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Table of Contents

I.	Firm Profile	2
II.	Major Deals	4
III.	Practice Areas	7
IV.	Lawyers	11
V.	Our Clients	20
VI.	Our Rates	22

A proactive legal and consulting firm ready to go the extra mile to foster quality, practical and cost-effective solutions for its clients.

I. Firm Profile

Phuoc & Partners is an independent law and consulting firm with integrated legal, tax practices. Focusing on our commitment to provide a one-stop-service to our international and local clients, we enable our clients to reduce their administrative overhead and focus on their core business activities.

Our firm's professional staff consists of approximately 40 Vietnamese and foreign lawyers working across three offices in Ho Chi Minh City, Ha Noi and Da Nang.

Due to the firm's capacity of effectively structuring and supervising domestic as well as foreign legal and consulting matters, P&P is the perfect choice for large and medium-sized, international corporations, banks and other financial institutions.

■ History

P&P was founded in 2003, primarily specialized in Tax, M&A, Labor and Employment practices. In 2004, P&P merged with a leading Vietnamese law firm specialized in litigation procedures. Gaining further experience in complex taxation issues and realizing the need for incorporated services, P&P established its own office in 2006.

Today P&P is well known nationwide for being the first law firm in Vietnam where lawyers and tax consultants cooperate closely as to produce efficient and sophisticated counsel.

■ International Expertise

In addition to three offices in Ho Chi Minh City, Ha Noi and Da Nang, P&P maintains liaison offices in Bangkok and Singapore. Furthermore, P&P maintains close relationships with prominent law and tax firms in Europe, the United States, Singapore, and Korea, to offer top-level advice worldwide and effective structuring and supervising of domestic as well as international legal and consulting matters. Thus, we can count on a continuously growing number of well-known clients.

■ Firm Culture

The culture of P&P is characterized by a strong feel for entrepreneurship, the provision of high-quality services and mutual involvement. A focus on quality, openness, short lines and a minimum of hierarchy form the foundation of an informal and inspiring culture. This culture stimulates the search for pragmatic solutions to complex legal, tax problems.

■ Our Goal: The Client's Success

Risks are inherent in every business venture. P&P will provide you with a thorough assessment and

the necessary safeguards to achieve your business goals. Based on our broad experience, we can navigate you safely through Vietnam's demanding regulatory system. We are well positioned to provide sound, practical and creative advice, before risks become a reality. In doing so, we strive to develop a long-term relationship with each client, based on mutual trust and a thorough understanding of the client's operation, objectives and imperatives.

The business world operates twenty-four hours a day, seven days a week. To ensure the success of our collaboration, we guarantee our employees' around-the-clock availability so that we can provide you with the necessary tools and sound legal advice to your realized business goals.

II. Major Deals

Phuoc & Partners are proud to have been at the center of several landmark transactions and disputes that were viewed as typical transactions/deals/cases in Vietnam. We have advised:

2011

- **BOURBON TAY NINH**, in advising legal procedures and preparing deal supporting documents for a successful M&A project of 68% shares from foreign shareholders.
- **GOLDEN GAIN INTERNATIONAL LTD (BVI)**, in advising tax structure and capital acquisition for a successful M&A deal with a listed company in the North of Vietnam, having value up to 38 million.
- **CATHAY PIGMENTS**, in conducting a legal due diligence relating to a M&A project of a company in Binh Thuan Province, Vietnam.
- **KHANG DIEN REAL ESTATE CORPORATION**, in forming a joint venture company with one of the most emerging real estate companies in Asia.
- **THE COCA COLA COMPANY**, in conducting a legal and intellectual property due diligence relating to an M&A project of a listed food processing company.
- **SAIGON COMMERCIAL JOINT STOCK BANK (SCB)**, in advising and preparing supporting documents for sale & purchase of a core banking system from a Singapore developer.
- **ALLGREEN**, in obtaining ruling from the Ho Chi Minh City Tax Department on VAT for their real estate project in Ho Chi Minh City.
- **DAI LOC JSC & YOUNG'S KING DOM**, in a lawsuit brought against a multinational shipping liner and successfully recovering an amount of about USD150,000 as compensation for loss of cargo.
- **DIC (Development Investment Construction Joint Venture Corporation)**, in a construction dispute between DIC and 68 Company over the construction of Dai Loc bridge wherein DIC requests 68 Company to repay an advanced amount of nearly USD250.000.
- Representing **COMMONWEALTH BANK OF AUSTRALIA** in a wrongful termination lawsuit initiated by a high-ranked employee and successfully defending the Bank.
- Representing **KIMBERLY CLARK VIETNAM LIMITED** in a wrongful termination lawsuit initiated by an individual employee and successfully mediating the dispute in favour of the Company.

