



GLOBAL VIETNAM
LAWYERS



GLOBAL VIETNAM LAWYERS (GV LAWYERS) is the latest creation by a group of dedicated and well experienced lawyers who have started and 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. Le Quang Vy, Partner; Ms. Nguyen Van Quynh, Partner; and Mr. Hoang Quoc Nhat Trung, Partner. We also have Mr. Luong Van Ly a veteran government official and incumbent Arbitrator at Vietnam International Arbitration Center as our Senior Advisor.

Chuong was formerly Managing Partner and Thuan, Tung, Vy, Quynh and Trung Partners at P&P (Our Partners' and Mr. Luong Van Ly's 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 more than 50 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.



Tax	Debt Recovery	Inbound & Outbound Investment
Civil Matters	Intellectual Property	Corporate Governance & Compliance
Real Estate	Maritime & Shipping	Litigation (Dispute Settlement)
Private Equity	In-house Counseling	Education & Vocational Training
Legal Education	Labour & Employment	Family & Matrimonial Services
	Mergers & Acquisitions	

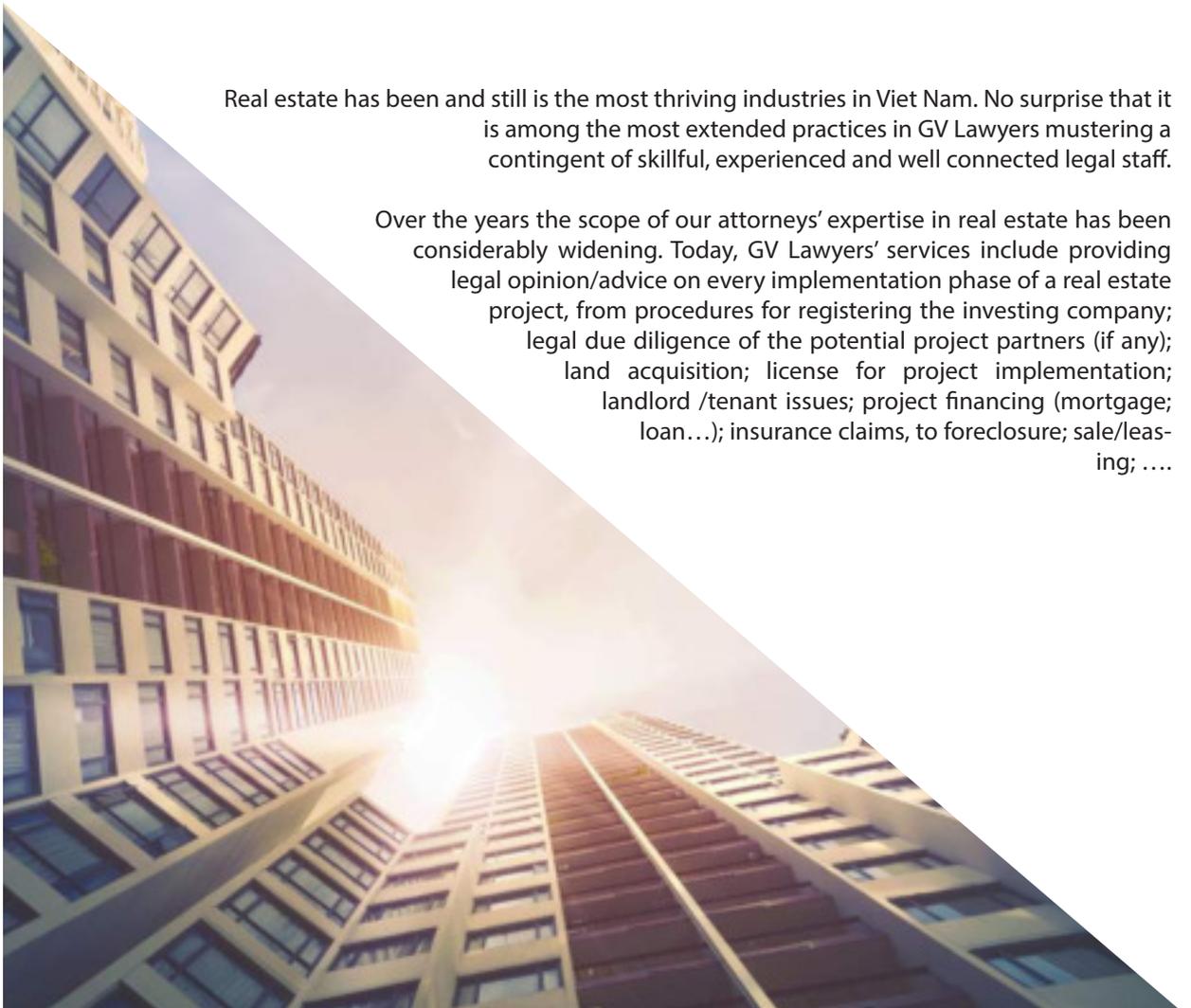
In an emerging economy like Viet Nam's advising clients on the latest legal developments is among the most important tasks of a consultant. This is actually one of the most frequent assistance requests from our clients.

