

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.

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.

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.

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”

Chambers Asia 2016/2017

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.