

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.

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. [...]”

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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.

Corporate, M&As

<p><i>Recommended:</i> Vision & Associates is recommended.</p>

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. [...]”

International Finance Law Review 1000 2016/2017

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.

Foreign Direct Investment

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

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, Kjeer Motors, Toyo Components, Sony Electronics, Sojitz, Honda Vietnam, Keppel Land, etc.