- Representing **INTEL PRODUCTS VIETNAM LIMITED** in a lawsuit initiated against an individual employee to request repayment of training costs and successfully mediating the dispute in favour of the Company.
- Representing **LIBERTY INSURANCE LIMITED** in a wrongful termination lawsuit initiated by an individual employee and successfully mediating the dispute in favour of the Company.

2010

- **KHANG DIEN REAL ESTATE**, for a FIDIC construction contract with COFICO in Spring Life project in District 2, Ho Chi Minh City, worth 248 billion VND (12.8 million USD).
- **PROFORMA LTD (BVI) and HOA PHAT GROUP**, for a real estate M&A project in Hanoi and District 9, Ho Chi Minh City.
- **VINAMETRIC (DUXTON HOTEL)**, a four star hotel located in Ho Chi Minh City, in connection with the administrative litigation case against the Ho Chi Minh City Tax Department – the largest amount of tax claim of nearly 7 million US Dollars relating to a tax decision of the Ho Chi Minh City Tax Department relating to the method of tax calculation with respect to the business of electronic games with prize.
- **P+Z DEVELOPMENT PTE., LTD**, a contractor of Long Thanh Golf Club, to participate in the preparation of a construction contract for the development of a golf club in Laos.
- **SACOMREAL - TAN THANG (SCR AND GAMUDA LAND)**, in a real estate M&A deal, for development of a new urban area (capital structure, legal due diligence, share acquisition, post-licensing) with total investment capital is up to 165 million USD.

2009

- **THE EAST**, a high-class villa project in District 9, Ho Chi Minh City, in legal-business structure advice and investment co-operation contract consulting;
- **NEW WORLD FASHION GROUP**, a leading garment and fashion group based on the UK, in a global restructuring plan for tax saving purposes;
- **The OASIS PROJECT IN SUNRISE CITY, DISTRICT 7**, having value of capital assignment is up to 32 million USD, in tax and real estate consulting;
- **CHERVON**, a leading oil and gas company, in a global HR restructuring plan to retrench a number of Vietnam employees;
- **NEW URBAN AREA PROJECT** in Binh Khanh – Thu Thiem, District 2 between Century 21 Corporation and the People’s Committee of Ho Chi Minh City, in contracts advisory and preparation;

- **DIAGEO**, the world's leading premium drinks business with an outstanding collection of international brands across spirits, wine and beer, in a HR restructuring plan in its Vietnam business.

2008

- **LOTTE SHOPPING LIMITED**, a leading Korean supermarket company in the Lotte Group, in business deals with Vietnamese land owners to develop their outlets in Vietnam.
- **SHINSUNG VINA**, a leading Korean garment company, in a M&A deal in Binh Duong with transaction value of 12 million US Dollars.
- **BYUCKSAN ENGINEERING & CONSTRUCTION COMPANY LIMITED**, primary on architecture, engineering and electrical services provider, in setting up a joint venture on condominium and real estate business in Vietnam.
- **VIDIFI (Vietnam Infrastructure Development and Finance Investment Corporation)** - to participate in negotiations and providing legal advice for the construction contract signed between VIDIFI and a foreign contractor in the development of the Hanoi – Hai Phong Highway.
- **DOOSAN VINA**, a leading heavy industry group of Korea, in the process of successful settlement of a large strike in Dung Quat in 2008
- **DONG TANG LONG NEW URBAN AREA**, at District 9 between HUD Corporation and VinaCapital Property Development Limited, with total investment capital of the 1st stage is up to 400 million USD, in capital structure; project efficiency planning; finance planning and joint venture structure.

