

# 2003/2004

<p><b>Asia Pacific Legal 500</b></p>	<p style="text-align: center;"><b><u>Overview:</u></b></p> <p>V&amp;A among the domestic firms whose practices have grown both in quantity and quality of work.</p> <p style="text-align: center;"><b><u>Corporate and Commercial:</u></b></p> <p style="text-align: center;"><b><i>Tier 3</i></b></p> <p>V&amp;A is structured into legal, IP and investment and management consulting practice groups. Under the direction of respected managing partner Pham Nghiem Xuan Bac, the firm has recently advised a European company on setting up a 100% foreign-invested company in Vietnam, and advised a Japanese company on a technical assistance agreement. The firm enjoys strong corporate ties with Deacons, Freehills and Freshfields Bruckhaus Deringer and is particular noted for its connections with government departments and authorities.</p> <p style="text-align: center;"><b><u>Dispute resolution:</u></b></p> <p>V&amp;A has litigated on behalf of the Hanoi French hospital.</p> <p style="text-align: center;"><b><u>Intellectual Property:</u></b></p> <p style="text-align: center;"><b><i>Tier 1</i></b></p> <p>Vision &amp; Associates handles transfer licensing, registrations of patents and trade marks and is held in high regard by peers.</p>
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**Chamber  
Global**

**Corporate/Commercial**

***Tier 1***

The Firm: Peers were impressed by the quantity of commercial and privatisation work this firm attracts, mentioning its strengths in finance, corporate and IP matters. One described it as “the best local firm in Hanoi.”

The Lawyers: Pham Nghiem Xuan Bac [one of leading individuals in the field] remains prominent. Alongside lawyers from Freshfields Bruckhaus Deringer, he advised ANZ Bank on a facility agreement with a state-owned corporation in Vietnam. He also led the team that advised Copenhagen Development Consulting on an economic reform project in Vietnam funded by Danida. Another highlight for Bac was advising Hong Kong company American Indochina Resort on the establishment of a real estate trading operation in Vietnam.

The Clients: The firm has co-operated with Deacons in working on a legal report for World Bank on a potential design-build-operation-lease model (DBOL) for a water supply project in the country. It also advised Korean company Kumho Trading on establishing operations in Vietnam for the manufacture and export of potteries, porcelains and handmade products. Other major clients include: Asia Development Bank; Mekong Project Development; GTZ; Unilever Vietnam; ANZ; Cargill; Motorola; IBM; Deawoo; Vidamco and Telstra.

<p><b>PLC Which lawyer?</b></p>	<p>Company and Corporate transactions: V&amp;A is classified at Recommended firms</p> <p><b><u>Dispute resolution:</u></b> V&amp;A is classified at Recommended firms.</p> <p><b><u>IP:</u></b> The Firm: V&amp;A is classified at Leading firms. The Lawyer: Mr. Pham Nghiem Xuan Bac is classified at Recommended individuals.</p>
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