GV Lawyers' Tax Team has extensive experience in designing efficient tax structure, tax planning and solving emergency tax issues encountered during business operation.

Our attorneys are well versed in working out lawful and mutually agreeable solutions to tax disputes or enterprises' tax-related requests in cooperation with the national and provincial tax authorities such as the Ministry of Finance, General Tax Department and provincial Tax Departments.

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); land acquisition; license for project implementation; landlord /tenant issues; project financing (mortgage; loan...); insurance claims, to foreclosure; sale/leasing;



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.

Pre-dispute labour relations management (collective bargaining, strike/work-stoppage avoidance).

Labour disputes (negotiation; mediation; juridical settlement).

Labour law familiarization (updating presentation; analysis; case study; provision of guidelines).





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...).

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

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

GV Lawyers has comprehensive experience in every aspect of global 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

Dispute settlement in GV Lawyers' practice includes settlement at courts of justice, by arbitration and 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.

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 CIArb or CEDR.

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

Their loyal devotion to protecting their clients' short-term and long-term interests all over the dispute settlement process.



GLOBAL VIETNAM
LAWYERS



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 licensing application dossier and submitting such dossier 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 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 the other end.



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 will 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.

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).



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!

Patents

Are included in our services:

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

Trademarks

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

Copyright

Including:

- Advertising;
- Printed and on-line publications;
- Computer software;
- Broadcasting rights (neighbouring rights).

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.



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
- 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 a litigation process, 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 a client's requests and instructions in the most timely fashion.

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

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





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 status;
- 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;
- 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.

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 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;

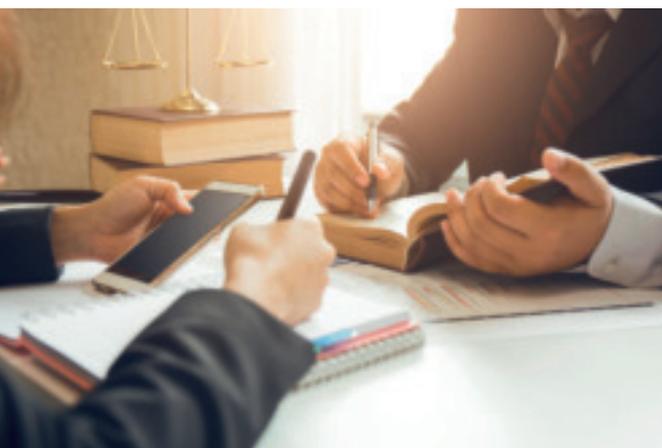
Helping resolve internal conflicts (between management and shareholders; among managers or among shareholders; between employers and employees) and/or disputes with the authorities.

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

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.



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;
Advising on the restructuring, merger and acquisition of education/vocational training institutions.



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 to the attendants.

The venue of the training may be the client's premises or any other suitable place.



