

2010/2011

Vision & Associates is locally and internationally recognized as a leading professional firm of Vietnam.

Asia Pacific Legal 500	<p><u>Overview:</u></p> <p>Vision & Associates ... are also well respected ...</p> <p><u>Banking and Finance:</u></p> <p><u>Tier 2</u></p> <p>Vision & Associates' visibility in the banking sector is improving because 'it is doing good work'.</p> <p>The Lawyers: Pham Nghiem Xuan Bac is 'very good', and Luu Tien Ngoc is also active.</p> <p><u>Capital Markets:</u></p> <p><u>Tier 2</u></p> <p>A 'good' local firm, Vision & Associates advises several banks.</p> <p>The Lawyers: Pham Nghiem Xuan Bac and Luu Tien Ngoc are recommended.</p> <p><u>Corporate and M&A:</u></p> <p><u>Tier 2</u></p> <p>Vision & Associates is a 'quality, full-service firm' with a busy corporate practice.</p> <p>The Lawyers: Pham Nghiem Xuan Bac, Le Tuan Anh and Le Quynh Anh are recommended.</p> <p><u>Dispute Resolution:</u></p> <p><u>Tier 1</u></p> <p>A 'genuinely full-service, quality firm', Vision & Associates acts primarily on debt recovery and contract disputes.</p> <p>The Lawyers: The 'very good' Pham Nghiem Xuan Bac and fellow partner Le Tuan Anh are recommended.</p> <p><u>Insurance:</u></p> <p><u>Tier 1</u></p> <p>Vision & Associates acted as local counsel for SwissRe during its acquisition of shares in VinaRe. It recently represented MSIG Insurance (Vietnam) in establishing 100% foreign-owned operations.</p> <p>The Lawyers: Pham Nghiem Xuan Bac and Le Quynh Anh are recommended.</p> <p><u>Intellectual Property:</u></p> <p><u>Tier 1</u></p> <p>Vision & Associates's 'strong' and 'very active' practice focuses primarily on prosecution, enforcement and disputes concerning trade marks and domain names.</p> <p>The Lawyers: The 'very good' Le Thi Kim Dzung, Do Quang Hung and Pham Nghiem Xuan Bac are recommended.</p> <p>[Mr. Pham Nghiem Xuan Bac, Managing partner, is ranked as one of leading individuals in the IP field.]</p> <p><u>Real Estate and Construction:</u></p> <p><u>Tier 2</u></p> <p>Vision & Associates represents developers and construction groups.</p> <p>The Lawyers: Le Quynh Anh is recommended.</p> <p><u>TMT:</u></p> <p><u>Tier 2</u></p> <p>Vision & Associates advises clients such as Motorola Vietnam and Siemens on legal, regulatory and management issues.</p> <p><u>Tax:</u></p> <p><u>Tier 2</u></p> <p>Vision & Associates advises on a range of domestic and cross-border tax matters, including contentious representation of clients.</p> <p>The Lawyers: Le Tuan Anh and Le Quynh Anh are recommended.</p>
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<p>Asia Law</p>	<p style="text-align: center;"><u>Banking and Finance:</u></p> <p style="text-align: center;"><i>Tier 3</i></p> <p>With solid experience in local banking regulations, foreign banks and local government department often turn to the firm for regulatory advice.</p> <p>The Lawyers: Leading individuals include Pham Nghiem Xuan Bac and Luu Tien Ngoc</p> <p style="text-align: center;"><u>Dispute Resolution:</u></p> <p style="text-align: center;"><i>Tier 3</i></p> <p>Vision & Associates brings domestic capabilities with international experience to its clients when handling dispute resolution matters.</p> <p>The Lawyers: Le Quynh Anh is a respected litigator that leads a team of practitioners dealing with litigation, arbitration and mediation. Services cover legal advice, warning letter drafting, negotiations, defence before the Vietnamese courts, commercial arbitrations and enforcements.</p> <p style="text-align: center;"><u>Corporate/ M&A:</u></p> <p style="text-align: center;"><i>Tier 3</i></p> <p style="text-align: center;"><u>Intellectual Property:</u></p> <p style="text-align: center;"><i>Tier 2</i></p> <p>Vision & Associates is a Vietnamese firm that offers local and international IP legal advice. The firm is adept in areas like IP rights prosecution, anti-counterfeiting and copyright infringement. Vision & Associates also has [associated] offices in Cambodia and Laos, given it a unique presence.</p> <p>The Lawyers: Pham Nghiem Xuan Bac is the managing partner of the firm and leader in this practice area. Do Quang Hung is a leading partner at Vision & Associates.</p> <p style="text-align: center;"><u>Construction & Real Estate:</u></p> <p style="text-align: center;"><i>Tier 3</i></p> <p style="text-align: center;"><u>Tax:</u></p> <p style="text-align: center;"><i>Tier 2</i></p>
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Banking and Finance:**Band 3**

