







## INTRODUCTION

Since the establishment in 2007, TGT & Partners has quickly grown and become one of the leading full-service law firms in Vietnam – having the headquarters in Hanoi and an office in Ho Chi Minh City. Our highest goal is to help clients achieve success in all cases. We aim to build an image of a professional, reliable law firm, bring the best results and benefits to our clients. We always try to improve the better capacity to meet the needs of our clients and are determined to achieve this goal with the motto of working towards clients and propose effective solutions. Besides, we are step-by-step expanding our operations into other countries, especially in areas of international commerce and settlement of disputes involving foreign elements. Our lawyers have provided legal advisory and support to foreign investors, non-governmental organizations, state-owned enterprises and private corporations operating business in Vietnam.

With a high-qualified team and the cooperation with many local and international prominent law firms, we are proud to provide our clients with comprehensive legal services in many practice areas, such as: Legal consultancy Corporate governance; Dispute resolution; Taxation.

## OUR TEAM

With a team of highly qualified professional and experienced lawyers and consultants, we, TGT & Partners, are proud to be one of the prestigious law firms in Vietnam, highly trusted and appreciated by both Vietnamese and international clients. We always constantly making effort to bring specialized, high-quality legal services and the most effective solution to clients.

## CORE VALUES

Along with the goal of clients' satisfaction, we are constantly creating a friendly, sociable and mutually supportive working environment in our practice. Facing many challenges and difficulties due to specific characteristics, we always maintain our core values and be consistent with the slogan: TRUST – PASSION – SUCCESS.

Our highest goal is to help clients achieve success in all cases. We aim to build an image of a professional, reliable law firm, bring the best results and benefits to our clients. We always try to improve the better capacity to meet the needs of our clients and are determined to achieve this goal with the motto of working towards clients and propose effective solutions. Every member of our firm values our responsibility according to the motto: ***“Your success, our commitment”***.





## INVESTMENT PROJECTS

TGT & Partners is a highly recommended law firm providing legal services to foreign investors and domestic companies receiving foreign investments. We have represented and supported many foreign clients in getting their investment certificates in Vietnam, including offshore companies, joint ventures and domestic corporations operating in a variety of business industries such as banking, finance, securities, capital markets, real estate, construction, infrastructure, energy, insurance, health care, information technology, telecommunications, manufacturing, trade, distribution, retail, logistics and shipping... We understand the needs of investors, financiers and key stakeholders in large scale investment projects. With our broad knowledge, experience and good relationships, transactional capability and professional skills in finance, corporate, tax, and investment law, we can help clients to structure, acquire, finance, implement projects and manage their investments in Vietnam at every stage.

Our team focuses on:

- ▶ Research, analysis and survey the market
- ▶ Research on the feasibility of investment projects
- ▶ Due diligence of the investors
- ▶ Consult, prepare and submit required dossier of foreign investment projects
- ▶ Advice on procedures and implementation of investment projects after licensing
- ▶ Investment projects management
- ▶ Handle legal issues arising from implementation process of investment projects
- ▶ Advice on project transfer, including licensing procedures and related matters



## CORPORATE & COMPLIANCE

We have been recognized for our ability to advise on all legal aspects and political challenges of business operations. Our corporate lawyers bring years of experience and extensive knowledge of specific industries to provide clients with comprehensive advice on corporate governance and compliance, help minimize potential risks and threats.

We provide legal services to many types of foreign invested companies and domestic enterprises by establishing and reviewing compliance programs to meet all necessary standards, taking into account existing organizational and management structures, culture and expectations.

Our team focuses on:

- ▶ Antitrust compliance
- ▶ Business organization and management models
- ▶ Business restructuring
- ▶ Market entry services
- ▶ Corporate governance matters
- ▶ Retainer services
- ▶ Development of governance guidelines and policies
- ▶ Compliance with legal and ethical requirements
- ▶ Self-evaluation systems related to corporate governance
- ▶ Changes in laws and specific implementation plans regarding corporate governance
- ▶ Crisis management
- ▶ Corporate governance-related requirements





## **MERGERS & ACQUISITIONS (M&A)**

TGT & Partners offers comprehensive services to our clients, from gathering information on target companies to the completion of the consolidation, merger or share purchasing agreement in order to minimize potential risks and related costs.

