

# Property

“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***

***Like other related sectors, the property sector operates in one of the most changing legal environment in Vietnam. We are experienced at structuring large, complex real property projects in the way that can be workable in the specific context of Vietnam. We advise contractors, developers, consultants and other sector players to achieve their business goals.***

## **Our Team**

Our lawyers are experts in the sector, with enormous experience and a good track record through a number of great deal in the sector. We have all the legal skills and resources needed to help clients maximise margins, identify, minimise or sell down risk, solve problems and manage complex and diverse property. More particularly, we understand how deals should be structured and what needs to be done to make them successful, 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, BT0s,

BTs), covering every combination of approval, submission, location, procurement, construction, in some cases financing arrangement, commercial exploitation, and final exit.

More particularly, we advise on all types of property matters, including:

- Corporate real estate;
- Property development;
- Fund arrangement;
- Government approval and submission;
- Retail, industrial, commercial and residential; and
- Public works, tourism, hospitality and entertainment.

## Our Clients

We act for all participants in the industry including developers, investors, banks and buyers, which can be named Hanshin Engineering & Construction, Obayashi Vietnam, STX, Keppel Land, Intra, Sudico, Bitexco, An Vien, Thu Duc BOT Bridge, Thu Duc B00 Waters, etc.

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# Private Equity

**Recommended:** Vision & Associates is recommended.

***Asialaw Profiles 2016/2017***

**Band 3:** “Busy on M&A mandates across a range of industry sectors and additionally advises on business restructuring and corporate governance. Especially active working with asset managers and investment funds with targets in Vietnam.” “Luu Tien Ngoc [*Band 3*] has been involved in the corporate law sphere for more than two decades. His broad expertise spans FDI, private equity, insurance and TMT. He remains active in advising key clients on sale and purchase arrangements”

***V&A Legal is strong in providing clients with not only local knowledge in dealing with local-based transactions but also the international expertise in the advices and services. We have experiences in advising foreign and domestic investors during private and public offering of securities, attending negotiations, and conducting legal due diligence in a realistic suitable manner in the special context of a country in transition like Vietnam for the success of the clients.***

## **Our Team**

Our team groups lawyers who have profound local knowledge and abundant experiences, and have detained a good track record through a number of considerable deals entrusted by major peers in the sector. We are familiarized to apply necessary legal knowledge and skills to support clients in dealing with issues that may be implied by a change in enterprises' equity. Especially, we are able to propose practical structures applicable to each transactions of client in satisfying requirements of international rules and practices on corporate governance and finance to ensure that the clients' business aims will be obtained. Thank to working results, our team is recognized as one of the most valuable selections for local law firms in the sector in Vietnam.

## **Our Services**

Our private equity team provides a full range of services for all stages of the investment cycle, including fund establishment, investments (early stage and expansion), buyouts, portfolio transactions and exits.

Our services in this field include:

- Legal due diligence;
- Investment fund/ company establishment (including legal and regulatory aspects of fund structuring,

establishment and capital raising);

- Capital investments (including the negotiation and preparation of subscription agreements, convertible note deeds, shareholders' agreements and other investment documents);
- Portfolio management, additional capital investments, executive and employee incentive plans, capital re-organisations, re-financings, consolidations and restructurings;
- Investments, listings on the stock exchanges.

## Our Clients

We act for all participants in the industry including investors, funds (including fund-of-funds), management teams, portfolio companies, asset consultants and advisers, which name Aureous Advisors, DeAM, SwissRe, DWS, VietBridge Fund, Hung Viet Fund & Fund Management, etc.

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# Securities & Capital Markets

**Recommended:** Vision & Associates is recommended.

***Asialaw Profiles 2016/2017***

"Vision and Associates (V&A) is among the few law firms in Vietnam that provide advisory services to the relevant government agencies such as the Ministry of Finance (MoF), State Securities Committee, and Vietnam Securities Depository. The firm's banking and finance team was most busy in the past 12 months. The firm secured a number of high-calibre banking and finance deals with international elements. [...]."