This 14-partner firm wins widespread acclaim for the “commercial sense and understanding of the core issues” it brings to banking and finance matters. It also generates praise for being well informed of changes to the continually developing laws of Vietnam. As such, it is regularly instructed by such heavyweights as ANZ, ..., on loan transactions. Another feature of the practice is its work on behalf of government funds in the infrastructure arena.

The Lawyers: Founding partner Pham Nghiem Xuan Bac [*Band 3*] handles banking and finance and capital markets work as part of his broad commercial practice. Clients agree that his presence on their deals “adds real value”. He and fellow partner Luu Tien Ngoc [*Band 4*] combine legal practice with consultancy and they, along with the rest of the team, are deemed to be “exceptional value for money”.

Corporate/ M&A:**Band 3**

While this firm’s best-known strengths remain within the IP field, it continues to develop its expertise in the corporate arena. The “informed and always up-to-date” group garners praise for its work in M&A, corporate governance and foreign direct investment.

The Lawyers: Founding partner Pham Nghiem Xuan Bac [*Band 2*] combines a transactional workload with his role as managing partner of the firm. Clients are confident that “he always has a knowledgeable stance on complex questions”. Foreign investment, governance and restructuring, and state-owned enterprise reform and development all fall within his broad remit. Luu Tien Ngoc [*Band 3*] is highlighted by clients for “developing an in-depth knowledge of our business and the issues we confront,” while Le Quynh Anh [*Band 3*] advises on foreign direct investment projects and SMEs in Vietnam.

Dispute Resolution:**Band 2**

Although this team remains best known for IP-related contentious matters, the past year has seen it substantially expand its client base into a number of new sectors. As a result, it has been particularly busy acting for a number of foreign investor clients on their disputes concerning investments into Vietnam. Clients laud the five-lawyer team for “always giving measured and well thought-out advice,” and are impressed with its “ability to fight hard for our interests.”

Intellectual Property:**Band 1**

As the pre-eminent domestic IP firm in Vietnam, Vision & Associates offers a full-service contentious and non-contentious practice that takes on patent and design, trade mark and copyright, and enforcement and litigation work. The firm fields one of the largest teams in the country, and its expertise stretches to include related work in Laos and Cambodia. Clients benefit from its close connection with key government authorities to safeguard their portfolios.

The Lawyers: A former legal expert and patent examiner for the National Office of Intellectual Property (NOIP), managing partner Pham Nghiem Xuan Bac [*Band 2*]’s areas of concentration include commercial IP advice, registrations and enforcement, IP group head Le Thi Kim Dzung [*Band 1*] is known for “getting things done”, while Do Quang Hung [*Band 3*] is an authority on IP rights enforcement and dispute settlement work, particularly regarding domain name disputes.

Real Estate:**Band 2**

This real estate team receives a broad range of mandates from a varied mix of foreign and local clients, and moves up Chambers’ tables based on positive feedback from clients, international counsel and local peers. Sources highlight the firm’s continued growth and expansion into multiple practice areas and its budding projects practice, which specializes in build-operate-transfer and similar PPP projects. The corporate real estate and property development practice tackles retail, commercial, industrial and residential projects in the public, tourism, hospitality and entertainment sectors.

The Lawyers: Le Quynh Anh is the firm’s key contact in this practice area.

TMT:**Band 1**

This practice leads the pack as the domestic heavyweight for TMT concerns, having represented leading international companies... The team’s core strengths include telecoms and media work, but its main focus is on online business, where it advises clients on Internet privacy, software development, licensing and maintenance agreements, registration and enforcement of legal rights and business process outsourcing.

The Lawyers: Dang Trong Hieu [*Band 2*] and Le Tuan Anh are the main points of contact.