We assist our clients in both cross-border M&A transactions and direct acquisition, throughout the whole process. Our dedication to practical advice is highly appreciated by clients for the success of their M&A deals.

Our team focuses on:

- ▶ Purchase or subscription of equity
- ▶ Asset or business acquisitions
- ▶ Mergers and consolidations
- ▶ Inspecting and evaluating the legal status of businesses or projects
- ▶ Consulting and warning of legal risks
- ▶ Consulting on M&A procedures

## **BUSINESS STRUCTURE & MANAGEMENT**

Co-operate structure and business management play very important roles to operational effectiveness and success of an enterprise. Our Lawyers provide clients with the most comprehensive and effective solutions on business restructuring and management including compliance of internal procedures and relevant regulation in order to minimize related legal risks and to help enterprises assess effectiveness of their organizational structures, re-organise, restructure their organisation and carry out their business activities more effectively.

Our team focuses on:

- ▶ Evaluation of existing organisational structure and business activities
- ▶ Forms of corporate re-organisation
- ▶ Procedures related to the re-organisation and restructuring of business activities
- ▶ Change of ownership structure of enterprises
- ▶ Changes of business operations of enterprises



## REAL ESTATE & CONSTRUCTION

Implementing a real estate project in Vietnam comes with a series of challenges that can be difficult to overcome without proper support. From acquiring capital and relevant licenses to overseeing all levels of Government regulation, accomplishing this is no easy feat. In addition, the legal structure of Vietnam's real estate market is constantly fluctuating. Our real estate lawyers possess extensive pragmatic experience in every aspect of property development. They are well versed in sales, acquisitions, leases, subleases and mixed-development markets.

Known for our effective handling of real estate transactions, we represent developers, private equity funds and investors in various spheres. Some of the many services we offer are advising, drafting vital property-related documents (including debentures, mortgages and rental agreements), lease reviews and property management. We plan and follow through with extensive due diligence investigations in order to identify and quantify potential commercial risks arising from real estate transactions. In addition, we assemble initiatives in order to decrease or eliminate taxation and other obligations.

Our team focuses on:

- ▶ Real estate licensing
- ▶ Land use and property leases
- ▶ Construction
- ▶ Infrastructure
- ▶ Funding agreements
- ▶ Debt restructuring
- ▶ Real estate transactions
- ▶ Transfer of real estate





## TAXATION

TGT & Partners can proudly boast to have in its team professional lawyers at the senior level who bring with them the comprehensive practice and background from their experience of eight years of taxation advisory service at KPMG Vietnam and Ernst & Young Vietnam. TGT & Partners is confident to provide a full package of taxation services for domestic and foreign invested companies in Vietnam and deliver tailor made and beneficial solutions to its clients. We advise cases of company acquisition, project financing, register pre-audit review of accounting books. Our team is prepared to advice clients on all types of tax (entire gamut of tax laws – personal, professional, sales, commercial, VAT, etc.) regarding both compliance and tax implications for specific transactions, accounting, corporate law and financial services. We can assist both local and foreign invested companies in their tax planning and represent them before any competent agencies with regard to disputed issues.

Our team focuses on:

- ▶ Corporate taxation incentives and non-taxation incentives
- ▶ International taxation services (ITS) and transfer pricing (TP)
- ▶ Business taxation services (BTS) and business taxation compliance (BTC)
- ▶ Human capital services
- ▶ Rulings and controversy
- ▶ Tax planning
- ▶ Cross-border taxation issues
- ▶ Taxation-related dispute resolution and litigation



## **BANKING & FINANCE**

TGT & Partners has been recognized as an instrumental partner of numerous established commercial banks, financial companies and credit institutions in Vietnam. Our knowledgeable banking and financial lawyers demonstrate the skills necessary to properly handle the risks that are associated with securing successful transactions. We offer a wide range of services such as identifying potential risks that may arise from credit transactions, developing banking procedures, handling loan and mortgage contracts. Our extensive knowledge regarding political matters, legal practices in Vietnam and the thoughtful manner in which we approach risk assessment and result orientation has aided in client success in Vietnam's dynamic economy. Banks, financial companies and credit institutions trust our legal service for compliance reviews of every aspect of their business. As a result, we are experienced with managing various needs and situations.

