



**GLOBAL VIETNAM  
LAWYERS**



## **FIRM PROFILE**

### **HCMC - Head Office**

8F, Centec Tower  
72 – 74 Nguyen Thi Minh Khai  
Ward 6, District 3  
Ho Chi Minh City, Vietnam

Tel: +84 (28) 3622 3555

### **Ha Noi - Branch**

10AF, CDC Building  
25 Le Dai Hanh  
Hai Ba Trung District  
Ha Noi, Vietnam

Tel: +84 (24) 3208 3555

### **Da Nang - Branch**

3F, Indochina Riverside Tower  
74 Bach Dang  
Hai Chau District  
Da Nang City, Vietnam

Tel: +84 (28) 3622 3555

[www.gvlawyers.com.vn](http://www.gvlawyers.com.vn)



## **A New Leading Law Firm Is Born**

GLOBAL VIETNAM LAWYERS (GV LAWYERS) is the latest creation by a group of dedicated and well experienced lawyers who started working tens of years ago and have since then advanced their careers with the most distinguished law firms in Viet Nam, the latest one in the list being Phuoc & Partners (P&P).

Our Board of Partners includes: Mr. Nguyen Gia Huy Chuong, Managing Partner; Mr. Dinh Quang Thuan, Partner; Mr. Tran Thanh Tung, Partner; Mr. Luong Van Ly, Partner; Mr. Le Quang Vy, Partner; Ms. Nguyen Van Quynh, Partner; and Mr. Hoang Quoc Nhat Trung, Partner. Chuong was formerly Managing Partner and Thuan, Tung, Ly, Vy, Quynh and Trung Partners at P&P (Our Partners' detailed profiles are to be found later in this presentation). They are all well known and appreciated in the profession for the contributions they have made over the past 10 years to the success of their respective clients.

Our legal staff consists of 60 Senior Associates, Associates and Para-Legal Officers altogether. It is growing fast given the increasing demand for our service. Our Partners, Senior Associates and Associates are seasoned attorneys-at-law while our Para-Legal Officers are graduates from law schools, to be approved as qualified attorneys-at-law by the Ministry of Justice and the National Bar Association in accordance with the laws. Such pooling together of senior and junior staff is the best blessing a law firm may be granted. It enables us to couple wisdom and impetuosity, experience and innovation, subtleness and aggressiveness for our clients' best gratification. GV Lawyers is operating across the country, mainly from its 03 offices in Ho Chi Minh-City, Ha Noi and Da Nang.

To accompany the rapid economic expansion and meet the expectations of a growing and diversifying clientele GV Lawyers' range of practices covers both Transaction and Litigation in as diversified matters as Tax, Labour & Employment, Merger & Acquisition, Real Estate, infrastructure, Marine & Shipping, Intellectual Property, Trade, Investment, Education, Civil Matters, Migration, to name a few.

We are strongly committed to serving our clients, both local and foreign, with the best expertise in Viet Nam's laws and in line with the globally accepted standards of involvement, professionalism, and moral probity. Our ultimate target is making Viet Nam a safer place for them to make money. To our business partners we pledge loyal and long-term cooperation in order to achieve the jointly determined targets.

We are proud of the professional achievements of each member of our team and trust that we are the best advisors and counsels you may have.

Please visit our webpage at [www.gvlawyers.com.vn](http://www.gvlawyers.com.vn) or contact us at [info@gvlawyers.com.vn](mailto:info@gvlawyers.com.vn) or at +84 (28) 3622 3555.



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## WHY US?

*Global Vietnam Lawyers, a gathering of committed and seasoned lawyers poised to become a global-standard Vietnamese law firm. With its wide range of practices GV Lawyers is capable of providing effective and timely transactional and dispute-handling assistance to domestic and foreign clients and business partners whatever their issues may be.*



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## *Our Main Areas of Practice*

**Tax**

**Real Estate**

**Labour & Employment**

**Mergers & Acquisitions**

**Private Equity**

**Banking**

**Inbound & Outbound Investment**

**Litigation (Dispute Settlement)**

**Debt Recovery**

**Maritime & Shipping**

**Intellectual Property**

**Civil Matters**

**Family & Matrimonial Services**

**Corporate Governance & Compliance**

**In-house Counseling**

**Education & Vocational Training**

**Legal Education**





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## GV LAWYERS' AREAS OF PRACTICE

### REAL ESTATE

Real estate has been and still is the most thriving industries in Viet Nam. No surprise that it is among the most extended practices in GV Lawyers mustering a contingent of skillful, experienced and well connected legal staff.

Over the years the scope of our attorneys' expertise in real estate has been considerably widening. Today, GV Lawyers' services include providing legal opinion/advice on every implementation phase of a real estate project, from procedures for registering the investing company; legal due diligence of the potential project partners (if any); license for project implementation; land acquisition; landlord/tenant issues; project financing (mortgage; loan...); insurance claims, to foreclosure; sale/leasing; ...





## GV LAWYERS' AREAS OF PRACTICE

### LABOUR & EMPLOYMENT

Over the years GV Lawyers' legal staff have helped both enterprise managers, particularly foreign managers, and employees navigate through the ever-changing landscape of Vietnamese laws that govern the workplace.

