



**Gide Loyrette Nouel**  
International Law Firm



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# Vietnam

## Gide Loyrette Nouel Vietnam

*Founded in Paris in 1920, Gide Loyrette Nouel (GLN) is a leading international law firm with 650 lawyers, including 101 partners, drawn from 40 different nationalities. GLN operates out of 19 offices in 15 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 1994, was among the first international law firms licensed to set up a formal branch office in the country. Operating out of offices in Hanoi and Ho Chi Minh City, GLN Vietnam is able to offer specialised Vietnamese legal advice in a wide spectrum of practice areas, drawing on the experience of its highly skilled team of 20 Vietnamese and overseas lawyers.

GLN Vietnam forms an integral part of the Firm's Asia practice, with activities extending across China, Japan, South Korea and South-East Asia. We regularly work together with GLN specialists based in Hong Kong, Shanghai and Beijing, as well as London, Moscow, New York and Paris. Our team consists of lawyers qualified in Vietnamese, English, French, US and PRC law, and is able to utilise the strength and depth of the GLN network to provide a seamless, cross-border service to its clients.

Vietnamese, English, Chinese, French and Russian are spoken fluently in our Vietnam offices.

### Expertise and Practice Areas

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

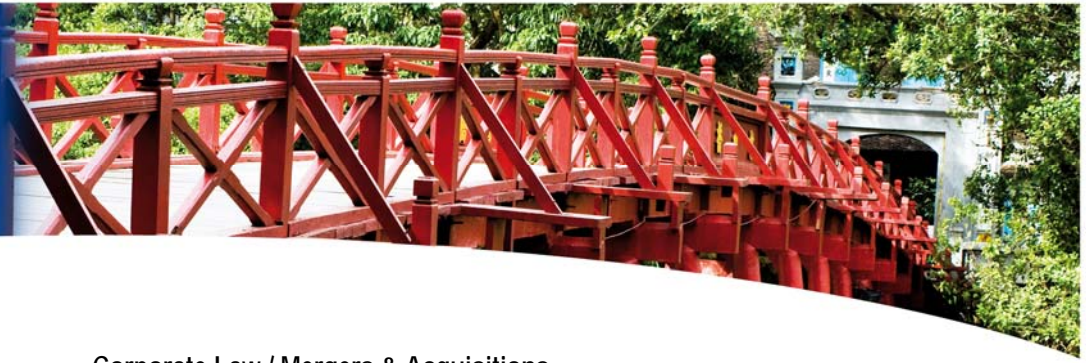
- Foreign Direct Investment
- Corporate Law / Mergers & Acquisitions
- Banking & Finance
- Infrastructure Projects - Public-Private Partnerships
- Real Estate and Construction
- International Trade
- Taxation
- Dispute Resolution

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 2005 of the Law on Investment and Law on Enterprises.



*"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

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## Corporate Law / Mergers & Acquisitions

The Vietnam team has a highly regarded and well-established corporate practice which advises on a wide range of acquisitions and disposals of Vietnamese companies and assets and has specific expertise in the acquisition of strategic interests in Vietnamese companies in various sectors (including insurance, banking, oil, and pharmaceuticals). In addition, GLN Vietnam's lawyers have advised on numerous transactions involving the restructuring of all forms of companies in Vietnam (listed and non-listed 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 on structuring and implementing financing in all sectors, including in relatively new areas such as consumer credit finance and derivatives. Its main practice, both domestically and internationally, is focused on banking, regulatory advice, project 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 (South Vietnam) and is currently advising on projects in the waste to energy, steel, and water sectors.

## Real Estate and Construction

GLN Vietnam assists clients during the various phases of their real estate and construction projects involving hotels and resorts, residential housing, shopping centres, office buildings, and industrial complexes and facilities. Our lawyers have acquired expertise in advising on all aspects of real estate projects including feasibility studies, legal due diligence reports on land use rights, reviewing and/or drafting and negotiating purchase and sale or lease agreements, tax planning, managing tendering procedures and handling approval procedures, as well as environmental issues and liabilities. We also provide advice to address specific land-related issues, such as land pricing, the acquisition and renewal of land use rights, applications for the ownership certificate of land use rights and other assets attached to land.

## 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. GLN also works in close collaboration with US firms on new shipper reviews.

## 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 domestic and international arbitration proceedings. GLN Vietnam was recently retained to represent the State of Vietnam in international arbitration proceedings (UNCITRAL).

## Conferences and Publications

GLN Vietnam's 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)).