We maintain positive relations with multinational and domestic financial institutions. Whether our clients need us to negotiate, modify or enforce financial arrangements, we provide practical, specialized solutions to reach lucrative commercial outcomes for our clients. Our banking litigation practice group sets out to manage litigation for its clientele in the most efficient, cost-effective and successful manner possible. We have successfully represented several commercial banks and financial institutions in various banking litigation matters, including bad debt recovery.

Our team focuses on:

- ▶ Regulatory compliance
- ▶ Project finance
- ▶ Mortgage banking
- ▶ Loans and other contracts
- ▶ Banking litigation
- ▶ Legal risks management
- ▶ Operation procedures
- ▶ Debt collection





## SECURITIES & CAPITAL MARKETS

TGT & Partners with its team is determined to provide securities and capital markets services of unbeatable quality. Our experienced team is competent to provide advice regarding activities of securities offering, listing, transaction, trading and investment and other related services. We offer a comprehensive range of services to suit every client. Our clients can consider being in safe hands on the basis of our excellent customer service, our effective business model and our expertise. We can advise and assist both local and foreign clients to register and acquire public offer of securities. We also guide new companies to establish securities companies and securities investment fund management companies and also help in handling the process of obtaining license. We specialize in working with foreign invested securities companies and fund management companies, increasing capital and monitoring information disclosure activities.

Our team focuses on:

- ▶ Establishment and operation of foreign invested securities companies and fund management companies
- ▶ Registration of the public companies
- ▶ Listing shares on stock exchanges
- ▶ Increasing the capital, public share offering and private share offering for public companies
- ▶ Corporate bond issuance and listing on the stock market
- ▶ Monitoring information disclosure activities of both listed and unlisted public companies
- ▶ Compliance with securities laws



## **DISPUTE RESOLUTION**

Our team ensures that disputes of our clients are resolved as quickly and effectively as possible. We have undertaken countless precarious and complex mediation, arbitration and litigation matters for our clients. Due to the uncertain and often complex nature of the dispute resolution process, we adapt our approach to each client and dispute. Our approach efficiently and effortlessly combines evidence, argument, risk tracking, potential damage, risk control, negotiation, mediation and litigation included:

- ▶ Information/evidence collection
- ▶ Mediation and conciliation
- ▶ Arbitration
- ▶ Litigation
- ▶ Enforcement
- ▶ Represent the clients before courts, tribunals, arbitrations and administrative agencies to protect legal rights and interests





## **LABOR & HUMAN RESOURCE MANAGEMENT**

TGT & Partners advises many clients on labor-related matters. We are a valuable resource for companies who wish to increase their profits, keep their employees happy and comply with local regulations. Our services range from recruitment, employee benefits, performance appraisal, termination, tax matters, human resource management procedures to labour disputes settlement, so we are sure to have an answer to any dilemma or concern.

Our team focuses on:

- ▶ Employment contracts including termination formalities
- ▶ Advice on manpower requirements in compliance with business needs
- ▶ Advice on labour regulations including salaries, bonuses, insurance, personal income tax, labor management matters, including labor contracts, collective labor agreements, internal operation regulations, conditions, methods of labor material liability and labor discipline
- ▶ Compliance with the registration of labor regulations and report regime
- ▶ Handle other matters related to health, work, safety and sanitation conditions
- ▶ Mediation on labor disputes and represent clients before Vietnamese courts for settlement of labor disputes
- ▶ Work permit and immigration formalities for expats
- ▶ Advice on establishment and operation of trade unions



## INSURANCE

With many large insurance players turning their eyes to Vietnam, the Vietnamese insurance market is growing considerably. TGT & Partners with sound knowledge of insurance laws with exposure to the procedures, the system and experience in handling various kinds of insurance claims and matters, are always prepared to advise their clients against potential claims as well as complex disputes. We work collaboratively with in-house counsels of clients, if required, on contracts, tax and dispute resolution issues. Our team is also capable to advice new players to establish an insurance enterprise and obtain operation license for running insurance company in Vietnam. We can assist foreign insurance enterprises to set up their representative offices in Vietnam and further to set up their insurance business.