GV Lawyers' legal staff has extensive experience in dealing with virtually every type of labour and employment challenge that may confront a business. Whether you are an employer or an employee we are committed to helping you protect your legitimate and lawful interests in a legal and social environment which is changing very fast due to the increasing tempo of Viet Nam's alignment with global standards including labour law standards.

Our service areas comprehend counselling and assistance in:

- ▶ Pre-dispute labour relations management (collective bargaining, strike/work-stoppage avoidance);
- ▶ Labour disputes (negotiation; mediation; juridical settlement); and
- ▶ Labour law familiarization (updating presentation; analysis; case study; provision of guidelines).





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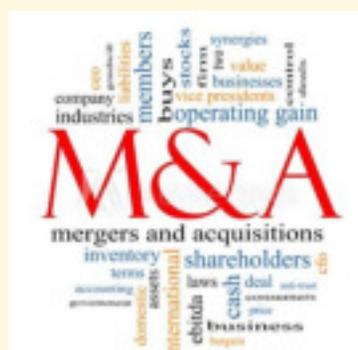
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## GV LAWYERS' AREAS OF PRACTICE

### MERGERS & ACQUISITIONS

The rapid and robust growth of inbound foreign investment in Viet Nam has been fostered in the last 05 years by a surge in M&A transactions. GV Lawyers' attorneys were among the first in the country to engage and acquire good reputation in such transactions. Their long experience and excellent performance are undisputed among fellow lawyers.

As top-tier legal experts in M&A for both smaller and complex, high-value, cross-border transactions, they are prepared to engage in a full range of deal structures from public takeovers/tender offers to divestments, auctions, and demergers. In addition, the whole firm's expertise in sectors as diversified as tax, labour, intellectual property, finance, real estate, anti-trust and competition, and dispute resolution can be mobilized for creating a mass-synergy effect and providing an integrated support to all types of M&A transactions (manufacturing, construction, trading, media & communication projects...).





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## GV LAWYERS' AREAS OF PRACTICE

### PRIVATE EQUITY

We support clients with various kind and complex onshore and offshore private equity transactions.

#### *Industry Knowledge*

GV Lawyers' lawyers have the experience and knowledge to complete the most difficult transactions in various industries, such as:

- ▶ Foods & Beverages
- ▶ Real Estate
- ▶ Fintech
- ▶ Consumer products  
manufacturing
- ▶ Information Technology
- ▶ Chemical manufacturing and  
retail

#### *Comprehensive Expertise*

GV Lawyers has comprehensive expertise in every aspect of private equity, including:

- ▶ Acquisitions from  
bankruptcy and rescue  
investments
- ▶ Cross border transactions
- ▶ Angle and Series investors  
and IPO
- ▶ Leveraged buyouts
- ▶ Private investments in public  
companies



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## GV LAWYERS' AREAS OF PRACTICE

### BANKING

#### ABOUT GV LAWYERS BANKING TEAM

When still working under the roof of Phuoc & Partners our legal banking staff were highly appreciated by quite a few large commercial banks, financial service firms, private equity investors, investment management funds, trading companies both Vietnamese and foreign, for the quality of their legal advice. When our staff migrated to GV Lawyers the same clientele followed them and along with our clients' appreciation and trust our banking practice continued to flourish.

#### OUR WORK

Our clients' service requests have been focusing *inter alia* on: (i) **regulatory compliance**; and (ii) **mortgage banking**. In addition, our staff has also over the years accumulated lots of experience in **dispute settlement and litigation** in the banking sector for having participated in several high profile dispute cases particularly between the financial institutions and their customers.

#### Regulatory Compliance

We:

- ▶ Provide the service of compliance checking for all activities of our clients, including loan-granting, private banking and operations pertaining to overseas remittances and foreign exchange control, aiming mainly at alerting our clients, for preventive purpose, on any risk or potentiality of compliance defaults; and
- ▶ Propose preventive measures tailored to the level of risk or potentiality unveiled during compliance checking.





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## GV LAWYERS' AREAS OF PRACTICE

### BANKING

#### Mortgage Banking

*We:*

- ▶ Assist financial institutions and mortgage bankers in designing and implementing mortgage management protocols including rules on mortgage application documentation, disclosures and other mortgage procedures;
- ▶ Assist clients for legal due diligence, organisational structuring, specific loan transaction problems, mortgage fraud prevention and responding to violations or alleged violations of applicable laws and regulations...
- ▶ Revisit the forms and procedures to assure their complying with applicable legal requirements

#### Litigation

*We:*

- ▶ Represent our clients in disputes related to: lender liability, check fraud, lien priority determinations, subordination agreement disputes, trust disputes, credit life insurance matters, letters of credit, and enforcement of various lending collateral agreements...
- ▶ Manage dispute settlement for our clients in the most productive and cost-effective manner by providing regular status reporting, employing the judicious staffing of litigation associates and paralegals, and always seeking pre-approval of clients for all extraordinary expenses for litigation matters.



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## GV LAWYERS' AREAS OF PRACTICE

### INBOUND & OUTBOUND INVESTMENT

GV Lawyers is a specialist in providing legal support to foreign investors entering the Vietnamese market (either by setting up new enterprises or buying shares of existing ones), domestic recipients of such investments and Vietnamese entrepreneurs investing overseas.