2007

- **VINACAPITAL**, a leading BVI venture capital fund, in the joint venture deal to develop a township project in Dong Nai province with an initial investment capital value of 400 million US Dollars.
- **SCHLUMBERGER VIETNAM**, a leading oil and gas exploitation company, in connection with the labour litigation case against Schlumberger Vietnam - the first ever highest value claim of approximately one million US Dollars.
- **SOUTHERN LAND JSC**, a well-known Vietnamese real estate development company, in the joint venture deal to develop an apartment complex in Southern Saigon valued at more than 50 million US Dollars.
- **KMDK**, a Korean based company which was selected as the contractor for the Clean Development Mechanism (CDM) Project to collect and recycle gas into electricity at two dumpsites in HCM City's outlying areas, in the incorporation of KMDK's commercial presence in Vietnam and in dealing with the People's Committee of Ho Chi Minh City, the

Environment Protection Fund and the Electric Vietnam Corporation in the establishment and operation of the CDM Project.

2006

- **SCANCOM**, a leading home furniture manufacturer, in a global tax planning project for its expatriates within the group.
- **NV MULTI CORPORATION BERHAD**, an investment holding company engaged in investment and development of memorial parks, in the establishment of its first joint venture in Vietnam for the conduction of a memorial park located at a 100ha land area in Ha Tay Province.

III. Practice Areas

A. Legal

P&P offers assistance in a comprehensive range of commercial legal service areas. We propose a full range of combined or separate legal and tax services, adapted to each client's individual requirements.

■ Corporate Law

We focus, with some of Vietnam's most experienced legal experts, on a full range of incorporation and investment issues, from pre-licensing advisory services to post-licensing assistance.

Our specialists provide sophisticated advice on mergers, acquisitions and other significant corporate transactions in several lines of business. We advise on conventional acquisitions, dispositions and mergers; restructurings, joint ventures; off-shore trusts; the establishment of new business entities in Vietnam and the expansion or exportation of Vietnamese businesses into other jurisdictions.

Transactions may have intense demands on the professionals involved, thus we work closely with our clients' executives and create specific teams for each transaction.

■ Construction projects/ EPC/ Real Estate

P&P advises developers, owners, contractors, subcontractors and suppliers on a wide range of construction-related legal matters, during project planning, approval and implementation. Our clients are involved in a broad range of construction projects: including residential, commercial and industrial projects.

■ Debt Collection

We make every effort to resolve debt collection disputes without litigation, never the less we can count on in depth experience before all levels of jurisdiction in Vietnam. Based on the value of the matter at hand, we represent clients ranging from sole proprietorships to multinational corporations in various matters; e.g.: Collection of overdue accounts; enforcement of domestic and foreign judgments; recovery of funds, assets, property; commercial tenancy defaults; equipment leasing defaults; bankruptcy and insolvency; priority disputes among creditors; execution proceedings.

■ Litigation and Alternative Dispute Resolution

Members of our Litigation and ADR Practice Group assist parties in resolving their disputes using private mediation, arbitration, facilitation and other dispute resolution processes as well as the more

traditional litigation venue.

Mr. Dinh Quang Thuan, who just joined P&P in October 2008, has got a strong litigation background after almost 6 years working as key litigator in one of the leading law firms in Vietnam. With Thuan's participation in the litigation group, P&P is now ready to provide clients with professional legal assistance in settling disputes with regard to a wide range of legal fields, especially maritime, employment, insurance, construction, corporate and other commercial issues.

Depending upon each individual case and the client's particular needs, utilization of an alternate dispute resolution process can avoid the publicity, risks, costs and delays inherent in civil litigation, especially in areas which are particularly well suited to alternate dispute mechanisms such as construction or labor related disputes and, to a certain extent, debt collection.

■ Labor & Employment

Representing employees

Very few relationships are as important to an individual's well-being as his or her employment, and many individuals do not realize that their workplace rights have been violated until they consult with an experienced employment lawyer. P&P represents executives, officers, directors and partners in all aspects of their employment relationships.

