



**Gide Loyrette Nouel**  
International Law Firm



2010

**VIETNAM**



# Vietnam

## Gide Loyrette Nouel Vietnam

*Founded in Paris in 1920, Gide Loyrette Nouel (GLN) is a leading international law firm with 700 lawyers, including 107 partners, drawn from 50 different nationalities. GLN operates out of 24 offices in 19 countries, and provides specialist quality services in the most complex areas of national and international business and finance law.*

GLN has been present in Vietnam since the late 1980s and, in 1996, was among the first international law firms licensed to set up a formal branch office in the country. GLN's team in Vietnam now consists of 25 western and Vietnamese lawyers operating from two offices in Hanoi and Ho Chi Minh City.

GLN Vietnam forms an integral part of the Firm's Asia practice, with offices in Beijing, Shanghai and Hong Kong and activities extending across China, Japan, South Korea and South-East Asia. Our lawyers in Asia practise Vietnamese, Chinese, Hong Kong, English, French and New York law. Vietnamese, Chinese, English, French and German are spoken fluently in our Asian offices.

### Expertise and Practice Areas

GLN's offices in Vietnam provide legal services across a range of practice areas including:

- Foreign Direct Investment
- Corporate Law / Mergers & Acquisitions
- Banking & Finance
- Infrastructure Projects - Public-Private Partnerships
- International Trade
- Real Estate and Construction
- Taxation
- Dispute Resolution

In addition, GLN Vietnam regularly advises on all aspects of Vietnamese employment and intellectual property law.

In a rapidly evolving legislative and regulatory environment, we offer clients the benefit of our local market knowledge and regional network, combined with the expertise and know-how of an international law firm. In addition, with nearly 20 years' experience in Vietnam, GLN has developed close relationships with key central, provincial, and local government authorities.

### Foreign Direct Investment in Vietnam

GLN Vietnam has developed particular expertise in advising international investors on numerous foreign investment projects across a wide range of sectors, including real estate, infrastructure, financial services, construction, retail and logistics. Members of the team have a deep knowledge and understanding of all the legal, tax and administrative aspects of setting up a business in Vietnam, which allows them to assist their clients in developing the most effective structures for their investments. Our team has, in addition, played an active role in advising the Ministry of Planning and Investment on legislative and regulatory reforms and provided strong support to the Ministry of Justice during discussions relating to the development and enactment in 2006 of the Investment Law and the Corporate Law.

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New York  
Paris  
Prague  
Riyadh  
Saint Petersburg  
Shanghai  
Tunis  
Warsaw



*"With a deep-rooted presence in the Vietnamese legal market, these lawyers are known for their comprehensive knowledge of the legal and business culture of the country."*

Chambers Asia 2009

## Gide Loyrette Nouel A.A.R.P.I.

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## Corporate Law / Mergers & Acquisitions

The Vietnam team has a highly regarded and well-established corporate practice with experience in the acquisition of strategic interests in Vietnamese companies. The team also regularly advises clients on the establishment and development of distribution networks throughout the country. In addition, GLN Vietnam's lawyers have advised on numerous transactions involving the restructuring of all forms of companies in Vietnam (listed and unlisted foreign-invested companies, Vietnamese state-owned and private enterprises).

## Banking and Finance

GLN Vietnam advises international banks, corporate entities, and multilateral and agency financing institutions in structuring and implementing financing in all sectors, including in relatively new areas such as consumer credit finance and derivatives. Its main practice areas, both domestically and internationally, are banking, project and infrastructure finance, structured finance and capital markets.

## Infrastructure Projects - Public-Private Partnerships

The Vietnam team is well known for its extensive experience in handling infrastructure projects in areas such as energy, water, transport, and telecommunications, with particular emphasis on BOT (Build Operate Transfer). In particular, GLN Vietnam advised the consortium on the USD 480 million BOT project for the construction of a thermoelectric power station in Phu My (southern Vietnam).

## International Trade

In close co-operation with the Brussels Office, the team is regularly instructed on issues arising as a result of Vietnam's accession to the WTO and is recognised as a leading practice in antidumping proceedings investigated by either the European Commission or the Vietnamese government.

## Real Estate and Construction

GLN Vietnam assists clients during the various phases of their real estate and construction projects in Vietnam. Our lawyers advise on the full spectrum of construction work, including feasibility and environmental impact studies, drafting and negotiating agreements, tax planning, managing tendering procedures, acquiring land use rights, and handling approval procedures. In addition, members of the GLN Vietnam team have significant local and international experience of financing large-scale real estate projects.

## Taxation

The Vietnam team has substantial experience in all aspects of business and personal taxation in both Vietnamese and international contexts. It assists clients with customs issues relating to their transactions in Vietnam.

## Dispute Resolution

The Vietnam team advises on pre-dispute and dispute strategies, and represents clients in international arbitration proceedings. GLN Vietnam was recently retained to represent the State of Vietnam in international arbitration proceedings (UNCITRAL).

## Conferences and Publications

GLN Vietnam lawyers frequently lecture at international conferences in various countries and regularly publish articles in economic, financial and legal publications in Europe and Asia. They publish the *Legal Aspects of Doing Business in Vietnam* investment guide and a quarterly newsletter, *The Brief - South-East Asia*, which provides information on the latest economic and legal issues in the region, and which is available on Gide Loyrette Nouel's website ([www.gide.com](http://www.gide.com)).