For inbound investment, we advise our clients on how to structure their deals, carry out due diligence with respect to their partners, target companies or assets and potential locations and conduct negotiations with their potential partners or with relevant government authorities. We also draft, review and comment on the transaction documents, negotiate the terms and conditions of such documents together with our clients or on their behalf. For our clients' convenience GV Lawyers is prepared to assist them in putting together the application dossier and submitting such dossiers to the relevant authorities.

For enterprises in their operating stage, especially foreign-invested enterprises, GV Lawyers is a reliable and strong support, ready to provide them with legal advice, either on a continuous or ad hoc basis on all matters relating to their business activities, including advising on and managing the regulatory compliance and corporate governance obligations.

For outbound investment, GV Lawyers advises clients on going through the licensing procedures as required by the laws. In case of need, we may refer clients to competent and reliable law firms in the countries of destination of their investments for the part of legal work which must be performed at such destination countries.



## GV LAWYERS' AREAS OF PRACTICE

### LITIGATION (DISPUTE SETTLEMENT)

Dispute settlement in GV Lawyers' practice includes settlement at courts of justice, by arbitration or through commercial mediation.

Our range of services includes:

- ▶ Acting as our clients' adviser, mandated representative and/or counsel throughout the dispute settlement process, including advising on and implementing the litigation strategy;
- ▶ Attending parties' working sessions, meetings and/or hearings summoned or organized by the courts, arbitrators or mediators.
- ▶ In the field of commercial arbitration and mediation our services include *inter alia* drafting of arbitration/mediation clauses in commercial contracts, representing domestic and international clients as claimants and respondents in institutional and ad hoc arbitral proceedings, acting as institutional or *ad hoc* arbitrators or mediators and, where necessary, advise on enforcement of arbitration awards and successful mediation results *as per* Vietnam's laws.





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## GV LAWYERS' AREAS OF PRACTICE

### LITIGATION (DISPUTE SETTLEMENT)

GV Lawyers' attorneys and legal staff are the clients' priority choice for dispute settlement because/because of:

- ▶ They are leaders in their profession, many having had previously a distinguished career working with justice agencies or being currently arbitrators or mediators accredited by prestigious international training institutions such as CI Arb or CEDR;
- ▶ On average every year, our legal staff is involved either as our clients' representative or counsel in more than 25 litigation processes in the Vietnamese courts or local and international arbitration institutions such as the Vietnam International Arbitration Center (VIAC), the Hong Kong International Arbitration Center (HKIAC) and Singapore International Arbitration Center (SIAC). Besides, our most prominent barristers have acted either as institutional or *ad hoc* arbitrators and mediators on quite a few occasions since they are also VIAC accredited arbitrators and/or mediators at the Vietnam Mediation Center (VMC), an organization under VIAC, and the Vietnam International Commercial Mediation Center (VICMC), an institutional member of the Vietnam Society of International Law (VSIL);
- ▶ Their track record of success in handling a broad range of matters, from high-risk-high-reward litigation to high-profile class actions, and other complex disputes;
- ▶ Their proven ability to handle major class actions and other complex litigation; and
- ▶ Their loyal devotion to protecting their clients' short-term and long-term interests all over the dispute settlement process.



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## GV LAWYERS' AREAS OF PRACTICE

### DEBT RECOVERY

Debt recovery is a lengthy and fastidious process and, in most cases, advice and assistance from a specialist are needed. For instance, taking legal action may be useful at a certain point of time, when such an action may bring the borrowing party over to settling. At the same time, clients should be aware that courts often expect the parties to try and resolve their dispute prior to any judicial action.

#### GV Lawyers' assistance

Our dedicated and experienced team on Debt Recovery provides the whole range of assistance from advising on strategy to representing/counselling in every phase in the settlement process (direct negotiation; court/arbitration/mediation hearings; enforcement of settlement decisions/awards/agreements).





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## GV LAWYERS' AREAS OF PRACTICE

### MARITIME & SHIPPING

Our attorneys have advised ship owners, P&I clubs, shipyards, shipping line operators, exporters, importers, insurance companies and freight forwarders in such diversified matters as:

- ▶ Ship building;
- ▶ Purchase and sale of ships;
- ▶ Ship registration;
- ▶ Ship mortgage; and
- ▶ Other activities in connection with the navigation and operation of ships in Vietnamese waters.



We have also helped our clients, either through direct negotiations or litigation processes, resolve numerous disputes arising out of ship collision, arrest/seizure/release of ships, missing cargo, labour issues and environmental pollution.

Our presence in Ho Chi Minh City, Hanoi and Da Nang, two of which are among the largest sea ports in Viet Nam, allows us to respond to clients' requests and instructions in the most timely fashion.



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## GV LAWYERS' AREAS OF PRACTICE

### INTELLECTUAL PROPERTY

#### Practice Areas

##### Patents

Are included in our services:

- ▶ Preparation of patent applications;
- ▶ Enforcement of patent certificates;
- ▶ Prosecution against violation at administrative and judicial levels.

*Both Viet Nam's laws and regulations on Intellectual Property Rights and their enforcement are yet to improve if investors are to be provided with enough security to do and develop their business. To complicate the situation even further, here comes the era of electronic commerce and block-chain applications!*

##### Trademarks

GV lawyers offers a full range of services related to trademarks and service marks.

