

# Property

“Vision & Associates’ executive partner Le Quynh Anh [*Band 2*] is a real estate expert. She has been active in this market for almost 25 years and is particularly known for her focus on industrial property matters.”

*Chambers Asia 2016/2017*

**Tier 3**: “Le Quynh Anh is the main contact at Vision & Associates.”

*Asia Pacific Legal 500 2016/2017*

*Like other related sectors, the property sector operates in one of the most changing legal environment in Vietnam. We are experienced at structuring large, complex real property projects in the way that can be workable in the specific context of Vietnam. We advise contractors, developers, consultants and other sector players to achieve their business goals.*

## **Our Team**

Our lawyers are experts in the sector, with enormous experience and a good track record through a number of great deal in the sector. We have all the legal skills and resources needed to help clients maximise margins, identify, minimise or sell down risk, solve problems and manage complex and diverse property. More particularly, we understand how deals should be structured and what needs to be done to make them successful, in the context of Vietnam. Above all, our team is known to be one of the most recommended choices in the sector in Vietnam.

## **Our Services**

We offer our services to not only domestic but also international-funded projects, in various type of projects including PPPs (widely known in Vietnam being BOTs, BTOs,

BTs), covering every combination of approval, submission, location, procurement, construction, in some cases financing arrangement, commercial exploitation, and final exit.

More particularly, we advise on all types of property matters, including:

- Corporate real estate;
- Property development;
- Fund arrangement;
- Government approval and submission;
- Retail, industrial, commercial and residential; and
- Public works, tourism, hospitality and entertainment.

### **Our Clients**

We act for all participants in the industry including developers, investors, banks and buyers, which can be named Hanshin Engineering & Construction, Obayashi Vietnam, STX, Keppel Land, Intra, Sudico, Bitexco, An Vien, Thu Duc BOT Bridge, Thu Duc B00 Waters, etc.