

# Legal News September 2018

In addition to other resources, Legal News are updated monthly by Vision & Associates in both English and Vietnamese, with a view to providing a wide network of our clients and business partners with prominent and updated legal changes and development in Vietnam. Our Legal News relate mainly to foreign investment, trading, import and export, taxation, finance and banking, labour, and other relevant issues. The news of the recent year are shown below.

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## Corporate, M&As

**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”.

***Chambers Asia 2016/2017***

“Vision & Associates has strong government ties in providing legal advisory services to government agencies. 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. [...]”

***We understand the challenges of conducting business in today's complex corporate world and can help you manage the risks and resolve problems quickly and cost effectively. Our service covers all essential corporate, M&As, regulatory and compliance issues that affect corporations, from shareholders' rights to statutory reporting requirements.***

## **Our Team**

We have a team of lawyers who have not only good legal backgrounds and skills but having also business mind and strong ties to the sector, serving a large number of corporate clients in all segments of their business operations. We have involved also in a number of corporate transactions in the country, including acquisitions, mergers, de-mergers and re-structures, some of which can be referred to as national deals in terms of the value of the transactions or the innovative solutions that we have brought in. We have a good understanding of the issues clients face in their business and we have the expertise and resources to help them resolve those. Above all, our team is known to be one of the most recommended choices in the sector in Vietnam.

## **Our Services**

Our substantial experience of working on various corporate and M&A issues enables us to make a valuable contribution thereto right from the start. We offer our services to not only domestic but also international corporate clients in and to Vietnam, covering all segments of their business operations, including:

- Corporate advisory services;
- Due diligence;
- Compliance, reporting and disclosures;
- Institutional document drafting and updating;
- Corporatization, equitization or privatization;

- Acquisitions, mergers, de-mergers, consolidations, re-organizations, conversions; and
- Corporate re-structuring, liquidation and dissolution.

## **Our Clients**

Our clients in this field include not only local large-scale corporations such as Vinachem, VinaCoal, Vinacafe, Sowatco, MHB but also foreign corporations in various sectors such as Motul SA, SwissRe, DeAM, Aureous, etc.

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# **Foreign Direct Investment**

*"A strong regional player,... The group successfully provides a full commercial legal service, covering corporate governance, M&A and foreign investment."*

**Chamber Asia 2008/2009**

***With 20 years of experience in the field of foreign direct investment, undergoing the changes and development of the laws of Vietnam in this field, the Firm and its partners are strongly confident in providing clients with advices and support in any phases of the full process of foreign direct investment in Vietnam, from the setting up to the exit. We not only advise clients on what the laws say and imply but also together with clients working out the way that they should go 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 business mind and strong ties to the field, evidencing by a large number of

clients having their foreign direct investment in Vietnam. We have come face to face with a series of the legal issues that confront clients during the process of their investment in Vietnam, and based on those advise clients on how to overcome. Above all, our team is known to be one of the most recommended choices in the field in Vietnam.

## **Our Services**

We offer our full range of services in this field to clients who have their investment in all sectors and throughout the country, including industry (i.e. manufacturing, processing, construction), agriculture and aquaculture, and services (i.e. transport, post & telecommunications, hotel, tourism and sporting facilities, banking and finance, culture, healthcare and education, residential areas, commercial building, IZ & EPZ infrastructure construction).

Together with our business consulting team, our services cover the full process of foreign direct investment in Vietnam, including:

- Business idea & Finalization;
- Monitoring and Evaluation;
- Market/ Sectoral Surveys & Updates;
- Partner due diligence, location identification and feasibility studies;
- Investment application document drafting and negotiation;
- Investment registration and appraisal;
- Post-licensing works;
- Operational advices and supports; and
- Dissolution and liquidation.

## **Our Clients**

Our clients in this area include Yahoo!, TNS, Motorola, Arcelor-Mittal, Thyssen, Sunrider International, AVK, Cargill, Kjeear Motors, Toyo Components, Sony Electronics, Sojitz, Honda

Vietnam, Keppel Land, etc.

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