##### Copyright

*Including:*

- ▶ Drafting applications for copyright and related rights registration;
- ▶ Advertising;
- ▶ Printed and on-line publications;
- ▶ Computer software;
- ▶ Broadcasting rights.

##### Trade secrets, know-how and confidential information protection

We advise on how to safeguard business secrets and other confidential information in day-to-day operation and in specific transactions as well (hiring employees, contracting with suppliers, customers, buyers and business partners).

##### Unfair competition

We advise on counter-measures and/or legal action against unfair competition acts, including inter alia cyber-squatting.



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## GV LAWYERS' AREAS OF PRACTICE

### CIVIL MATTERS

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GV Lawyers has a team of dedicated, experienced and aggressive civil suit attorneys for groups, corporations and individuals.

#### Civil Litigation

- ▶ Personal Injury
- ▶ Products Liability
- ▶ Commercial Issues
- ▶ Contract Disputes





## GV LAWYERS' AREAS OF PRACTICE

### FAMILY & MATRIMONIAL SERVICES



Family and matrimonial issues/disputes must be handled with care and delicateness because of the material interests and emotion involved.

The legal staff at GV Lawyers are first of all listeners; they are as attentive to personal emotions as they are concerned about keeping in line with the applicable laws. Therefore our clients can rest assured that they will find in our attorneys not only smart minds but also sympathetic hearts.



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## GV LAWYERS' AREAS OF PRACTICE

### CORPORATE GOVERNANCE & COMPLIANCE

#### Our objectives:

- ▶ Familiarizing our corporate clients with their rights and duties according to the laws and regulations applicable to their activities and functioning;
- ▶ Being a whistle-blower against any risk of compliance failure;
- ▶ Advising on measures to mitigate and address the negative impact and consequences of any compliance failure.

#### Our action:

Our action consists mainly of advising the company managers in:

- ▶ Drafting the constitutional documents such as the Shareholder Agreement, Company Charter, Financial Charter, Statute of the Board of Directors, Labour Contract Template...etc...;
- ▶ Drafting corporate governance-related documents such as: the Disclosure Requirements; Self-Evaluation Systems; Manager's Fiduciary Duties and Responsibilities; Compliance Requirements; Internal Investigation Protocol; Crisis Management Protocol...;
- ▶ Company restructuring;
- ▶ Programming and organizing meetings of the Board of Directors, Members Council, General Assembly of Shareholders; and
- ▶ Helping resolve internal conflicts (between management and shareholders; among managers or among shareholders; between employers and employees) and/or disputes with the authorities.

Our corporate management services can be provided on case-by-case basis or in the form of in-house counselling (please see below)



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## GV LAWYERS' AREAS OF PRACTICE

### IN-HOUSE COUNSELING

The in-house counselling service allows first of all organizations to save the cost of an in-house attorney while making the most of our legal expertise. Our presence on our clients' side is quasi permanent: an attorney of ours is to be assigned to each client and can be contacted or called at any time.

#### Coverage:

Our In-House Counsel Service covers all kinds of legal need of our clients, including for instance the following:

- ▶ Drafting, amending, updating internal rules and statutes;
- ▶ Drafting, reviewing, negotiating on contracts/agreements to be entered into by the client;
- ▶ Monitoring compliance; detecting and advising on the management of risks of compliance failure;
- ▶ Carrying out due diligence on M&A deals;
- ▶ Providing on-site legal advice in case of urgency;
- ▶ Identifying, vetting, engaging, and managing outside counsel;
- ▶ Handling licensing issues; and
- ▶ Proposing and helping implement solutions to internal conflicts (between management and shareholders; among managers or among shareholders; between employers and employees) and/or disputes between the company and the authorities.



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## GV LAWYERS' AREAS OF PRACTICE

### EDUCATION & VOCATIONAL TRAINING

“Vietnam’s education sector has become a gold mine”!

That may very well be the reason for more and more education and training institutions to opt for Vietnam as their new investment destination. At Vietnam’s end however, notwithstanding the considerable advancement achieved in the last 15 years (the 2005 Law on Education has been amended in 2009 and finally replaced by a new one in 2019; the 2012 Law on University Education has been replaced by a new one in 2018; the Law on Vocational Education has been enacted for the first time in 2014) the legal system is still nowadays providing for an array of administrative barriers to the establishment and commissioning of new education and vocational training institutions.

For years, our lawyers have actively supported investors’ efforts to start their businesses at different levels, from kindergarten to university level, mainly guiding them through the administrative procedural corridors until issuance of all licenses as required by the laws but also helping them address a whole range of managerial and operational issues.

#### Our action:

- ▶ Preparing and submitting the application dossiers; helping clients obtain the needed certificates and licenses;
- ▶ Drafting/reviewing the Institution Statutes/Charters;
- ▶ Advising on the management and academic structure of the institution;
- ▶ Organizing the management and/or shareholder meetings;
- ▶ Advising on and participating in the resolution of internal conflicts (between employers and employees or between management and shareholders) and/or disputes with the state authorities; and
- ▶ Advising on the restructuring, merger and acquisition of education/vocational training institutions.