Our team focuses on:

- ▶ Handle the process of operation license for insurance company
- ▶ Assist on compliance matters
- ▶ Advice on various insurance matters including non – life insurance, life insurance and compulsory insurance
- ▶ Consult and review insurance contracts
- ▶ Represent clients to protect their legitimate rights and interests in insurance transactions





## **CONTRACTS & AGREEMENTS**

Contracts and agreements are a vital component of any company. However, some of the time, they are merely an afterthought. Our team thinks ahead so our clients will not have to. We pride ourselves on assisting our clients in ensuring their contracts and agreements are comprehensive and free of loopholes. We assist our clients in preventing and settling contractual disputes in the following ways:

- ▶ Analyze risks present in contracts and agreements
- ▶ Prepare, draft, evaluate contracts and agreements
- ▶ Negotiate contracts and agreements
- ▶ Mediate and reconcile contractual disputes
- ▶ Settle contractual disputes at courts and arbitrations

## **CIVIL MATTERS**

TGT & Partners pride ourselves on providing dedicated, extensive and competitive professional services to our clients. We strive to do whatever it takes in order to resolve the legal issue that burdens clients. We are on our client's side through every step of this process, from investigation, mediation to the trial and settlement of the case. We are constantly willing and able to work with our clients to investigate the settlement of civil matters to ensure that our work exceeds our client's expectations.

Our team focuses on:

- ▶ Real estate transactions
- ▶ Family matters
- ▶ Civil mediation and litigation



## INTELLECTUAL PROPERTY (IP)

TGT & Partners provides a full range of IP services covering research and advice of Intellectual Property Law and related services ranging from copyrights, copyright related rights, industrial designs, layout designs, trade secrets, trademarks etc. TGT & Partners provides advice and assistance with registration processes, assignment, protection and licensing of intellectual property rights; avenues of enforcement and compensation for demonstrative infringement of intellectual property rights. Our team has exposure in handling complex, high profile intellectual property infringement cases for our clients dealing with civil, administrative and criminal remedies.

At TGT & Partners, specialized IP lawyers are capable to protect client ideas, brands, inventions, innovations and above all reputations. Our aim is to mitigate any commercial implications arising from potential infringements and ensure our clients are able to fully leverage their Intellectual Property rights.

Our team focuses on:

- ▶ Advise on copyright registration
- ▶ Assignment of copyrights and copyright related rights
- ▶ Licensing of copyright and copyright related rights
- ▶ Consult and review sub-license contracts of copyrights
- ▶ Trademark registration
- ▶ Patents registration
- ▶ Internet and online advertisement
- ▶ Franchising
- ▶ Negotiating, drafting, evaluating, registering license and technology transfer contracts
- ▶ Commercialization, enforcement and litigation
- ▶ Handling infringement of intellectual property rights
- ▶ Represent clients in dispute resolutions





## CONTACT INFORMATION



### **Hanoi Office**

Address: 6<sup>th</sup> Floor, Office Building, 252 Hoang Quoc Viet Street, Bac Tu Liem District, Hanoi

Tel: (+84)-24-3755-8222

### **Ho Chi Minh City Office**

Address: 8<sup>th</sup> Floor, Sabay Tower, 11A Hong Ha, Tan Binh District, Ho Chi Minh City

 **Email:** [thetg@tgt-partners.vn](mailto:thetg@tgt-partners.vn)

 **Website:** [www.tgt-partners.vn](http://www.tgt-partners.vn)



## DIPLOMA

- ▶ Part-time lecturer at Judicial Academy (consultancy skills, enterprise administration, contract)
- ▶ Bachelor of Laws - Vietnam National University
- ▶ Law Practice Certificate
- ▶ Member of Hanoi Bar (Vietnam Bar Federation)
- ▶ Certified Intellectual Property agent of National Office of Intellectual Property (NOIP)
- ▶ Certificate of Asset Management Officer issued by Ministry of Justice (Vietnam)

## PRACTICE AREAS

- ▶ Investment and Project Management
- ▶ Merge and Acquisition (M&A), Project Transfer
- ▶ Taxation, Finance and Banking
- ▶ Enterprise risk management
- ▶ Business Restructuring
- ▶ Commercial, Construction, Property and Land Contracts
- ▶ Court and Arbitration Litigation
- ▶ Language: English, Vietnamese

## EXPERIENCE

- ▶ The has nearly twenty-year experience working at Director level in prestigious law and accounting firms such as VILAF-Hong Duc, Kelvin Chia Partnership, KPMG Vietnam and Ernst & Young Vietnam.
- ▶ He has involved in the areas of corporate governance and restructuring, taxation, banking and finance, international trade, foreign investment, project transfer; negotiation, execution of international trade contracts, loan agreements, franchising agreements, technology transfer contracts, intellectual property license agreements. On behalf of his clients, he has presented and protected their benefit in several lawsuit cases with foreign capital at Vietnamese Court and Arbitration litigation, awards enforcement processes in Vietnam.