Representing employers

P&P assists employers in a wide range of employment matters before both the courts and the Labor Union and local authorities, including employment agreements and policies, Collective and individual employment law disputes, employee confidentiality, reorganizations, restructuring, non-competition issues and strikes as well as all matters relating to leaves of absence and severance allowance issues. We have experience representing employers in collective bargaining, administration of collective agreements.

■ Expatriates

Foreign employees represent an invaluable resource and workforce for businesses. We focus on all legal and tax issues concerning the employment of expatriates as to ensure a smooth secondment in as well as out of Vietnam. Next to our broad service package for multinational companies, we pro-

vide individual service packages for employed expatriates, i.e.: work permits, visas, temporary residence cards; personal Income Tax, advisory and tax finalization assistance; individual tax structuring..

B. Tax

■ Tax, VAT, Customs, Transfer Pricing

In the course of Vietnam's rapid economical development, Vietnam's tax regime has been and is subject to frequent changes. P&P's Tax Practice Group provides valuable and experienced legal counsel to clients on all matters arising from these taxation laws, such as:

- Implementing efficient tax planning to accommodate all issues relevant to commercial activities, including matters of business ownership, operations, acquisitions;
- Creating effective international ("cross-border") tax planning strategies
- Guidance to tax-exempt entities, e.g. charities and non-profit organizations on matters relating to their fund-raising or investment initiatives.
- We assist in pursuing related Court appeals, whether in provincial Courts or the Supreme Court of Vietnam.

In addition, P&P renders advice on intra-group transfer prices, draft of or advice on legal agreements and documentation. We can prevent double taxation or tax controversies through consultations with tax authorities and can thus assist your business with regard to a more comprehensive tax planning.

C. M&A

Phuoc & Partners is one of leading law firms in the mergers & acquisition ("M&A") field in Vietnam. The Firm's M&A lawyers are regularly retained in domestic and cross-border M&A transactions, including acquisitions of material assets, mergers, stock purchases, restructurings and joint ventures. Our work involves the representation of purchasers, sellers, lenders and financial advisors. Our clients include Vietnamese and non-Vietnamese companies, venture capital firms, private equity funds and commercial banks.

We have worked on many of the largest and most complex M&A transactions completed in Vietnam, and have been consistently recommended by the domestic and international investment banking firms to their clients as one of the best Vietnamese M&A firms.

In complex M&A transactions, our lawyers provide sophisticated advice in order to effectively and efficiently structure and execute even the most complex transactions. In addition to our dedicated and

talented M&A lawyers, our colleagues in dispute resolution, securities, corporate and banking, employment, tax, intellectual property, real estate, environmental and other specialty areas are routinely involved in M&A transactions.

Independent surveys have consistently recognised Phuoc & Partners as one of the best M&A advisers in Vietnam. We are also ranked in the third tier for Corporate/M&A in Asia Pacific Legal 500 2010/11 Edition.

D. Legal Translation

Phuoc & Partners has more than 6 years of experience in providing legal translation service (in main languages of the world). Our translation services include but not are limited of:

- Legal contracts
- Criminal/civil/commercial case documents
- Birth, death, marriage and divorce certificates
- Notarisation
- Patents and trademarks
- Intellectual property

Phuoc & Partners has established itself as a preferred legal translation services supplier to foreign owned companies in Vietnam.

Legal Translation Specialists

- Our legal translators are professionally qualified linguists.
- All our translators have at least 5 years professional experience and undergo a rigorous selection procedure.
- Our legal translators translate exclusively into their native language.
- We provide legal translation services in over 6 language combinations

Quality Legal Translation

To guarantee quality, all our legal translations are proofread independently prior to delivery. Our fast and professional service is managed by your personal project manager, who also ensures the confidentiality of your legal translations.

IV. Lawyers

Nguyen Huu Phuoc

Founding Partner

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Education

- Bachelor of Law Degree from the University of Law of Ho Chi Minh City (1995), majoring in economic law;
- Bachelor of Arts (B.A) in English, the Pedagogic University of Ho Chi Minh City (1996);
- Certified Public Accountant;
- Master of Law Degree (LL.M.) – Bristol Law School – UK, majoring in International Trade.