## GV LAWYERS' AREAS OF PRACTICE

### LEGAL EDUCATION

*Amending and replacing current laws and regulations by new ones occur frequently. Although the amended or new laws always take a lot from the preceding ones they do promulgate important if not fundamental changes which may impact favourably or adversely but strongly in either case on the daily operation and at the end of the day on the costs and profits of the corporate subjects.*



We believe at GV Lawyers that our clients must not be caught off guard by such law changes. The objective of our Legal Education Practice is to prevent that from happening.

#### Timing & format

- ▶ The Law Education Practice covers all the laws and regulations of Viet Nam related to GV Lawyers' areas of practice as listed above;
- ▶ Duration: one-hour sessions at least to many-days seminars;
- ▶ The regular programme is to include successively (i) a concise presentation on the relevant laws and regulations, including the underlying legal philosophy or principles; (ii) a case study for illustration purpose; and (iii) a Q & A session;
- ▶ Specific programmes to be tailored in accordance with the topic and audience determined by the client;
- ▶ The relevant documentation including the legal texts, writings of scholars or practitioners; court decisions or arbitration awards is to be handed out or announced in advance to the attendants; and
- ▶ The venue of the training may be the client's premises or any other suitable place.



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## OUR CLIENTS

*Most of GV Lawyers' clients are foreign-invested companies, multinational corporations which have trusted and engaged our professional legal and tax services. Because of confidential reason, we cannot list down all their names. The underneath are only typical clients for your reference.*



**A |**

Aeon Mall Vietnam Co., Ltd  
AIA (Vietnam) Life Insurance Co., Ltd  
AIG Global  
American Standard

**B |**

Bao Viet Bank  
Bata Vietnam Ltd  
Bluescope Steel  
Byucksan Group

**C |**

Capital Land  
Cathay Life Insurance  
Cathay Pigments  
Century 21  
Chartis Vietnam Insurance  
Coach Vietnam Company Limited  
Coats Phong Phu  
Chubb Life Fund Management Limited

**D |**

DHL Vietnam  
DIC Corp.  
Daewoon – Hoan Cau  
Dai-ichi Life Insurance Vietnam  
Dai-ichi Fund Management Vietnam  
Doosan Industry  
Phu Long Group

**E | F |**

Everich Ltd  
Family Care Practice  
  
Fuchs Pte Ltd  
Full Power

**G |**

Gannon  
GoBear (Vietnam)  
Golden Gain Vietnam

**H |**

Habeco  
HP Vietnam  
HUD (Housing and Urban Development Corporation)  
Herrero Builders, Inc.,  
Hoa Sen Group  
Hochiminh Securities (HSC)  
Holcim (Vietnam) Ltd  
Hong Leong Bank

**I | J | K**

Igus Inc  
Intel Product Vietnam

JTI (Japan Tobacco International)

Kanaan Saigon  
Khang Dien Group  
Kimberly Clark  
Kinhdo Group

**L |**

LIXIL  
Liberty Insurance Ltd  
Long Hau IP  
Lotte Engineering and Constructions  
Lotte Mart  
Lotus Industry



**M |**

Manpower Vietnam  
Merck  
Midea  
Military Bank  
Mitsui & Co., Ltd  
Mitsubishi electric Vietnam co., ltd  
Mitsubishi Elevator Vietnam Co.,  
Ltd.  
MullenLow&Partners

**N |**

NVC Lighting Technology  
Corporation  
Nissei

**P |**

P+Z Development  
PP Marketing Communications  
Vietnam Ltd (JWT)  
PV Gas  
PVI Sun life  
Petronas  
Piaggio Vietnam Co., Ltd  
Pizza Hut  
Popeyes (Louisiana) Malaysia Bhd  
Porsche Vietnam  
Posco E&C  
Pouyen Vietnam  
Premier Oil Vietnam  
Products Vietnam  
Prudential

**S |**

SCIC (state Capital Investment  
Corporation)  
Sabeco  
Sacomreal – TTC Land  
TTC Group  
Saigon Tourist  
Samco  
Samsung Vina Electronic Industries  
Samwhan E&C  
Showa Glove Vietnam  
Sinsung Tongshang  
Standard Chartered Bank (Vietnam) Ltd  
Sumitomo Electric Interconnect

**T | U |**

Taylor Nelson Sofres Vietnam Pte Ltd  
(TNS)  
Toyota Financial Service  
Trung Thuy Group  
UOB (Ho Chi Minh City Branch)

**V | W |**

Vihajico – Ecopark  
VNPT Express  
Vidamco  
Viet Fund  
Vietnam – Singapore IP  
Vietnam Airlines JSC  
Vinacapital  
Vinamilk  
Vincom Retail South One Member Co., Ltd  
Vingroup  
Vissan  
Vision International  
Vietjet Air  
Watson Wyatt



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## OUR PARTNERS

### NGUYEN GIA HUY CHUONG

#### Managing Partner

Email: [chuong.nguyen@gvlawyers.com.vn](mailto:chuong.nguyen@gvlawyers.com.vn)

#### Expert Practice

Corporate

Real Estate

Mergers & Acquisitions

Private Equity and Restructurings



#### BIOGRAPHY

Chuong has 20 years of experience in corporate consulting, tax advisory and technology & intellectual property management. His work has primarily been in the areas of corporate consultancy, mergers and acquisitions, emerging growth companies, taxation, business litigation, executive team effectiveness and leadership coaching with clients spanning most industry sectors: construction, technology information, family health care, inbound travel, intellectual property, home appliances manufacturing, port management, transport and telecommunications.

