

2012/2013

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

International Tax Review	<u>Overview:</u> <u>Firms:</u> Tier 3 Le Quynh Anh is the executive partner of Vision & Associates' legal department. The tax team has been involved in a number of successful court cases where tax incentives have been granted for clients' investment projects in Vietnam. The firm helps clients achieve benefits through incentive tax rates, tax holidays and tax reductions and exemptions. While the tax professionals have represented clients before the tax authorities, their services are not limited to just tax dispute resolution. Clients also seek advice on issues regarding corporate income tax, capital gains tax, VAT, foreign contractor tax, import-export tax and income tax. Related website: More information and details can be found at the below link: http://www.itrworldtax.com/Jurisdiction/127/Vietnam.html
World Trademark Review	<u>Overview:</u> <u>Firms:</u> Tier 3 Intellectual property is a core area of focus for "top-notch commercial firm" Vision & Associates. Its sizeable IP team covers both contentious and non-contentious service areas, and the firm "particularly stands out for its excellent work on more complex and demanding trademark matters". <u>Individuals:</u> Head of the IP practice group Le Thi Kim Dzung "has fantastic legal knowledge and is consistently able to get great results for clients in challenging scenarios". She focuses on non-contentious matters and is a valued strategic adviser. Alongside corporate and finance, intellectual property is a major focus for managing partner Pham Nghiem Xuan Bac, who is acclaimed as an "excellent manager and rainmaker for the firm". He advises clients on IP strategy, trademark registrations and enforcement. Both Dzung and Bac are former National Office for Intellectual Property (NOIP) legal experts and patent examiners. Related website: More information and details can be found at the below link: http://www.worldtrademarkreview.com/wtr1000/rankings/DetailV2.aspx?g=1a115e75-1c87-43a2-8754-711a23a3d01c

Asia Pacific Legal 500	<u>Overview:</u> <u>Banking and Finance:</u> Tier 2 The Firm: Vision & Associates’ core practice is advising large Asian banks on documentation and regulations pertaining to syndicated loans and other facilities to clients. The Lawyers: Luu Tien Ngoc and Ngo Trung Hieu are well regarded. <u>Capital Markets:</u> Tier 3 The Firm: Vision & Associates advised a local client on proposals for a sizeable bond issuance in 2010, and another company on private placement of new shares. The Lawyers: Luu Tien Ngoc and Ngo Trung Hieu are the key partners. <u>Corporate and M&A:</u> Tier 4 The Firm: Vision & Associates is commercial local counsel to Chevron Vietnam, and advises manufacturers and investors on commercial contracts and transactions. The Lawyers: Pham Nghiem Xuan Bac, Luu Tien Ngoc, Ngo Trung Hieu and Le Quynh Anh are the key corporate partners. <u>Dispute Resolution:</u> Tier 1 The Firm: Vision & Associates has been busy recently with debt recovery and bankruptcy proceedings, construction contract litigation, and labour disputes. The Lawyers: Le Tuan Anh is recommended. <u>Insurance:</u> Tier 2 The Firm: Vision & Associates recently assisted an insurance joint venture with restructuring, and advises corporate insurees on their coverage. The Lawyers: Pham Nghiem Xuan Bac and Le Quynh Anh are recommended. <u>Intellectual Property:</u> Tier 1 The Firm: Vision & Associates is ‘a very good IP firm’, primarily advising on prosecution, enforcement and franchising of trade marks, copyright and domain names. Recent highlights include advising BASF on trade mark and patent licensing agreements with Construction Research & Technology GmbH; advising Omega Pharma regarding a trade mark infringement by Vifranco Pharma; and acting for Yahoo! Inc in pursuing action against an infringer that had registered the name “Yahoooooo!!! Private Company”. The Lawyers: Le Thi Kim Dzung, Do Quang Hung and managing partner Pham Nghiem Xuan Bac (Leading individual) are recommended. <u>Real estate and Construction:</u> Tier 3 The Firm: Vision & Associates provides commercial contract and corporate structuring advice on construction and project development. It is advising Sudico on various projects, including the Tien Xuan new urban area in Hanoi. Other clients include Vinaconex and Vinaenco. The Lawyers: Le Quynh Anh is recommended. <u>TMT:</u> Tier 2 The Firm: Vision & Associates advises local and foreign media or telecoms companies on contracts, investments and regulatory issues. The Lawyers: Le Tuan Anh and Dang Trong Hieu are the key contacts.
Asialaw Profiles	<u>Banking and Finance:</u> Tier 3 Vision & Associates is a multi-faceted firm that “combines weighty commercial experience with many years of legal knowledge”, says one client. <u>Corporate/ M&A:</u> Tier 3 Vision & Associates is a multi-faceted firm, “combining weighty commercial experience with many years of legal knowledge”, says one client. <u>Construction & Real Estate:</u> Tier 3 Vision & Associates has built a solid reputation in advising domestic and international companies on various types of projects including Public-Private Partnerships (PPP). <u>Dispute Resolution:</u> Tier 3 Vision & Associates combines local law capability with international expertise in providing the best possible solutions to clients. With experienced lawyers across different sectors, the team is capable of managing complex cases involving multiple claims. <u>Energy & Natural Resources:</u> Renowned for its expertise in corporate services, the energy and natural resources team of Vision & Associates has slowly been growing. <u>Intellectual Property:</u> Tier 2 Vision & Associates’ IP practice had another solid year handing all aspects of IP rights ranging from copyright to domain names in Vietnam...

