

# Insurance

**Highly Recommended:** “Luu Tien Ngoc and Dang Trong Hieu, of the insurance practice at Vision & Associates”

***Asialaw Profiles 2016/2017***

**Tier 2:** “Luu Tien Ngoc and Le Tuan Anh regularly handle insurance-related instructions.”

***Asia Pacific Legal 500 2016/2017***

***Although being only given birth by a new development era of the country after the launch of “Doi moi” policy resulting in people’ speeding-up demand for safety and security in their life and activities, Vietnam’s insurance market quickly develops to receive the entry of many foreign comers. We act some insurance companies in the market and involve recently in some transactions in the sector, which involve the participation of insurance companies, government agencies and other third parties.***

## **Our Team**

Taking the lead in this field, our team comprises distinguished foreign and Vietnamese lawyers with a combination of international expertise and qualifications, and practical understanding of the nature of the local insurance market and legal framework which are both in the first making shape process, to provide clients with the best services.

## **Our Services**

Our services in this field cover:

- Business setting up;
- Advices on regulatory aspects of general insurance, life insurance, and statutory insurance (i.e. third party insurance, social/ healthcare/ unemployment insurance, and professional insurance);

- Policy reviewing and interpretations;
- Contract drafting, reviewing and finalizations.

## Our Clients

Our clients in this field include MSIG, QBE, UIC, SwissRe, etc.

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# Competition & Consumer

<p><b><u>Recommended:</u></b> Vision &amp; Associates is recommended.</p>
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*Asialaw Profiles 2016/2017*

*Enhancing 20-year practising experience in the fields of domestic and foreign investment, the Firm and its partners are strongly confident in assisting clients with advices and support in any phases of the full life of an investment project or an enterprise in Vietnam, from the establishment, production and/or trade, distribution and consumption of products, to the exit. We act beyond the “pure interpretation of words” as provided for by law to accompany clients during the protection of their legal interests and benefits and achievement of their business goals.*

## Our Team

We build up a team of lawyers who have not only high legal qualification and proceeding skills but having also business mind, and keep close connection with the State authorities in the fields. The number of clients authorizing our team to safeguard their business in Vietnam is incessantly increasing. We have successfully advised on various issues occurring to the clients during the implementation of their investment and running enterprises in Vietnam, and on such basis, helped

clients to overcome such hurdles.

## **Our Services**

We offer a wide range of services in these fields to clients who have their investment and enterprise in numerous sectors and throughout the country.

- Our services focus on the following:
- Providing legal and practical advices;
- Investigating the acts of infringement or violation;
- Participating in negotiations and conciliations between the parties;
- Representing the client at court or arbitration.

And the services cover the following:

- Competition and restrictive trade practices (including price fixing, refusal to supply, distribution arrangements, etc.);
- Consumer protection (including misleading or deceptive conduct, safeguarding brands, advertising and promotions clearance, sponsorships, etc.);
- Trade practices compliance;
- Product registration and liability; and
- Mergers & acquisitions (including dominance and concentration analysis).

## **Our Clients**

Our key clients in this area include Chevron, Yahoo! SEA, Acerlor-Mittal Vietnam, Unilever Vietnam, Ajinomoto Vietnam.

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# Technology, Media & Telecommunications

**Highly Recommended:** “Vision & Associates’s IT, media and telecommunications team tends to handle matters involving internet privacy, data protection and transfer, technology licensing and outsourcing. Dang Trong Hieu also advised [...] on how Vietnamese laws affected the use of e-signatures in its local operations.”

***Asialaw Profiles 2016/2017***

**Band 2:** “Sizeable department which frequently advises major international companies on their Vietnamese operations. Significant expertise in outsourcing, data protection, licensing and internet privacy.” “A very well-known firm with a good reputation.” “A key contact is Luu Tien Ngoc, who leads the office’s TMT practice.”

***Chambers Asia 2016/2017***

**Tier 2:** “Vision & Associates undertook several data-related matters in 2015 [...] Le Tuan Anh and Dang Trong Hieu led on these matters respectively.”

***Asia Pacific Legal 500 2016/2017***

***Our TMT team is focussed on the acquisition of technology, knowledge and expertise in the areas from overseas to Vietnam, and the use and application thereof in Vietnam. Our combination of high-level local legal knowledge and international expertise enables us to understand and advise clients of legal-related risk issues that they should be aware of before and during the course of their business in Vietnam. We have the insight to see the best manner to enter into the market and deliver most practical solutions so that clients may achieve all possible business objectives, at the competitive rates.***

## **Our Team**

Our lawyers combine highly developed legal skills with business acumen. We are actively involved in law reform in the country in this area, on top of TMT insights and publications, and have a first hand understanding of the IT industry. Above all, our team is known to be one of the most recommended choices in the sector in Vietnam.

## **Our Services**

Our services cover all the digital and technology issues in the area that clients are likely to face. These range from electronic transactional work to privacy on the Internet; from software development, licensing and maintenance agreements to strategic advice on business process outsourcing; from registration for validity to enforcement of the legal rights. We apply our skills in the context of your business, and have particular experience in the technology transfer and application in manufacturing and hospitality industry, and structuring the ways of carrying out business by clients in this TMT area.

## **Our Clients**

Our clients in this TMT area include not only domestic corporate clients such as Viettel, Xone, etc. but also international corporate clients such as Yahoo!, Motorola, TNS, NEC Soft, NEC Solutions, Jujitsu, Prowtech, Denso, Cargill, ArcelorMittal, etc.

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# Construction & Engineering

“Vision & Associates’ executive partner Le Quynh Anh [Band 2] is a real estate expert. She has been active in this market for almost 25 years and is particularly known for her focus on industrial property matters.[...].”

***Chambers Asia 2016/2017***

***Tier 3***: “Le Quynh Anh is the main contact at Vision & Associates [...].”

***Asia Pacific Legal 500 2016/2017***

***The construction industry operates in one of the most changing legal environment in Vietnam. We are experienced at structuring large, complex construction and engineering projects in the way that can be workable in the specific context of Vietnam and at the same time providing clients with the best protection and safeguard. We advise contractors, developers, consultants and other sector players to achieve their business goals.***

## **Our Team**

We have a team of lawyers who have not only good legal backgrounds and skills but having also strong ties to the sector, working closely with many of the major developers in the sector. We have come face to face with most of the legal issues that confront contractors, developers, consultants and other sector player, and based on those advise those clients on how to resolve them. We pool our expertise to offer you specialist insights into the local legislations, their changes and implications in the context of Vietnam. Above all, our team is known to be one of the most recommended choices in the sector in Vietnam.

## **Our Services**

We offer our services to not only domestic but also international-funded projects, in various type of projects including PPPs (widely known in Vietnam being BOTs, BTOs, BTs), covering every combination of approval, submission, location, procurement and in some cases, financing arrangement.

More particularly, our experience is in all types of construction and engineering projects including:

- Commercial building;
- Civil engineering;
- Transport (road, rail and light rail);
- Electricity and gas;
- Petrochemical;
- Hotel, tourism and sporting facilities;
- Residential property;
- Resources; and
- Water.

## **Our Clients**

Our clients in these areas include Hanshin Engineering & Construction, Obayashi Vietnam, STX, Keppel Land, Intra, SP Chemicals, Riviera Hotel, C&Woobang, Sudico, Bitexco, An Vien, Thu Duc BOT Bridge, Thu Duc B00 Waters, etc.