Chuong also possesses vast experience in corporate law, particularly in corporate matters for domestic and foreign enterprises in Vietnam and mergers & acquisitions in all aspects. Whether you are an entrepreneur just starting a business or being at the helm of an emerging or high-growth company, his experiences in management and strategic development of corporations can provide counsel and problem solving assistance to you along the way.



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## OUR PARTNERS

Along with his knowledge of Corporate, Private Equity, M&A, Real Estate and Construction, Chuong has acquired experience in tax matters through his working at a leading consulting firm in Vietnam allowing him to give in depth advice on law and tax compliance practices in Vietnam. Chuong has advised and completed numerous mergers and acquisitions of foreign-owned corporations and assisted in resolving intricate tax issues linked to restructuring and M&A operations.

Currently, Chuong is acting as the Managing Partner of GV Lawyers, an international law firm lately established by a group of dedicated and experienced lawyers who have started and advanced their careers with the most prominent law firms in Viet Nam, the latest one in the list being Phuoc & Partners. Chuong has more than 10 consecutive years acting as the director and managing partner of Phuoc & Partners.

Mr. Chuong has also been invited as a guest lecturer at Master of Business Administration, MBA organized between University of Technology of Ho Chi Minh City – Institute for International Management Consulting and University of Ludwigshafen of Applied Sciences (MBA-IMC Vietnam). Mr. Chuong was admitted to the Bar Association of Ho Chi Minh City and the Law Association for Asia and the Pacific. He is also highly recommended by Asia Law Magazine and the Legal 500 in respect of real estate consulting for several consecutive years.



## OUR PARTNERS



### NGUYEN DUC HIEU

#### Partner

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#### Expert Practices

Corporate

Debt Recovery

Intellectual Property

### BIOGRAPHY

Mr. Nguyen Duc Hieu has more than 20 years of experience practicing in a relatively broad range of practices, spanning from IP, unfair competition, corporate, data confidentiality protection and cybersecurity. Over the last 06 years, he has expanded his practice to licensing regulatory matters and M&A deals.

Mr. Hieu is also known for his hand-on style and remarkable ability to give pragmatic and holistic advice to Clients. With in-depth experience serving businesses, both foreigner and local, he can also provide clients with practical and cost-effective solutions to their complex legal issues

Mr. Hieu attained his Bachelor of Law degree and then a Master of Laws (LL.M.) at the Hanoi Law College. He also earned a Bachelor of English degree at the Hanoi Foreign Language Teaching University. He has also been admitted as an official member of the Bar Association of Hanoi.

Mr. Hieu has delivered presentations for a number of international professional seminars. He is also the author and a co-author of several articles published by IP magazines



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## OUR PARTNERS

### LUONG VAN LY

#### Partner

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#### Expert Practices

Investment

Real Estate

Infrastructure

Education

#### Education:

Mr. Ly graduated as an MBA in International Law from the Graduate Institute of International Studies, Geneva, Switzerland (now known as the Graduate Institute of International and Development Studies)

#### Professional Background:

Diplomacy: From 1977 to 1979, Mr Luong Van Ly worked for the International Law Department, Ministry of Foreign Affairs, Ha Noi. From 1979 to 1992, he was a consular officer and then became Press Chief Officer at the Ho Chi Minh City Foreign Affairs Office from 1992 to 1994. From 1994 to 2001, he was Deputy Director of the Foreign Affairs Office in Ho Chi Minh City, the local branch office of the Ministry of Foreign Affairs.

Teaching: From 1992 to 1995, Mr. Ly taught International Public Law at the

School of Law, the Natural and Social Sciences University of Ho Chi Minh City. Over these 03 years he helped train several classes of talented barristers now practicing all over the country and several classes of government officials who are today putting their solid legal knowledge at the service of their daily work.





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### **Professional Background:**

**Planning & Investment:** From 2001 to 2007, Mr. Ly was Deputy Director of Ho Chi Minh City's Department of Planning and Investment, in charge of foreign investment and ODA Projects. In these capacities he became well known and highly appreciated by foreign investors in Viet Nam and colleagues as an active and effective promoter of the city.

**Practicing law:** Mr. Luong Van Ly was a founding partner at VLT Lawyers. In July 2016, VLT Lawyers merged with Phuoc & Partners. As a legal consultant he partook in the success and growth of domestic and foreign enterprises, including large groups of companies operating in as diverse industries as construction (power plants); infrastructure building (BOT and BT road-building and sport center-building projects); education (establishment of kindergartens, foreign language schools); retail trading (establishment of shopping center chains); dispute settlement (between investors and contractors in construction projects; among shareholders in a university, in a food producing company; dispute related to land rental fee between a foreign-invested company and government authorities); finance (debt restructuring); hotel management (negotiation of management-related contracts)...

Since September 01st, 2019, he is a Partner at Global Vietnam Lawyers (GV Lawyers) where he is in charge of legal consulting in education, health care, infrastructure building, commerce and investment.