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Corporate
Real Estate
Mergers & Acquisitions
Private Equity and Restructurings

Along with his knowledge of Corporate, Private Equity, HongKong and Singapore IPO advisory, M&A, Real Estate and Construction, 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.

Since 2010 up to date, Chuong has been consecutively ranking and recognising as a leading lawyer in Vietnam by the Legal 500 Asia Pacific, Asialaw Profiles, In-house Counsel Community, and Asian Legal Business.

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. 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 protection to privacy 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 for 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 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 an author and a co-author of several articles published by IP magazines.



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Tax
Real Estate
Construction
Merger & Acquisitions
Labour & Employment

After graduating Ho Chi Minh City Law University in 2006, Quynh has begun and maintained with legal advisory work at professional companies until now.

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, which was one of two Korean law firms operating in Vietnam at that time. Here, 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 in-house counsels' work and responsibilities as well as to take challenge at multi-national groups, Quynh spent 01 year for working at a leading life insurance company operating in Vietnam. Together with her colleagues, Quynh advised and resolved internal corporate issues.

In September 2010, Quynh joined in Phuoc & Partners. Demonstrating solid and extensive expertise in various areas and effective support given to clients in settlement of their complicated legal issues, in June 2018, Quynh was promoted and became the youngest Partner after less than 08 years of working for Phuoc & Partners. Quynh contributed to deal success of transaction of capital transfer, real estate project transfer, restructuring and tax planning.

With extensive legal knowledge and practical experience gained from profession practice, Quynh involved in providing legal advice to clients of 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.

From September 2019, Quynh has developed her career with Global Vietnam Lawyers and specialized in tax, corporate, real estate, M&A, construction.

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



OUR PARTNERS

Mr. Thuan has more than 13 years of experience working for the People's Court of Ho Chi Minh City, of which he spent more than 8 years working as the assistant to the Chief Judge of the Civil Division.

In March 2003, Mr. Thuan decided to leave the Court and started his career as a professional lawyer. He joined Vilaf – Hong Duc and played the role as a key litigator of the firm for more than 5 years before he joined Phuoc & Partners in October 2008 and became a partner of the firm in April 2009. Mr. Thuan and 07 other partners of Phuoc & Partners set up Global Vietnam Lawyers LLC in August 2019.

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 class actions by 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 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

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Corporate
Real Estate
Merger & Acquisition
Investment and Restructuring



By starting his career path as a lawyer 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, commercial (including foreign trade), corporate, logistics, labour, tax, intellectual property, and others, whereby Mr. Trung created a solid and deeply background for his professional development at P&P later. During this time, Mr. Trung has 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 P&P, Mr. Trung has continued his professional development to a new high level, specialising in the fields of M&A, Corporate, Real Estate, and Investment and Restructuring. through his expertise and experience, he has substantially dedicated himself to the success of various assignments from the high-demanding clients among which include 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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M&A
Banking
Investment
Compliance
Legal advisory
Re-structuring & Insolvency
Corporate Governance & Legal
Commercial Arbitration and Mediation

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 Luat Viet 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.



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Civil Litigation
Intellectual Property
Copyright and Related Rights

Lawyer Le Quang Vy used to be an official of the Personnel and Organization at 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 is engaged in the practice of Intellectual property, especially Copyright and its related rights, legal advice on entertainment technology, media and civil litigation.

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

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).

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 since 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.

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.

From 2001 to 2007, he 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 Vietnam as an active and effective promoter of the city.

Mr. Luong Van Ly contributed a great deal to the creation of VLT Lawyers. In July 2016, VLT Lawyers merged with Phuoc & Partners until Phuoc & Partners' dissolution in August 2019.

Since September 2019 he is the Senior Adviser in GV Lawyers, assisting our Partners in consulting in education, health care, construction, commerce and investment.

From 2008 to 2017: he was Independent Director of VinaCapital Infrastructure Fund.

From 2008 to 2015: he was Independent Director of Black-horse Asset Management Fund.

French, English and Vietnamese