Practice

Nguyen Huu Phuoc has more than 16 years of experience practicing law, including nearly 10 years as a senior consultant in the Tax and Legal Department at PricewaterhouseCoopers and KPMG. Mr. Phuoc founded the law firm Phuoc & Partners in 2003, which specializes in tax and labour and employment law.

Mr. Phuoc attained his Bachelor of Law degree at the National University of Ho Chi Minh City, and a Bachelor of English degree at the Pedagogic University of Ho Chi Minh City. He then went on to earn a Master of Laws (LL.M.) degree in international trade at the Bristol Law School (UK). He is admitted as an official member of the Bar Association of Ho Chi Minh City and member of the Law Association for Asia and the Pacific.

Mr. Phuoc specializes in local and cross border tax advising and planning. He provides clients with a strategic overview of tax-related solutions and then assists them in choosing the optimized solution for their respective enterprises. He also provides advice on tax-optimized mergers and acquisitions, restructurings, and IPOs, primarily on cross-border and real estate transactions. In addition to his tax practice, Mr. Phuoc specializes in the labour and employment aspects of local and cross-border restructuring plans, including business transfers, the impact on collective status, employee representative bodies, collective redundancies, collective bargaining (company-level and industry-wide), and strike settlements. He is involved in a wide range of both individual and collective litigation.

Mr. Phuoc has spoken at numerous professional seminars on the subjects of tax and employment law, including seminars organized by foreign business associations in Vietnam such as HKBG, EuroCham and Asia Business Forum. He is also the author of numerous articles related to his speciality, and regularly contributes to journals focusing on tax and labour in Vietnam.

Nguyen Huu Phuoc is listed as a highly recommended attorney by Asia Law, Legal 500, and the Tax Directors Handbook. He is also a member of the Executive Committee of the Hong Kong Business Group, and is a member of AmCham and the Singapore Business Group. Recently, he is voted to become a member of the Presiding Panel of the human resources Club VNHR.

Nguyen Huu Phuoc can use English fluently; he encounters almost no problem in communicating and giving professional advices to foreign clients.

Nguyen Gia Huy Chuong

Managing Partner

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Education

- Bachelors of Law Degree, the University of Ho Chi Minh, majoring in Economic law;
- Master of Law (LL.M) from the Bristol Law School - UK, majoring in International Trade Law.

Practice

Mr. Chuong has more than 10 years of experience in corporate consulting and technology & intellectual property management, and as a partner with Emerging Growth Companies. At that time, Mr. Chuong primarily focused on legal advice on corporate structuring, mergers and acquisitions, business litigation, and, covering a broad range of industry sectors, such as: construction, technology information, port management, insurance and transport and telecommunications

Prior to joining P&P as a partner, Mr. Chuong worked as a senior associate at a leading law firm in Vietnam, where he practiced in corporate law, intellectual property and labor law on a variety of issues including compliance management and risk management strategies.

Joining P&P as a partner, Mr. Chuong continues to develop his professional knowledge in order to provide better legal advice in corporate law, mergers and acquisition, information technology projects, real estate projects including construction projects of satellite cities as well as large-scale commercial and residential housing development projects.

Mr. Chuong is appointed to become the consulting lawyer for the first foreign-invested CDM project in Vietnam. Concurrently, he plays the role of a leader of the consulting group for many big investment projects by VinaCapital, Byucksan E&C, Lotte Group, Toyota Financial Services Ltd, Cathay Life Insurance, Sacomreal, v.v.

In addition to being a member of some business associations and professional organizations in Vietnam as well as abroad such as Vietnam Tourism Property Organization (VnTpo), Singapore Business Group (SBG), American Chamber of Commerce (AMCHAM) in Vietnam, and official member of the Bar of Ho Chi Minh City, the Law Association for Asia and the Pacific), etc. Mr. Chuong is invited to be lecturer for the training Program of 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). He is also highly recommended by Asia Law Magazine, Legal 500 in respect of real estate consulting for consecutive years.

