

# **2015/2016**

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

**Overview:**

**Banking and Finance:**

**Tier 2**

The Firm: **Vision & Associates** acts for multinational banks, including SMBC and Rabobank, as well as government ministries and committees, including Vietnam's Ministry of Finance. The practice frequently partners with international firms to provide local law advice on project finance transactions

The Lawyers: Luu Tien Ngoc and managing partner Pham Nghiem Xuan Bac are the team co-heads

**Capital Markets:**

**Tier 3**

The Firm: **Vision & Associates** serves as Vietnamese counsel to a company that is listing on an international stock exchange, and which the firm is assisting with the private placement of shares and associated regulatory advice

The Lawyers: Luu Tien Ngoc and Dang Trong Hieu are the key contacts.

**Corporate and M&A:**

**Tier 4**

The Firm: **Vision & Associates** has a strong track record advising on the acquisition of state-owned enterprises and provides corporate governance and secretariat services on a retainer basis.

The Lawyers: The team co-heads are Luu Tien Ngoc and Dang Trong Hieu

**Dispute Resolution:**

**Tier 1**

The Firm: **Vision & Associates** has retainers with various clients to handle debt recovery proceedings.

The Lawyers: Managing partner Pham Nghiem Xuan Bac, Le Quynh Anh and Dang Trong Hieu share leadership of the team.

**Insurance:**

**Tier 2**

The Firm: **Vision & Associates** acts for clients including Manulife (Vietnam) and QBE. Areas of expertise include the establishment of businesses, policy reviews and regulatory compliance.

The Lawyers: Pham Nghiem Xuan Bac and Luu Tien Ngoc are the practice co-heads.

**Intellectual Property:**

**Tier 1**

The Firm: IP continues to be a core practice area for **Vision & Associates** and the firm significantly expanded its team by recruiting six associates during 2015 and 2016. The group has a full-service approach, although it is typically instructed to handle domain name disputes, trade mark infringements and appeals to NOIP to invalidate trade mark registrations. Clients include The Hearst Corporation, Unilever and Bridgestone

The Lawyers: Managing partner Pham Nghiem Xuan Bac [*Leading individual*] and Le Thi Kim Dzung, who are able to draw on their considerable experience as former NOIP patent examiners, jointly head the team with Do Quang Hung

**Project and Energy:**

**Tier 3**

The Firm: **Vision & Associates** is experienced in advising on internationally funded PPP projects. Clients include Chevron and THT Development

The Lawyers: **Vision & Associates**, co-headed by Pham Nghiem Xuan Bac and Luu Tien Ngoc...

**Real estate and Construction:**

**Tier 3**

The Firm: **Vision & Associates** is assisting with a real estate development project in Hanoi, which has included revising a joint venture agreement and handling a dispute

The Lawyers: Le Quynh Anh led the advice

**TMT:**

**Tier 2**

The Firm: **Vision & Associates** saw increased activity advising on data protection, outsourcing, licensing and data privacy. Typical instructions include advising international clients on establishing joint ventures and providing regulatory support

The Lawyers: Luu Tien Ngoc is the key contact.

**Tax:**

**Tier 3**

The Firm: **Vision & Associates** has strong transactional expertise and is particularly adept at advising investors on tax incentives

The Lawyers: Le Quynh Anh and Dang Trong Hieu co-head the team, which acts for clients including Obayashi Vietnam and ISC

**Overview:**

Vision & Associates is highly respected for its strong intellectual property practice, as well as its banking and finance work. "They are top-notch, I consider them among the big five IP firms in Vietnam," says a peer...

Vision & Associates was the winner of the Best Firm in Vietnam at IFLR's Asia Women in Business Law awards 2014.

**The Lawyers:** The intellectual property group consists of 45 fee earners and provides a range of services covering all aspects of intellectual property rights, including patent, designs, trade marks and copyright. Managing partner Pham Nghiem Xuan Bac, one of the founding partners, is a highly respected patent and trade mark attorney. He is assisted by Do Quang Hung, whose work includes intellectual property commercialisation and technology transfer.

Hung is leading a team in an ongoing trade mark dispute for Korean company Ponaflex. Partner Le Quynh Anh specialises in corporate and M&A work and maintains close ties with the firm's long-standing clients such as Unilever and ArcelorMittal. In banking, some of the noteworthy matters include providing a large foreign bank with legal opinions in connection with the amendments to the loan agreements between the client and its lenders. Over the past 12 months, Vision & Associates has provided legal advice on Vietnam's legal framework governing banking, financial and foreign exchange operations, syndicated bank lending, preparation and review of contractual documents, and advising on financial risks of projects. Corporate partner Luu Tien Ngoc is considered a top M&A lawyer who has been described as a "strong negotiator" in recognition of his handling of complex transactions.

