Automotive 2020
- Hogan Lovells Publications
 - Amended investment and enterprise laws: Pros and cons for foreign investors *Corporate and Finance Alert*
- Hogan Lovells Publications
 - A Comparative Guide: Impact of COVID-19 on the Infrastructure and Energy Sector
- News
 - Vietnam merger clearances as new filing regime comes into force