***International Finance Law Review 1000 2016/2017***

***Expanding consistently services to this flourishing market of Vietnam, our firm engaged to provide practical and creative business thinking and solutions together with outstanding legal knowledge and skills to clients for their operational efficiency and profits.***

## **Our Team**

Our team is composed of lawyers rich in commercial experiences and comprehensive knowledges of law on indirect and direct investment forms, foreign exchange, corporate governance and finance, shares offering, etc. The team has built up and maintained a close and good relationship with the different players in the market including securities companies, banks, investment funds, investors, and the same with market regulators. Above all, we are one of the first choices for the services in this area.

## **Our Services**

We offer a wide range of services in these fields to clients, focusing on legal advices and drafting, and covering the following

- Legal due diligence;
- Securities-related advices (including brokerage, underwriting, self-investments, etc.);
- Capital raisings and registration (including IPOs, rights issues and placements);
- Securities structuring;
- Disclosure liabilities;
- Dealing with regulators (including SSC); and
- Legal compliance.

## **Our Clients**

Our clients in these fields include SSC, SCIC, Mekong Capital, Dong A Securities, HCMC Securities, ISC, DWS, etc.

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# Banking & Finance

**Highly Recommended:** “The banking group at Vision & Associates has recently been advising financial regulators on Vietnam’s legal framework as well as the establishment and operation of credit institutions. [...] Luu Tien Ngoc and Dang Trong Hieu have been reviewing and revising the facility agreement and other documents.”

***Asialaw Profiles 2016/2017***

**Tier 2:** “At Vision & Associates, managing partner Pham Nghiem Xuan Bac and Luu Tien Ngoc have been particularly active.”

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

“Vision and Associates (V&A) is among the few law firms in Vietnam that provide advisory services to the relevant government agencies such as the Ministry of Finance (MoF), State Securities Committee, and Vietnam Securities Depository. The firm’s banking and finance team was most busy in the past 12 months. The firm secured a number of high-calibre banking and finance deals with international elements. [...]”

***International Finance Law Review 1000 2016/2017***

***V&A Legal is one of the early firms participating in these areas of the market, which is expected to be in great development in the coming time, though the market is in general now in the first step of developments. Our banking and finance team is concentrated on capital and foreign exchange transactions, the equitization of and conversion of state owned banks into joint stock ones, and the introduction and application of international theories and practices in the governance of credit institutions in the specific context of***

## ***Vietnam.***

### **Our Team**

The team is composed of the most outstanding lawyers of our Firm, who possess brilliant legal knowledge and skills accompanied by business sense. We are actively involved in law reform cause preconized by the country in these important areas, based on insights and understandings of daily practisers.

### **Our Services**

Our services cover all issues in the areas that clients maybe cope with. These range from legal advice on the establishment and operations of domestic and foreign invested credit institutions, and investment management funds; legal and professional advices on single or syndicated bank lending, preparation and review of contractual documents; registration of secure transactions, assessment of legal framework and financial risks for project finance. Our legal knowledge and skills are applied in a way appropriate to particular aspects of your business. We also have experience in designing structures proposed to be followed by clients in these areas for completion of their business objectives.

In addition, V&A is one of very few law firms in Vietnam demanded to provide advisory services to the relevant Government agencies, including the Ministry of Finance (particularly in development of debt markets), the State Securities Commission (particularly in development of equity markets), and the State Bank of Vietnam (for development of monetary markets and for a number of assignment to strengthen the capacity of the SBV, building it up to be a modern central bank and more independent from the Government agencies, focusing more on its own core activities of managing the monetary policies).

### **Our Clients**

Our clients in this area include corporate clients such as ANZ, HSBC, BTMU, MSIG, KEB, KDB, BIDV, MB, DongA Bank, HFIC, etc.; Vietnam-based donor organizations such as the WB, ADB, etc.; and relevant Government agencies such as the State Bank of Vietnam, Ministry of Finance, State Securities Commission, etc.