

ence working with well-known Chinese and Singaporean clients.

Work highlights Assisted Givaudan with its USD30 million acquisition of flavours company Golden Frog.

Notable practitioners

Vu Thi Que is a well-regarded corporate lawyer who regularly assists foreign clients with acquisitions, as well as general commercial matters such as the setting up of company and other operational matters. One client reports: "She is very knowledgeable and responsive and works well with our colleagues."

Russin & Vecchi Ltd

What the team is known for Regularly acts as Vietnamese counsel on cross-border M&A deals, on behalf of both international and local corporates. Noted for advising foreign investors on setting up and operating subsidiaries in Vietnam, handling deals in sectors such as energy and retail. The team also works on related tax and environmental matters. Often works alongside international law firms on transactions.

Notable practitioners

Sesto Vecchi is a highly respected practitioner in the country and noted for his significant experience. He is well versed in foreign investment matters. **Nguyen Huu Minh Nhut** is "very good from a Vietnamese law compliance perspective," observe market commentators. He has a particularly excellent reputation for transactions relating to the energy and utilities sectors. **Mai Thi Minh Hang** has notable experience advising foreign and domestic clients on various corporate matters, including M&A and equity investment.

Band 4

Nishimura & Asahi

See profile on p.841

What the team is known for Well reputed for its proficiency in assisting major Japanese corporates with investments in Vietnam, including joint ventures and M&A. Aids a broad selection of clients from a wide variety of industries, including the real estate, TMT, food and beverage and manufacturing sectors. Well placed to advise on issues relating to foreign investment regulations in Vietnam. Its team includes Vietnamese and Japanese-qualified lawyers.

Strengths One client comments: "They have local knowledge and provide practical solutions."

Another source remarks: "They understand our business model and strategy very well, so they can provide high-quality advice that matches the nature of our business. They always arrange the right team for our purposes."

Work highlights Acted for Mitsui on its acquisition of a 35.1% stake in Minh Phu Seafood.

Notable practitioners

Hikaru Oguchi (see p.1356) is best known for representing Japanese corporates in their investments into Vietnam. She is regularly involved in large cross-border mandates, with clients remarking upon the quality of advice that she provides.

Tilleke & Gibbins

What the team is known for Accomplished group which assists international clients with investments in the country through M&A, joint ventures and corporate formation. Provides extensive expertise in corporate and regulatory matters pertaining to the pharmaceutical sector. Also advises on a range of M&A-related labour matters. Offers additional know-how to global brands in relation to franchising in Vietnam. Often engaged on the Vietnam elements of global M&A deals.

Strengths Clients say: "They are very business-friendly and know what we are looking for. They give very concise and strategically tailored opinions and are able to marry the requirements of an MNC with the local legal framework."

One source comments: "They are fantastic; they are good with timelines and communicate really well."

Work highlights Advised Carousell on the acquisition of online classifieds company 701Search.

Notable practitioners

Kien Trung Trinh regularly assists companies with acquisitions, restructuring and business licence matters. Clients say: "He really is well rounded in terms of knowledge and experience with legal matters, and is extremely helpful, comprehensive and responsive in his advice."

Venture North Law

What the team is known for Active outfit advising local and regional clients on cross-border acquisitions, sales and joint ventures. Offers expertise in diverse sectors ranging from energy and technology to manufacturing. Offers experience of acting for both multinational corporates as well as small and medium-sized Vietnamese enterprises.

Strengths Clients say: "The quality of work is very good and the lawyers at the firm are responsive."

Notable practitioners

Nguyen Quang Vu is a well-regarded practitioner of whom one market source says: "He is a steady lawyer and has the capacity to work on every matter." He has considerable experience handling corporate transactions and is recommended for the high quality of his advice.

Vision & Associates

What the team is known for Skilled outfit which regularly advises foreign companies on corporate matters related to their operations in Vietnam. Continues to be especially active advising asset managers and investment funds with targets in the country. Also skilled in acting on a range of compliance, regulatory and labour issues. Often advises leading global clients in the manufacturing, retail and technology sectors.

Work highlights Acted for Crystal Treasure on its acquisition of a Vietnamese company operating in the tourism sector.

Notable practitioners

Luu Tien Ngoc is the main point of contact.

Foreign Desks (Based Abroad)

Latham & Watkins

What the team is known for Mandated by leading international and domestic corporates on M&A and joint venture deals in Vietnam. Active on deals in the private equity space, and in the technology, finance, hospitality and real estate sectors. Regularly cooperates with several prominent domestic Vietnamese law firms. Handles Vietnam work from various international offices, including Hong Kong and Singapore.

Strengths One client comments on the team's "excellent throughput," adding that it is "able to turn around matters at short notice."

Interviewees appreciate that practitioners in the team are "very efficient and very process-driven."

Work highlights Advised HLT Healthcare on the USD1 billion acquisition of Columbia Asia Healthcare, which has operations in Malaysia, Indonesia and Vietnam.

Notable practitioners

Hong Kong-based **Amy Beckingham** represents private equity firms, financial services investors and corporates on Vietnam-related M&A and joint ventures. Clients enthuse: "It's very impressive how quickly she is able to find the middle ground and wrap up a deal at the negotiation table. She is also able to take bits and pieces of our deals and factor it into a current deal, taking into account precedent and our likes, without reinventing the wheel."

Linklaters

See profile on p.92

What the team is known for Well-regarded group acting for international clients on acquisitions and joint ventures involving Vietnamese entities. Especially strong at representing financial services clients. Regularly involved in energy, insurance and real estate sector transactions. Clients benefit from the firm's alliance with Allens, which has offices in both Hanoi and Ho Chi Minh City.

Strengths One client remarks: "The team is very experienced and reliable, and it has specialist knowledge and excellent customer orientation."

Work highlights Assisted Southeast Asia Commercial with establishing a bancassurance partnership with Prudential Vietnam.

Notable practitioners

Hong Kong-based Matthew Middleditch is a key client contact.

Other Ranked Lawyers

Kevin Hawkins advises clients on joint venture formations, acquisitions, divestments and other operational matters. Clients say his "attention to detail and flexibility" are key strengths.

Market sources say **Mark Oakley** is "a good operator," and note his following among German corporates investing and operating in Vietnam. He regularly assists foreign corporates with their inbound investments, restructuring and business licence matters.