

Hanh N. Disch-Lê

In today's global market place, multinational companies are facing the commercial, legal and financial challenges of creating and sustaining competitive advantage and value from international expansion. The path to globalisation opens up tremendous new opportunities, but the road to success is often risky with many potential pitfalls along the way. In 2002, Hanh seized the opportunity to address the growing need of leading corporations for strategic support on globalisation issues and created her own consulting firm Strategic International Management Ltd. (SIM Ltd.), focussing on developing long-term partnerships with clients by thoroughly understanding their industry and business strategy.

Areas of Expertise:

- ▶ Business Development
- ▶ International M&A
- ▶ Regulatory & Competition
- ▶ International Trade
- ▶ Strategic Planning
- ▶ International Litigation & Arbitration

Prior to starting up SIM Ltd., Hanh served as Deputy General Counsel of Companhia Vale do Rio Doce (CVRD), the world's largest iron ore producer and exporter and Latin America's largest mining company. During her 5 years with CVRD in Brazil, she successfully directed large-scale acquisition and antitrust projects in Europe, the Middle East, Latin America and the United States. During this period, she also served as a director on the Board of Bolero Association Ltd., a user association of Bolero International Ltd. which provides the infrastructure for the electronic clearance of banking and shipping documents to many of the world's leading international export corporations, banks, and shipping companies.

Before joining CVRD, Hanh worked for 3 years as an international lawyer with Baker and McKenzie in Hong Kong and Vietnam. During this period of heavy foreign investments in South East Asia, Hanh was involved in numerous projects for many international Blue Chip companies interested in entering these markets. During this time, she also has written and published on a wide range of foreign investment issues.

Before entering into the legal field, Hanh had a successful career as a banker with one of the largest banks in California, USA.

In 1994, she obtained her JD from the University of Washington School of Law. Her undergraduate years were spent at the Oberlin College in Ohio, USA where she earned her Bachelor of Arts in Political Science in 1986. While in law school, she worked as a research assistant to Nobel Peace Prize Nominee Dr. Prosterman on land reform in non-market-economy countries.

Hanh has lived and worked in North America, Latin America, the Caribbean, Europe, and Asia. She has also travelled extensively in these continents as well as in Africa and the Middle East. Consequently, she is fluent in several languages and is sensitive to and well-versed in different cultural and business environments.

After the fall of Saigon in the 1970's, Hanh escaped the country of her birth Vietnam as a refugee and started a new life in the United States. She is currently based out of Rio de Janeiro, Brazil.