Chamber Asia	<u>Banking and Finance:</u> <u>Band 2</u> THE FIRM This firm has a wide client base with a focus on cross-border lending... Sources say: "Good combination of legal expertise and commercial outlook." KEY INDIVIDUALS Luu Tien Ngoc [<i>Band 3 Banking & Finance, Band 2 Banking & Capital Markets</i>] is well known as a capital markets expert while also possessing broad knowledge of the banking and finance sector. Pham Nghiem Xuan Bac [<i>Band 3 Banking & Finance</i>] is the managing partner of Vision & Associates, with a particular focus on banking and finance. He is well regarded for his long-standing leadership of the firm and astute advice. <u>Corporate and M&A:</u> <u>Band 3</u> THE FIRM Focusing on foreign investment and due diligence matters, this group earns accolades for its solid expertise. It is historically known for its strength in IP matters, but in recent years has made a significant push in the corporate market. KEY INDIVIDUALS The practice is headed up by Luu Tien Ngoc [<i>Band 3</i>], who focuses on shareholders' and share purchase agreements. Le Quynh Anh [<i>Band 3</i>] is a labour and tax expert who is well regarded for the quality of her advice. <u>Dispute Resolution:</u> <u>Band 3</u> THE FIRM This large team is prized for its comprehensive service, offering litigation and arbitration expertise in a wide range of industries. In the last year the team has dealt with significant amounts of debt recovery work, originating from the worldwide economic downturn. It is well regarded for its reach across the South-East Asia region. KEY INDIVIDUALS Pham Nghiem Xuan Bac and Le Tuan Anh are vastly experienced and key partners at the firm. <u>Intellectual Property:</u> <u>Band 1</u> THE FIRM This firm has a historical presence within the market and has a dedicated team of 78 lawyers. It offers a comprehensive service to clients, with particular strength in trade marks and copyright law... Sources say: "A very good local firm in all areas of the law." KEY INDIVIDUALS Le Thi Kim Dzung [<i>Band 1</i>] is renowned for her expertise across the board, and has handled several high-profile matters in the last year. Do Quang Hung [<i>Band 2</i>] advises on matters across Vietnam as well as in Laos and Cambodia... Managing partner Pham Nghiem Xuan Bac [<i>Band 3</i>] maintains an active presence overseeing the team. <u>Projects, Infrastructure & Energy:</u> <u>Band 3</u> THE FIRM This firm is particularly adept at handling instructions from foreign clients... The team covers every combination of approval, submission, location, procurement and construction issue for clients, whilst maintaining a high level of service. KEY INDIVIDUALS Le Quynh Anh [<i>Band 3</i>] heads the practice and takes the lead on all projects and real estate transactions, particularly taxes, leasing and construction matters. <u>TMT:</u> <u>Band 1</u> THE FIRM This firm maintains its stronghold in the growing TMT sector, advising on a wide range of issues. It stands out for its broad knowledge and ability to handle complex cases. KEY INDIVIDUALS Do Quang Hung is the partner with responsibility for the TMT practice.
International Finance Law Review – IFLR1000	<u>Overview:</u> Vision & Associates is led by Pham Nghiem Xuan Bac, who "specialises in foreign direct investment and insurance work, amongst many other areas", says a client. It is a multifaceted firm "combining weighty commercial experience with many years of legal knowledge," says another. <u>Banking and Capital Markets:</u> <u>Tier 3</u> <u>Mergers and Acquisitions:</u> <u>Tier 3</u>