**Banking and Finance:**

**The Firm:** Vision & Associates is highly recommended.

**The Lawyers:** Mr. PHAM NGHIEM Xuan Bac is ranked as Leading Lawyer.

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**Capital Markets:**

*Active*

**Competition & Anti-trust:**

*Vision & Associates is recommended.*

**Construction & Real estate:**

*Vision & Associates is recommended.*

**Corporate and M&A:**

*Vision & Associates is highly recommended.*

*The Firm:*

**The Lawyers:** Mr. LUU Tien Ngoc and Mrs. LE Quynh Anh are ranked as Leading Lawyers

**Dispute resolution:**

*Vision & Associates is highly recommended.*

**Energy and Natural Resources:**

*Vision & Associates is recommended.*

**Dispute resolution:**

*Vision & Associates is highly recommended.*

**Financial Service Regulatory:**

*Active*

**Insurance:**

*Vision & Associates is recommended.*

**Intellectual Property:**

*Outstanding*

**Investment Fund:**

*Vision & Associates is recommended.*

**IT, Telco & Media:**

*Vision & Associates is highly recommended.*

**Labour & Employment:**

*Vision & Associates is recommended.*

**Private Equity:**

*Vision & Associates is recommended.*

**Project Finance:**

*Vision & Associates is highly recommended.*

**Restructuring & Insolvency:**

*Vision & Associates is recommended.*

**Shipping, Maritime & Aviation:**

*Active*

**Tax:**

*Active*

**Overview:**

Other key local firms include ... **Vision & Associates** ...

**Banking and Finance:**

***Band 3***

**What the team is known for** Solid track record of advising lenders on syndicated loans in the power and real estate sectors. Also handles foreign exchange transactions.

**Notable practitioners** Luu Tien Ngoc [*Band 3*]’s broad practice covers banking and finance, capital markets and private equity work. He routinely represents international bank syndicates on project financing.

**Significant clients** Duxton Asset Management, HSBC, The Korea Development Bank, Rabobank, Société Générale...

**Corporate and M&A:**

***Band 3***

**What the team is known for** Offers a full range of corporate services including corporate governance, M&A, restructuring and insolvency. Key clients hail from the manufacturing, consumer goods, soft commodity and asset management sectors. Additional capabilities in IP.

**Notable practitioners** Luu Tien Ngoc [*Band 3*] is held in high regard for his broad-ranging practice. He has recently advised on strategic M&A in a variety of sectors including energy, manufacturing and hospitality.

**Significant clients** Unilever, VinaCapital, Wärtsilä, Langdon & Seah, Olam International.

**Dispute Resolution:**

**Intellectual Property:**

***Band 1***

**What the team is known for** Prominent name for contentious IP work, including anti-counterfeiting advice and trade mark infringement. Frequently advises clients in combating cybersquatting domain names.

**Strengths** (Quotes mainly from clients)

“Combine high-quality work with a high success rate.”

“Highly efficient team of legal consultants.”

**Notable practitioners** Le Thi Kim Dzung [*Band 1*] is considered to be one of the gurus of Vietnamese IP law. She recently represented a company in a complex patent invalidation case. Highly regarded practitioner Do Quang Hung [*Band 2*] represents domestic and foreign clients on patent and trade mark issues, and is particularly well versed in advising on IP disputes.

Managing partner Pham Nghiem Xuan Bac [*Band 3*] is highlighted for her many years of experience advising on IP registrations and enforcement. His recent work includes advising a pharmaceutical client in relation to a patent infringement.

**Significant clients** Lacoste, Hewlett-Packard, Parfums Christian Dior, Universal Studios, Warner Bros Entertainment.

**Projects, Infrastructure & Energy:**

***Band 4***

**What the team is known for** Maintains an active practice in the PPP sphere and is also noted for real estate and hospitality work.

**Notable practitioners** Executive partner Le Quynh Anh [*Band 2*] is a respected practitioner in the real estate sphere. She has recently advised Korean investors on land acquisition opportunities.

**Significant clients** The World Bank, Chevron Lubricants, Vietmindong Energitama, Quang Trung Power, RWE.

**TMT:**

***Band 2***

**What the team is known for** Large local team with an enviable roster of international and domestic corporate clients. Provides full-service assistance in TMT, although particularly active in the IT sector.

**Work highlights** Acted for System Exe on contract issues relating to the sale of its production management system to Vietnamese buyers.

**Notable practitioners** Managing partner Pham Nghiem Xuan Bac is a key client contact.