Lawyer Chuong, a native Vietnamese, is fluent in English.

Pham Quoc Tuan

Partner

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Education

- Bachelor of Law Degree from the Law University of Ho Chi Minh City (commercial and economic law);
- Master of Law Degree from the University of Westminster (UK);
- Bachelor of Arts in Economics from the Economic University of Ho Chi Minh City;
- Bachelor of Arts in English, the Pedagogic University of Ho Chi Minh City.

Practice

Pham Quoc Tuan is a Partner of Phuoc & Partners, jointly heading up the firm's Litigation Practice, specializing in Dispute Settlement and Debt Collection. Attaining more than 10-year experience in settlement of conflicts and differences in the diversity of fields, the principle areas of which are commerce, civil, real estate, labour and insurance, he has been regarded and acknowledged as an expert of Negotiation, Mediation, Arbitration and Litigation in Vietnam.

Pham Quoc Tuan graduated from the Harvard Law School, Program on Negotiation and the Master of Law in International and Commercial Dispute Resolution Law (LL.M) in the United Kingdom in 2011. Previously, admitted to the Bar Association of Khanh Hoa Province in Vietnam in 2006 after his completion of the LL.B course in the Law University of Ho Chi Minh City, majoring in commercial and the Ho Chi Minh City University of Economics five years ago. In the same year, he was in the Coordination Board of the Group of Young Lawyers in Ho Chi Minh City, Vietnam.

In terms of varying experience collected prior to his participation in Phuoc & Partners, Pham Quoc Tuan worked in leading Vietnamese law firms, such as Lucy Wayne & Associates, Thang & Associates, Luat Viet Advocates and Solicitors, and also undertaken the position as the Legal Manager in multinational foreign invested enterprises in Vietnam.

As a commercial lawyer, Pham Quoc Tuan has acted for various companies in joint venture, investment disputes, commercial contractual disputes, insurance and construction disputes, one of which was the Park Hyatt Hotel case in Ho Chi Minh City. The list of some high-profile clients on which he has experienced as the lawyer and advised are Coca-Cola, Prudential Insurance Company,

Samsung Vina, Daewoo, Perfetti Van Melle, Schlumberger, , Hagen O'Connell LLP, Nam of London and Surbana International Consultants Pte Ltd. The clients have, therefore, demonstrated him as an excellent negotiator, a renowned expert and knowledgeable advocate in litigation for all kinds of Court and Arbitration Procedures.

As a result of mastering his negotiation skills, Pham Quoc Tuan has been locally and regionally recognized for his undefeated record in effectively dealing with the tough obligators for recovery of the outstanding amount arising out from purchasing and selling the goods as taking as the civil lawyer. His most recent work covers the successful defense of a well-known multi-national oil and gas company in a labour lawsuit the claim value in which is biggest in Vietnam so far.

Asia Pacific Legal 500 has named him as one of the top litigators in the field of dispute resolution and as a recommended counsel for the civil disputes. As such, Pham Quoc Tuan is regularly invited to international seminars in Singapore to speak on issues regarding Negotiation and Dispute Resolution in Vietnam.

A native speaker of Vietnamese, Pham Quoc Tuan is also fluent in English.

Truong My Ly

Partner

E-mail: ly.truong@phuoc-partners.com

Education

- Bachelor of Arts (B.A) in French from the Hanoi Foreign Language University (1996)
- Bachelor of Arts (B.A) in Economics from the Hanoi Foreign Trade University (2002)
(majored in foreign trade)
- Master of Law (LLM) – International Business Law from François Rabelais de Tours University

Practice

Truong My Ly has nearly 10 years of experience in corporate consulting, labor and employment matters, and foreign trade transactions. She advises companies on various issues related to foreign trade contracts, technology transfer contracts, and local restructuring plans. In addition, she also provides legal advices to foreign, international and diplomatic organizations in Vietnam.

With her extensive experience and practice in the Vietnamese regulatory system, Ms. Ly is one of the leading experts in providing exhaustive and comprehensive overviews of the current set of legal regulations covering a specific matter. Her long track-record in this legal area makes her an idea candidate for all types of legal matters concerning share transfer, legal liability and investment ownership.