### CREDENTIALS:

- ▶ **Investment:** Consulting on establishment of investment project, issuance of investment policy, amendment of Investment Certificate, investment incentives for foreign companies such as Biomin Vietnam Ltd., Fujitsu Vietnam Ltd., Transcosmos Vietnam Ltd., Insmart Vietnam Ltd., Bioseed Vietnam Ltd., Bintai Kindenko Vietnam Ltd., Jonest Chonest Japan LLC, Toneco Ltd.
- ▶ **Bidding:** Providing the procurement checking services for many projects of an NGO; Providing legal report on the eligibility of joint venture bidder during the negotiation of bid package sponsored by Asian Development Bank (ADB) (over than USD 6 million).
- ▶ **Finance, taxation:** Consulting on tax incentives, tax ruling and other tax matters related to business operation of many domestic and international companies such as Japanese invested-capital company, Indian invested-capital company, satellite companies of Samsung Group, LG Group, Julie Sandlau Vietnam; Advising on tax matters related to the wind power plant projects to Indian companies.
- ▶ **Contracts:** Drafting, reviewing, negotiating loan contracts and other collateral contracts related to loans for many projects of BIDV, Vietcombank such as a hydropower project in Quang Nam province, BT project of renovation and construction of sewage systems and reciprocal project on construction of urban area in Hanoi, project on construction of new urban area in Hoang Mai dist., Hanoi, project on construction of housing complex in Cau Giay dist., Hanoi, BT project of Ky Dong Street and 02 reciprocal projects, Vinpearl Villas & Resort 2; Consulting, reviewing and checking the legality of many standard contracts for business operation of CCB-HCMC; Amending the codes of branches of one subsidiary company of MB Bank; Consulting Eximbank India on extension of facility agreement, mortgage agreement, standby letter of credit in Vietnamese laws.
- ▶ **M&A:** Consulting on capital transfer of Daewoo Hotel Vietnam Joint Venture Company; merging transactions; assisting for Nguyen Kim Electronic and Trade JSC in offering its shares to foreign investors; advising on the purchase of an existing factory by Trung Nguyen Coffee; assisting Constrexim Holdings (CTX) and Bac Son Investment JSC. during the negotiation on office building and trade center transfer contracts.
- ▶ **Litigation:** Representing clients to settle disputes related to labour, commercial, civil, construction, taxation matters at the competent courts/arbitrations including Netherlands invested-capital company (tax decisions); Japanese invested-capital company (dealership agreement); Indonesia invested-capital company (lease contracts); securities company (BCC contract); VFF, an NGO, Vietnamese pharmacy company (labour contracts); a subsidiary of SunGroup (deposit contract), Crown Beverage JVC; Acting for Hong Ha Investment JSC, Golden Bridges Vietnam Securities Company and other companies in the settlement of bad debts at Vietcombank, Techcombank, VPBank and BIDV for a period of 2012-2014; Assisting Daewoo Hanel for recovering the debts at Court.





## DIPLOMA

- ▶ LLB, Hanoi Law University
- ▶ LLM, Hanoi Law University
- ▶ Lawyer Course, Judicial Academy, Ministry of Justice
- ▶ The Training Course for the Regional Senior Member Team of KPMG Global
- ▶ The Global International Corporate Tax Training Course held by KPMG Global in Kuala Lumpur, Malaysia
- ▶ Member of International Bar Association (IBA); Inter-Pacific Bar Association (IPBA)
- ▶ Member of Hanoi Bar Association; Vietnam Bar Association
- ▶ Member of European Chamber of Commerce in Vietnam

## PRACTICE AREAS

- ▶ Foreign Investment
- ▶ Corporate & Commerce
- ▶ Mergers & Acquisitions
- ▶ Contract
- ▶ Taxation
- ▶ Energy & Power
- ▶ Banking & Finance
- ▶ Real Estate
- ▶ Dispute Resolutions
- ▶ Language: English, Vietnamese

## EXPERIENCE

- ▶ Mr. Cuong has been practicing law since 2000 in Vietnam. With nearly 20 years of working experience for the Ministry of Justice, Vision & Associates Legal, KPMG Vietnam, VILAF law firm, Big C Vietnam and Central Group Vietnam, VinGroup and Duong & Partners, his broad experience covers foreign direct investment, corporate and commercial matters, merger & acquisition, energy & power, banking & finance, retail & distribution, real estate & construction, and litigation & arbitration.