### **Enterprise Management:**

- From 2008 to 2017: he was Independent Director of VinaCapital Infrastructure Fund
- From 2008 to 2015: he was Independent Director of Blackhorse Asset Management Fund.

### **Languages:**

French, English and Vietnamese



## OUR PARTNERS

### NGUYEN VAN QUYNH

#### Partner

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#### Expert Practices

Labour & Employment

Tax

Merger & Acquisitions

Real Estate

Construction



#### BIOGRAPHY

After graduating from the Ho Chi Minh City Law University in 2006, Quynh began as and has remained being until today a legal consultant.

Quynh started working as an investment consultant at FMC Financial Consulting and Management Company, then worked for more than 2 years at J&P Law Firm, one of two Korean law firms operating in Vietnam at that time. At J&P, Quynh co-operated with Vietnamese and foreign lawyers in providing legal advice to Korean investors doing business in Vietnam and focusing on securities and real estate market.

With a desire to understand an in-house counsels' work and responsibilities as well as to pick up the challenges proper to multi-national groups, Quynh spent 01 year working at a leading life insurance company operating in Vietnam. Together with her colleagues, Quynh advised and resolved internal corporate issues.



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In September 2010, Quynh joined Phuoc & Partners where she assisted clients in resolving complicated legal issues related to capital transfer, real estate project assignment, restructuring and tax planning with solid and extensive expertise. In June 2018, after less than 08 years spent with Phuoc & Partners Quynh obtained her well-deserved promotion and became the youngest Partner of the firm.

With solid legal knowledge and rich practical experience, Quynh had large domestic firms and multinational corporations such as Vingroup, Phu Long Real Estate, An Duong Thao Dien, Gilimex, Coca Cola Beverages, Aden, CMA-CGM, BOSCH, Keppel Land, Pouchen, Coats Phong Phu, Chevron Lubricants Vietnam, Dai-ichi Life Fund and others as her clients.

From September 2019, Quynh began a new phase of her professional development with Global Vietnam Lawyers as a specialist in tax, corporate, real estate, construction, M&A.

Quynh is also a speaker at labour law conferences of the Vietnam HR Club and the author of several legal articles published by the Saigon Times.



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## OUR PARTNERS

### DINH QUANG THUAN

#### Partner

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#### Expert Practices

Dispute Resolution and Litigation  
Insurance  
Commercial  
Maritime and Shipping Employment  
and Labour Construction  
Criminal  
Civil and Family



#### Education, Training & Association

- Bachelor Degree of Law, Ha Noi University of Law
- CIArb Diploma (Singapore)
- CEDR Mediator Skills Training (Ho Chi Minh City)
- VMC Mediator/ CEDR Accredited Mediator

#### BIOGRAPHY

Mr. Thuan has more than 13 years of experience working for the People's Court of Ho Chi Minh City, including more than 08 years working as the assistant to the Chief Judge of the Civil Division.

In March 2003, Mr. Thuan decided to leave the Court and start his career as a professional lawyer. He joined Vilaf – Hong Duc where he was a key litigator for more than 5 years before joining Phuoc & Partners in October 2008. He became a P&P Partner in April 2009. 10 years later, in August 2019, Mr. Thuan and 07 other P&P Partners set up Global Vietnam Lawyers.



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Mr. Thuan is highly regarded for his versatility as a labour, commercial, maritime, insurance, construction and criminal trial and appellate lawyer. In his litigation practice, Mr. Thuan has handled a variety of well-known cases including:

- legal actions against a tax agency to decline a tax obligation equal to 7 million USD,
- defending a world famous soft drink manufacturer in labour disputes against employees,
- handling dispute among members of a 5-star hotel joint venture,
- representing a foreign contractor in resolving dispute over the construction of a high-class housing project,
- handling maritime cases which include applying for arrest and release of sea-going vessels,
- representing a foreign well-known insurer in subrogation cases, representing foreign top cotton and feeds traders in enforcing foreign arbitral awards in Vietnam,
- handling large number of debt collection cases for both local and overseas clients including HSBC Vietnam, Dekalb Vietnam, Shell Vietnam, Basf Vietnam, AG Processing Inc., Olam International, VNG ....

Not only handling dispute resolution works including litigation, Mr. Thuan also works intensively to advise clients on various legal fields relating to employment and labour, maritime & shipping, insurance, contract, civil, family, criminal law and other commercial issues.

Mr. Thuan has had several contributions to Saigon Economic Times Magazine and other local newspapers on various commercial issues.

As a Vietnamese native, Mr. Thuan is also fluent in English.



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## OUR PARTNERS

### HOANG QUOC NHAT TRUNG

#### Partner

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#### Expert Practices

Corporate,  
Real Estate,  
Merger & Acquisition,  
Investment and Restructuring



#### BIOGRAPHY

By starting his career as an attorney with some well-known law firms in Ho Chi Minh City, Vietnam, Mr. Trung gained much valuable knowledge and experience in various legal fields including investment, trade (including foreign trade), corporate matters, logistics, labour, tax, intellectual property, and others, whereby Mr. Trung built up a solid and deep background for his professional development at GV Lawyers later. During this time, Mr. Trung had the great opportunity to serve major international clients such as Fuji Xerox, CBRE, Schenker, Interfood, Avafood, Regus, Sika, Dupont, Akzo Nobel, Franco Pacific, KMTC, KCTC, Evergreen, Shibusawa, Hanshin, Dupon, and many more.