Ms. Ly completed her Bachelor of Economics Degree from the University of Foreign Trade in Hanoi, majoring in foreign trade and her Master of Law from the François Rabelais de Tours University, majoring in International Business Law.

Her clients include major multi-national companies such as: Georg Fischer Piping System Pte. Ltd., Torishima Pump Mgf. Co., Ltd., Europ Continent Pte. Ltd, Puma, and foreign diplomatic bodies such as the EASB Institute and the Austrian Embassy in Vietnam.

A native speaker of Vietnamese, Ms. Ly is also fluent in English and French.

Dinh Quang Thuan

Partner

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Education

- Bachelor Degree of Law from Ha Noi University of Law, 1997

Practice

Dinh Quang Thuan worked for the People's Court of Ho Chi Minh for more than 14 years of which period he spent 3 years as an assistant to the Senior Deputy Judge of the Civil Court and more than 8 years as an assistant to the Senior Judge of the Civil Court.

In March 2003, Thuan changed career paths and decided to become a professional lawyer. Thuan left the Court and joined a leading law firm in Vietnam where he handled a large majority of the litigation works of the firm. His experience there primarily involved representing P&I Clubs in maritime cases and cases with regard to employment, construction, insurance and other commercial matters.

In October 2008, Thuan joined P&P and instantly contributed his professional capability and experience. And since that time, Thuan has successfully handled a significant number of important litigation cases relating to construction and employment including advising multinational enterprises in several organizational restructuring projects.

In recognition of his superior skills and expertise in this regard, he was promoted to partner of the firm in April 2009.

Thuan obtained a Bachelor Degree of Law from Hanoi University of Law in 1997.

A native speaker of Vietnamese, Thuan is also fluent in English.

Tran Thanh Tung

Partner

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Education

- Master of Law Degree (LL.M.) from the HCMC University of Law, 2008 – Major: Commercial Law
Thesis: "M&A Under the Laws of Vietnam"
- Bachelor of Law Degree, HCMC University of Law, 2003 – Major: Commercial Law
Thesis: "Conversion of Stated-Owned Enterprises into One-Member LLCs"
Legal Research Award: " Competition in Vietnam Banking System"
- Bachelor of Arts Degree in Economics, HCMC University of Economics, 2003 - Major: Corporate Finance & Banking
Thesis: "Analysis of Dolarization: Vietnam Case Study"

Practice

Mr Tung has started his legal practical before his graduation from the Ho Chi Minh City Law University in 2003 and he up to now has gained nearly 10 years of experience in legal field.

Prior to joining P&P in 2006, he practiced law at J&J Law Office and at Luat Viet Legal Consultants. Mr. Tung is well qualified to provide legal advice on a wide range of legal issues and his particular areas of expertise, however, are Corporate and Investment Law. He has handled a numbers of transactions relating to corporate structuring, mergers and acquisitions, banking and real estate industries.

His knowledge in this field of law is supplemented by his Bachelor's Degree in Finance and Banking. Mr. Tung thus has the capacity to connect legal and economic knowledge in a way that is highly favourable to the needs of clients. His recent graduation from the Masters of Law program has only heightened the already considerable legal skill that he applies to a variety of legal tasks. Being a qualified real estate agent, he has successfully connected foreign investors and Vietnam real estate developers for some real estate projects.

Mr. Tung has spoken at numerous professional seminars on investment and business law and has been invited to give professional opinion for some bills from the governmental agencies. He is also a keen reporter with many articles 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), The Investment Review (Dau Tu) and other newspapers. He also has been invited to give lectures in the Judicial Academy and some universities and colleges in Ho Chi Minh City for his specialty.

A native speaker of Vietnamese, Mr. Tung is also fluent in English.