## CREDENTIALS:

- ▶ Acting as the Group M&A Deputy Director of VinGroup and advising VinGroup on some M&A transactions.
- ▶ Acting as the Real Estate Legal Director of Central Group Vietnam and responsible for legal issues in respect of real estate and property of Central Group (Thailand) in Vietnam
- ▶ Acting as the key contact of the legal issues concerning real estate and property for the sale of Big C supermarket chain in Vietnam by Casino Group (France) which was one of the largest M&A deals of Vietnam in Year 2016.
- ▶ Advising Vietnam National Coal, Mineral Industries Holding Corporation Limited (VINACOMIN) on project documentation of Nam Dinh 1 coal-fired BOT power project.
- ▶ Acting for and assisting HANEL JSC. in taking legal action against a Japan corporation in Vietnam International Arbitration Centre (VIAC).
- ▶ Responsible for all legal and corporate matters of Acuatico Pte Ltd occupying 49% shares in Vinaconex Water Supply Joint Stock Company and the Fresh Water Business and Construction Investment Joint Stock Company for implementation of the Project relating to the water pipeline construction, water production and supply for the urban chain of Son Tay – Hoa Lac – Xuan Mai – Mieu Mon – Hanoi – Ha Dong
- ▶ Advising J-Power on legal framework of private public partnership and renewal energy projects.
- ▶ Advising Compal Electronics on setting up the investment project in Vinh Phuc province with the total investment value of US\$500 million which was one of the largest foreign investment projects of Vietnam in Year 2007.



#### DIPLOMA

- ▶ Bachelor of Laws - Security University
- ▶ Law Practice Certificate
- ▶ Member of Hanoi Bar (Vietnam Bar Federation)
- ▶ Certified Auction Practice

#### PRACTICE AREAS

- ▶ Commercial, construction and property transfer contracts and agreements
- ▶ Civil transitions
- ▶ Auction on assets
- ▶ Acting for the clients in the litigation procedures for civil, economic and criminal cases at the Court and Arbitration of Vietnam.
- ▶ Language: English, Vietnamese

#### EXPERIENCE

- ▶ Nang has served as a policeman at district or city level for 35 years before practising as a certified lawyer. Nang has advised the clients on criminal, civil and economic cases, complicated inheritance cases involving high value of assets; organizing asset auction; reviewing and preparing commercial and civil contracts such as: construction contract, loan agreement, franchising agreements, technology transfer agreement, asset allocation.
- ▶ He presented many clients being including State enterprises, credit institutions and banks before the Court and Arbitration in Vietnam.

#### CREDENTIALS

- ▶ Vietnam Shipbuilding Industry Corporation (VINASHIN - SBIC)
- ▶ Vietnam Industry and Commerce Bank (Vietinbank)
- ▶ Electricity Vietnam Corporation (EVN)
- ▶ PetroVietnam Finance Corporation (PVFC)
- ▶ Golden Bridge Securities Joint Stock Company (GBVS)
- ▶ NTV Investment Joint Stock Company (NTV Land)
- ▶ Daewoo Bus Vietnam Company Ltd., (VDB)





## DIPLOMA

- ▶ Bachelor of Social Management – Hanoi National University
- ▶ Bachelor of Laws – Hanoi Law University
- ▶ Law Practice Certificate
- ▶ Member of Ho Chi Minh Bar (Vietnam Bar Federation)

## PRACTICE AREAS

- ▶ Corporate and commercial consultancy
- ▶ Merger and Acquisition
- ▶ Business restructuring
- ▶ Investment projects
- ▶ Project management
- ▶ Finance and banking, debt restructuring
- ▶ Construction, real estate contract
- ▶ Litigation
- ▶ Language: English , Vietnamese

## EXPERIENCE

- ▶ Tho has nearly 15 years of experience working in legal services. Tho has involved in many areas of law such as international trading, large scale investment projects, project transfer, negotiation, execution of international trade contracts, business restructuring, M&A transactions, transfer real estate projects; corporate consultancy, construction and commercial contracts ...
- ▶ On behalf of his clients, he has presented and protected the benefit of domestic and foreign-owned companies in several lawsuit cases at Vietnamese courts and arbitration, performed awards enforcement processes in Vietnam.

