

● Vietnam



## ZICO Law in Vietnam

ZICO Law in Vietnam operates as a full service law firm with offices in Hanoi and Ho Chi Minh City. With a team of experienced lawyers managed by Phuong Nguyen, Tay Zi Li, and Phuc Nguyen, we provide business oriented legal solutions for local and foreign investors to develop their operations in Vietnam and beyond.

ZICO Law in Vietnam is a member firm of ZICO Law, a network of leading independent local law firms providing a powerhouse of over 300 lawyers in all 10 ASEAN member countries. ZICO Law is part of ZICO, an integrated network of multidisciplinary firms helping organisations and individuals succeed in ASEAN.

*“Maintains a strong reputation for real estate development and investment work and advises on a broader range of corporate advisory and M&A matters.”*

Chambers Asia Pacific 2017



## Why us ?

ZICO Law in Vietnam advises local corporations as well as foreign investors across a wide variety of projects and sectors with a strong emphasis on real estate, M&A and finance, achieving an *“enviable track record...and extensive client list”* (Asialaw). In 2014, the firm was awarded Law Firm of the Year for Real Estate and Construction by ASIAN-MENA Counsel.

### Our clients include:

**Private equity funds** VinaCapital, LimeTree Capital, CDH Investments, Maybank Private Equity, Dynasty Investments; **multi-national corporations** General Electric, Mitsui, Savills, Unilever, Jones Lang LaSalle; **leading real estate players** Hongkong Land, CapitaLand, GuocoLand, UOA Group; **corporate clients** Tran Hong Quan Trading Company Limited, Crystal Group, Limitless; and **leading Vietnamese and foreign financial institutions**.

### Some of our current and past engagements include:

- Advising on land compensation and acquisition, licensing, resettlement, regulatory approvals and documentation in respect of a large scale commercial development project in Ho Chi Minh City. This project will be one of the first projects undertaken in accordance with new legislation. Our involvement includes advising on the application of the new law and dealing with the Government on issues which will be considered for the first time
- Advised on the structure and documentation for a hotel project with branded residences involving a rental programme with a scheme permitting participation by both local and foreign nationals
- Advising on facility and security arrangements, documentation and structure for project financing for large scale development projects
- Advising a leading private equity firm on all aspects of a transaction for the acquisition of the largest mobile phone retailer in Vietnam
- Advising on the acquisition of Vietnamese entities as part of an acquisition of multiple entities/businesses across several ASEAN countries
- Advising on the structure for a foreign investment in the food and beverage sector involving a franchise registration, convertible loans, business licensing, trademark licensing, supply agreements and company establishment

“Our go-to firm for real estate”

Chambers Asia Pacific 2018

## Our services

### We advise on:

Corporate Advisory

Foreign Direct Investment

Banking & Finance

Merger & Acquisition

Corporate Commercial

Projects, Infrastructure and Utilities

Employment and Human Capital Service

Real Estate and Hospitality

In addition to our clients engagements, we are actively involved in the business community notably with the Vietnam Business Forum which is an initiative started by the World Bank to engage in discussions with the Government on economic policy.

## Contacts



**Phuong** has over 20 years of experience in banking, financial, corporate, commercial and global trading matters and represents local, foreign and multinational corporations and banks. Phuong is “efficient and responsive and well regarded for her work advising major international clients on inbound Vietnam work.” (Chambers Global, 2018)

### Phuong Nguyen

Managing Partner

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**Zi Li** advises on a range of cross border corporate and commercial transactions including joint venture projects, shareholders agreements, takeovers and mergers and foreign investments into Vietnam. He has extensive experience in advising foreign and local sponsors, lenders, borrowers and issuers in banking transactions, project financing transactions and debt capital markets transactions, both conventional and Islamic.

### Tay Zi Li

Co-Executive Partner

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**Phuc** is a corporate lawyer with nearly 20 years of experience practising law in Vietnam. Phuc’s corporate commercial practice focus includes advising on the establishment of foreign invested companies, joint ventures, mergers and acquisitions, and project financing. His real estate experience includes advising on matters such as land contribution, land leasing, land allocation, land transfer, land mortgage, land rent and land use fees; and drafting agreements related to land contribution, land lease, land transfer, land mortgage and land costs payments.

### Phuc Nguyen

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ZICO Law is a network of leading independent local law firms focused on ASEAN. With a presence in 18 cities in all 10 ASEAN member countries, our over 300 lawyers enable our clients to enjoy value-added legal services by leveraging on a combination of local expertise and regional insights. **More about us: [www.zicolaw.com](http://www.zicolaw.com)**

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by origin and passion



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