At GV Lawyers, Mr. Trung brought his professional career to a higher level when he became a firm expert in the fields of M&A, Corporate, Real Estate, and Investment and Restructuring and, as such, dedicated himself to the success of high-demanding clients including the Berjaya Group, Dai-ichi Life Vietnam Fund Management (DFVN), Khang Dien Real Estate, Kinh Do Group, Essilor Group, MB Bank, Lafarge Cement, Mon Hue Restaurant, Novaland, Sacomreal, Smart Shirts, Sumitomo Group, Thanh Thanh Cong Group, URC, VinaCapital, VinGroup, and many others.



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### TRAN THANH TUNG

**Partner**

#### **Expert Practices**

Investment

M&A

Legal advisory

Banking

Corporate Governance & Legal Compliance

Re-structuring & Insolvency

Commercial Arbitration and Mediation

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### **BIOGRAPHY**

Mr. Tung began working in the legal sphere before his graduation from the Ho Chi Minh City Law University in 2003 and therefore has acquired 16-year experience as a practicing legal professional.

Prior to joining P&P in 2006, he practiced law at J&J Law Office and LuatViet Legal Consultants successively. Mr. Tung is well qualified for providing legal advice on a wide range of issues within his areas of expertise e.g. Corporate and Investment Law. He has handled numbers of transactions related to corporate structuring, mergers and acquisitions, banking and real estate industries. His legal know how is enhanced by a Bachelor's Degree in Finance and Banking enabling him to combine legal and financial expertise in a way that is highly satisfactory to his clients. His recent graduation from the Master of Laws program has further reinforced his considerable legal skills.

Mr. Tung has spoken at numerous professional seminars on investment and business law and has been invited to give his opinion on several draft legislative texts by governmental agencies. He is also the author of quite a few stories published in The Saigon Times (Thoi Bao Kinh Te Sai Gon), The Entrepreneur & Law Review, (Doanh nhan va Phap Luat), The Business Review (Nhip Cau Dau Tu), Vietnam Investment Review (Bao Dau Tu) and other newspapers. He also has been invited to give lectures at the Judicial Academy since 2009 to date and some universities and colleges in Ho Chi Minh City on his specialty areas of practice.



## OUR PARTNERS

### LE QUANG VY

#### Partner

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#### Expert Practices

Intellectual Property

Copyright and Related Rights

Civil Litigation



#### BIOGRAPHY

Lawyer Le Quang Vy used to be an official of the Personnel and Organization at the People's Committee of District 3, Ho Chi Minh City, in charge of administrative reforms and ward government organization and a guest lecturer on Copyright and Related Rights in the Intellectual Property Law at the Military College of Art and Hoa Sen University.

Lawyer Le Quang Vy was a founding partner at VLT Lawyers. In July 2016, VLT Lawyers merged with Phuoc & Partners.

From September 2019, he is a Partner at Global Vietnam Lawyers (GV Lawyers) where he works on Intellectual property, especially Copyright and its related rights, entertainment technology, media and civil litigation.

Career Award: Leading Lawyer on Intellectual Property in 2016 and 2018 - Asialaw Profiles

#### Membership:

- Member of the Bar Association of Ho Chi Minh City, Vietnam.
- Member of the Song Writers' Association of Vietnam

Education background: Bachelor in Law of the University of Social Sciences and Humanities

Apart from his native language as Vietnamese, he is fluent in English.



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### Media Practice:

Mr. Le Quang Vy is a familiar author of many legal articles published on prestigious newspapers such as Saigon Economic Times, Tuoi Tre, Business Newspapers (Nhip Cau Dau Tu) and participates in the interviews on legal issues of the program of Vietnam Television (VTV) and Ho Chi Minh City Television (HTV).

The following articles and interviews, which have been conducted:

- Author of the regular book on Copyright & Related Rights in the Intellectual Property Law, published by Young Publishers in 2010
- Co-author of Chapter 9 - Intellectual property rights in Volume 3 of the Lawyer Handbook, published by the Vietnam Bar Federation and Japan International Cooperation Agency (JICA) in 2018.
- The program "Dong Hanh Hang Viet No. 139 - 2017 on the topic of **"Consumers' entitlement to safety"** was broad casted on Ho Chi Minh City Television.
- The program "Dong Hanh Hang Viet No. 138" broadcasted on February 7, 2017, on HTV7 with the topic of **"Trademarks and corporate interests"**.
- The article by Lawyer Le Quang Vy and Paralegal Nguyen Thi Hang under the title of "Legal issues surrounding the regaining of the sperm of the deceased" posted on the online newspaper nguoiduatin.vn on December 30, 2018.

Author or co-author of many articles published in the Saigon Economic Times such as:

### Why is the criminal liability of a legal entity denied?

- *What a pity for overseas artists returning to their homeland to perform*
- *Fairness, justice and role of the court*
- *Music copyright of the digital age*
- *Do you need to review art show programs?*
- *Is it necessary for apply for a license to take the international beauty test?*
- *Is the singer also a producer of his album?*
- ...



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