## CREDENTIALS

- ▶ Vietnam Shipbuilding Industry Corporation (VINASHIN - SBIC)
- ▶ Consulting on amendment of Investment Certificate, issuance of investment policy for several foreign companies such as Transcosmos Vietnam Co., Ltd., Bintai Kindenko Vietnam Co., Ltd.;
- ▶ Assisting a Korea Group in issuance of the construction permits and other procedures in Vietnam;
- ▶ Consulting on project management, finance, taxation and employment for Samsung, LG Group and their new affiliate companies after establishment;
- ▶ Supporting Goucera Holding Co. (Malaysia) to settle the disputes arising from commercial contract in Vietnam;
- ▶ Supporting and consulting several clients such as Nguyen Kim, Yamaha, Vietcombank, Transcosmos, BIDV, Vaude, Bioseed, Elekta, Logitem Vietnam, Vision, ARUP, HORIBA, Ladeco, Mekong, Gamuda, Cadivi, Booyong, Fashion Star, Makino, ANZ Bank, Deawoo Bus, Tonoco, Mekong Capital, Alphanam, Cadivi, Wurth, Lotte, Gelex, Lixil, Revo, Marubeni, Vizen, Pixelz, Makino, Petracarbon, Jaspal, Halton, American Standards, Ceramic, PIV, etc.
- ▶ Representing several clients such as enterprises and individuals in lawsuit cases at courts and arbitration to settle commercial, civil, criminal and labor disputes in Vietnam such as Cuu Long Pharmacy, Yamaha, Tuan Phong, ANZ Bank (Vietnam) etc.



## DIPLOMA

- ▶ Member of State Bar of New York (USA)
- ▶ LL.M of University of Southern California (USA)
- ▶ M.A in Business Law of Aix-en-Provence University (France)
- ▶ B.A in Law of Dongguk University (South Korea)
- ▶ Daeil Foreign Language High School (Majored in Japanese)

## PRACTICE AREAS

- ▶ Corporate and commercial consultancy
- ▶ Contract (commercial contract, technical license contract, technical support contract, advisory management contract, employment contract,...)
- ▶ Merge and Acquisition (M&A)
- ▶ Taxation, Finance and Banking
- ▶ Litigation
- ▶ Languages: Korean, English, Vietnamese, Japanese, French

## EXPERIENCE

- ▶ Mr. Park Jun Yong is a professional lawyer with more than twenty-year-working-experience. Before being an Of Counsel of TGT & Partners, he had worked as the legal counsel in many Korean companies such as Daewoo and LG. Mr. Park is capable of understanding Vietnamese language and legal documents at the intermediate level.
- ▶ Mr. Park has a plenty of experiences on various corporate legal issues, negotiation and execution of contracts and agreements (especially commercial contracts), taxation, finance, M&A, dispute resolution, corporate and compliance, business structure and management, enterprise management v.v.

## CREDENTIALS

- ▶ Being Founding CEO of Ttrot Inc. (Mobile Application Start-up)
- ▶ Being Legal Counsel of NexStreaming Corp.: Negotiating and handling various contracts and agreements such as Asset Sales Agreement with Vidiator, Software License Agreements with Samsung, LG, Sony-Erri-son, Motorola, Lenovo, Employment Contracts with foreign workers; Setting up the stock option plan; Holding BOD meetings and Shareholders' meeting; Filing complaint against Qualcomm to FTC.
- ▶ Being Legal Counsel of Serome technology Inc.: Drafting the terms of service of various on-line services including Dialpad service in Korea; Handling the Asset Acquisition Agreement; Following up Dialpad US liquidation issues.
- ▶ Being Legal Counsel of LG Electronics Inc.: Negotiating and handling various contracts and agreements such as Technical License Agreement and Technical Support Agreement with domestic and overseas partners, Distribution Agreement with handset distributors in Korea and abroad as well; Participating in setting up a joint venture company in China; Participating in the due diligence for M&A with a European company.
- ▶ Being Legal Counsel of Daewoo Motor Co., Ltd.: Handling around 100 contracts per year mainly Technical License Agreement and Technical Support Agreement with overseas partners; Following up the M&A with General Motors; Writing series of articles on oversea contracts on company paper for Daewoo Motor Co., Ltd.





