

Business Idea & Finalization

Recommended: Vision & Associates is recommended.

Asialaw Profiles 2016/2017

“Vision & Associates is strong independent Vietnamese firm that sits at the top of the legal market. It has worked on large transport, energy and telecommunication project developments.”

International Finance Law Review 1000 2016/2017

Being one of the safest and most attractive destinations for foreign direct investment and business in the Southeast Asia in recent years, Vietnam is committing to open the market, which provide foreign investors and businessmen with great opportunities of investment and business in the country. With 20 years of experience in the field of foreign direct investment, 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 and doing business in Vietnam.

Our Team

Together with our legal team, we have a team of lawyers and business consultants with not only legal background but also business mind and strong ties to the field, evidencing by a large number of clients having their foreign direct investment and business doing in Vietnam. We have come face to face with a series of the legal and business issues that confront clients during the process of their investment in Vietnam, and based on those advise clients on how to overcome.

Our Services

Together with our legal team and prior to having our advices and assistance to clients for realization of their business ideas, we offer clients a wide range of pre-investment

services which enable them to better understand the legal, investment and business environment in Vietnam, identify the most suitable investment and business sector and areas that they should do their investment and business, and together with them to develop and finalize the investment and business ideas for the best realization of them in the context of Vietnam.

Together with our legal team, our services in this area cover:

- Business idea identification;
- Market/ sectoral surveys & updates;
- Partner identification, due diligence & match making;
- Location identification and due diligence;
- Feasibility studies and investment/ business idea finalization.

Our Clients

Our clients in this area include the corporate clients such as Arcelor-Mittal, AVK, Cargill, CPI, Samsung Electronics, Ariston, etc. and donor organizations such as DANIDA-PSD, GTZ, etc. (for the benefits of their corporate members).

About Consulting Practice

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“Vision & Associates has strong government ties in providing legal advisory services to government agencies such as Ministry of Finance (MoF), State Securities Committee, and Vietnam Securities Depository. The firm has been stable enough to keep its business in the midst of a difficult year due to economic and geopolitical factors. [...]. 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. [...].”

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Through Investment & Business Consulting Practice, Vision & Associates help clients to capture investment and business opportunities that exist in today’s rapidly increasing business climate in Vietnam. To increase the chance of success for clients, we offer unique, complex, innovative and cost-effective consulting solutions to clients, by bringing them better understanding of investment and business opportunities and risks, linking commercial issues to their business objective and assisting them in carrying out their business strategies.

Acknowledging the need for long-term and sustainable development of the local business community, Vision & Associates offer clients a broad range of services covering all business aspects commencing from their initial start-up, whereby they can maximize the efficiency of business performance, the capability of competition and the chance of success.

Since Vietnam continues to develop as further economic reforms take place, businesses will have more opportunities and vehicles for carrying out investment. Anticipating this trend, Vision & Associates do and will provide clients with more complex services dealing directly with corporate governance and restructure including but not limited to privatization, merger & acquisition, sales & disposal, cross shareholding, with valuable insights into how clients can sustainably grow and best enhance their value.

The Firm and its consultants are members of a number of local business associations including [Vietnam Chamber of Commerce and Industry \(VCCI\)](#), [HCMC Youth Business Association \(YBA\)](#), etc. and maintaining the same status in a number of foreign business associations in Vietnam, including [Singaporean Business Group \(SBG\)](#), [Hongkong Business Association, Vietnam \(HKBAV\)](#), [Australian Chamber of Commerce, Vietnam \(AusCham\)](#), [American Chamber of Commerce, Vietnam \(AmCham\)](#), [European Chamber of Commerce, Vietnam \(EuroCham\)](#), etc. Our consultants have been active in keeping clients with the most update on the development of [the investment and business environment](#) in and to Vietnam.