V. Our Clients

Advertising	Ogilvy & Mather VN, Gia Hoa, CMN, WPP Marketing Communications Vietnam Ltd (JWT)
Agricultural Products	Nedspice, Timatex Malaysia Bhd, Outspan Café, Olam Group
Auditing and Finance	Toyota Financial Service, STT
Banking	Deutsche Bank AG, VID Public Bank, Bao Viet Bank, Commonwealth Bank, Saigon Commercial Bank
Construction	CNA Group (Singapore), Khang Dien, Bac Binh, Vinh Duc Home P+Z Development, A&B, Lotte Engineering and Constructions, Posco E&C, Samwhan E&C, VIDIFI (Vietnam Infrastructure Development and Finance Investment Corporation), Descon, DIC, Byucksan Group, Italian-Thai Development Vietnam Co., Ltd, LAFARGE
Consulting	First Alliances, Manpower Vietnam, Watson Wyatt
Consumer Goods	Nestle, Unilever, Mitsui & Co., Ltd, Midea, Lotte Mart, Thien Long, Kimberly Clark
Education	ILA Vietnam, Ho Chi Minh Polytechnic University
Electronics	Phonak AG, Schneider Electric Industries, Nissei, Atlas Copco, Samsung Vina Electronic Industries, Full Power
Entertainment	Ritzio Entertainment Group Limit, RGB, Trung Thuy Group
Food & Beverage	Vietnam Breweries, Dumex, Nestle, Diageo Indochina, Sabeco, Hennessy, Coca-Cola, European Flavor & Fragrances, Popeyes (Louisiana) Malaysia BHD
Furniture	Scancom, Fritta, American Standard Vietnam
Garments & Footwear	Nike, New World Fashions, Puma, Kannan Saigon, Hansoll Textile, Shinsung Tongshang
Health Care	Family Care Practice, Koseikai, Maple Implant Limited
Heavy Industries	Doosan Industry, Fuchs Pte Ltd, Igus Inc
Industrial Park	Vietnam – Singapore IP, Long Hau IP
Insurance	Prudential, Cathay Life Insurance, Chartis Vietnam Insurance, Liberty Insurance Limited
IT	Intel Product Vietnam, Elca, Lotus Networks Technologies, Digital Marketing Solutions

Legal	Lorenz & Partners, Lovells, Logos, J.Gregory Clare
Logistics	DHL, VNPT Express, Viettransimex, Everich Ltd
Mining	Vinaconex
Manufacturing	Cathay Pigments
Multi-level Marketing	Sunrider, Vision International
Oil & Gas	Schlumberger, AP Petrochemical Vietnam Co Ltd, Hoang Long – Hoang Vu JOC, PV Drilling & Well Services Corp., Chevron Lubricants Vietnam Ltd., Shell Vietnam Limited
Pharmaceuticals	OPV, MERCK
Quality Control	TUV SUD, STR
Real Estate	Sacomreal, Proforma Ltd, Vina Capital Real Estate, CapitaLand, Kinhdo Land, Dien Phuoc Long, Century 21, Southern Land, Lotus Industry, Chun Wo, DIC Corp (Development Investment Construction Joint Stock Corporation), HUD (Housing and Urban Development Corporation), LICOGI, Daewoon-Hoan Cau, Allgreen Properties Limited, Golden Gain Vietnam, Trung Thuy Group
Securities	Sacombank Securities (SBS), Hochiminh Securities (HSC)
Tobacco	JTI (Japan Tobacco International)
Trading/Retails	Europ Continents, Good Food, Gannon, AppleTree Group, Collective Brands, Reclamos.cl del Noroeste, Revenue Valley Bhd
Transport	Samco, Saigon Shipyard, Port of Singapore Authority (PSA), Vidamco
Venture Capital	VinaCapital, Viet Fund, SCIC (State Capital Investment Corporation)

For reasons of confidentiality, we are not able to present a list of all our deals. These examples of recent and relevant deals of our teams may provide you with an idea of P&P's practice.

VI. Hourly Rates

Our current hour rates are as follows:

• Translator	USD35/A4 page
• Legal Assistant (“Paralegal Work”)	USD150
• Associate	USD200
• Senior Associate	USD250
• Partner	USD350

For a number of standardized matters we can provide you with a package fee.
Please contact us at info@phuoc-partners.com to acquire further information.