## DIPLOMA

- ▶ Chartered Accountant
- ▶ Certified Public Accountant (Australia)
- ▶ Project Management Professional (USA)

## PRACTICE AREAS

- ▶ Financial & Strategic Planning
- ▶ Business Transformation/Corporate Turnaround
- ▶ Corporate Governance
- ▶ Fund Raising & Cash flow management
- ▶ Project Management
- ▶ Internal Controls & Risk Management
- ▶ Employee Compensation & International Practices
- ▶ Internal Control Design & Assessment

## EXPERIENCE

- ▶ Mr. Saurabh Mathur is an accomplished senior finance professional who has rich experience of over 20 years working in Senior Management positions in various MNCs and Leading Business Houses. Of the 20 years spent in corporate, he was based in Middle East for 10 years primarily in Abu Dhabi & Dubai, 6 years in India and 4 years in SE Asia, namely Vietnam and covering Thailand and Japan as well.
- ▶ Before being Of Counsel of TGT & Partners, Mr. Saurabh had been responsible for Accounting & Finance, Supply Chain, IT & Admin functions in Masan Resources in Hanoi as VP & Deputy CFO for Mining business in Vietnam.
- ▶ Mr. Saurabh has also set up a company in India that focuses on providing skill enhancement training to graduates and undergraduates from Tier B & C towns that can help them gain employment in the sunrise IT & ITES industry.
- ▶ Mr. Saurabh volunteered his services under the Teach India initiative of TOI for two consecutive years and taught Accountancy & Commerce subject in the remote area of NCR Region in India as a visiting teacher. Up to now, Mr. Saurabh has been pursuing his interest as a visiting faculty to several reputed Management Colleges.

## CREDENTIALS

- ▶ Mr. Saurabh was part of an executive team and was instrumental in taking the company (USD 1 billion project) from construction phase to commercial production and then to IPO in a short period of 4 years.
- ▶ Raising USD 400 millions through placement of corporate bond in local Vietnam Capital Market.
- ▶ Securing USD 115 millions working capital line from local banks.
- ▶ Managing USD 225 millions Oil & Gas business as CFO with a growth rate of 30% pa. In this role, Saurabh was instrumental in delivering record profits in 2008 & 2009 with lowest receivables, engineered the cost saving drive after “financial crisis” and orchestrated the right-sizing in the support functions throughout the Organization.
- ▶ Leading internal audit of Middle East Asia region covering ten countries including Japan, Thailand & Vietnam.
- ▶ Successfully implementing and managing the international benefits plans in SAP for top 10% employees of the Company. Total asset value of these plans was approximate USD 1.7 billion
- ▶ Managing USD 100 million plus Heating, Ventilation & Air Conditioning (HVAC) business in Carrier Corporation, UAE with six branches and 350 employees.



#### DIPLOMA

- ▶ B.A in European Studies of Hankuk University of Foreign Studies (South Korea)
- ▶ M.A in Business Administration of Ajou University (South Korea)

#### PRACTICE AREAS

- ▶ Corporate and commercial consultancy
- ▶ Market research, Network service, Buyer discover & contact, Business proposal etc.
- ▶ Languages: Korean, English, Vietnamese

#### EXPERIENCE

- ▶ Mr. Yang Jong Ga is a Korean desk manager with in-depth knowledge and experience in many practice areas. Before being an Of Counsel of TGT & Partners, he has worked as a coordinator with many Korean companies such as Daewoo, Posco E&C and Booyoung etc.

#### CREDENTIALS

- ▶ Mr. Yang used to serve as a representative of global marketer group under Word OKTA (World Federation of Overseas Korean Traders Associations) Hanoi region, facilitating many small-and-medium sized Korean companies, specialized in manufacturing area to expand its business into Vietnam.
- ▶ Also, he used to work for Daewoo in headquarter Korea and Vietnam with more than sixteen years, being in charge of overseas sales, marketing and regional representative.
- ▶ He is a CEO of JM International Vina Corp. (Import & export business), mainly handling vehicles, components and maintenance spare parts too.