

***BROSS & PARTNERS' RANKINGS***  
***EXPERIENCE AND TRACK RECORDS***

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### **The Legal 500 – Asia Pacific**



This is the 6th consecutive years as from the year of 2012 up to 2017, BROSS & Partners has been ranked by The Legal 500 – Asia Pacific in aspects of:

- Corporate and M&A
- Dispute Resolution
- Real Estate & Construction
- Intellectual Property

### **IFLR1000**



This is the 3rd consecutive years as from the year of 2014 up to 2017, BROSS & Partners has been ranked IFLR1000 in aspects of:

- Banking and Finance
- M&A

### **Asialaw Profiles**



This is the 3rd consecutive years as from the year of 2014 up to 2017, BROSS & Partners has been ranked Asialaw Profiles in aspects of:

- Corporate and M&A

- Capital Market
- Real Estate & Construction
- Real Estate & Construction
- Intellectual Property

### **Chambers Asia Pacific**



BROSS & Partners has been ranked by Chambers Asia Pacific in aspect of Litigation.

### **Asialaw Leading Lawyer:**



Managing Partner Tran Anh Hung is ranked as "Market Leading Lawyer" in Vietnam for Corporate and M&A; Real Estate & Construction; Banking & Finance; Dispute Resolution

### **Asia-Mena Counsel**



BROSS & Partners has been ranked as "Law Firm of the Year of 2014 for Litigation & Dispute Resolution Practice." by Asia-Mena Counsel

## LIST OF KEY DEALS

No.	Name	Value
	<b>Projects and Energy</b>	
1	Providing legal services for M&A case between a Chinese company and a local company located in Ho Chi Minh City for a wind farm project in Daklak Province which includes: legal due diligence, structuring advice, transaction documents, participating the negotiation and post negotiation for closing the transaction	US\$9 Million
2	Providing legal services for a Thai solar power company to get all approvals for investment of a wind and solar energy project in Ea Sup District, Daklak Province including the approval for making survey, supplement of the project into the electricity masterplan of Daklak and Vietnam, Investment Registration Certificate, Power Purchase Agreement and Grid Connection Agreement, Land Use Right ...	US\$300 Million
3	Providing regularly legal advice services for a steel factory in cluding thermal power plant in Ha Tinh Province and other legal issues related to the environments, internal regulations, employment, ...	
4	Advise a Vietnamese Corporation in getting the right for the management of Ha Long Bay and development of the infrastructure of Ha Long Bay from the Vietnam Government. Assist in meeting/ negotiation with local authorities in Quang Ninh province to explain about the Projects and getting aprovals from them respectively	
5	Advice on EPC document and contract preparation for a fertilizer producer in Urea plant construction	
6	Advice and represent for hydro power joint stock company in site clearance compensation with a tea planting and processing company in Lam Dong province	
No.	Name	Value
	<b>Licensing</b>	
1	Providing regularly legal advice service for Viglacera such as agreements, contracts with partners, internal regulations, procedures for licensing of investment projects of Viglacera, including investment projects in industrial parks in Bac Ninh, Thai Nguyen	

2	Providing regularly legal advice service for Hanoi Trade Corporation ("HAPRO") and its subsidiaries, capital contribution companies and affiliated companies including agreements, contracts with partners, internal regulations, procedures for licensing of new investment projects, investment expansion, investment in industrial complex of HAPRO in Hanoi	
3	Advising and assisting for SI Flex (a 100% capital investment company from Korea) for completing the dossier, working with the Ministry of Science and Technology and other relevant state agencies to be recognized as a high technology company	
4	Advising and assisting for LMAT (a 100% capital investment company from Korea) in Binh Duong Province on drafting and finalizing licensing dossiers of license dossiers for enterprise which produce of supporting industrial products in the Ministry of Industry and Trade	
5	Advising and assisting for Bogo Eng. (a 100% capital investment company from Korea) in Binh Duong province in drafting, revising and finalizing of license dossiers for enterprise which produce of supporting industrial products in the Ministry of Industry and Trade	
6	Advising and assisting for a Korean investors on the transfer of Industrial Park in Bac Giang province	
7	Advising and assisting over 100 foreign investors on implementation of investment procedures in Vietnam	
<b>No.</b>	<b>Name</b>	<b>Value</b>
<b>Corporate and M&amp;A</b>		
1	Advising and drafting the term sheet of the Joint Venture Agreement for a corporation in Vietnam who was selected to be the first investor in a project of investment and operation of an express way with total estimated investment of US\$780 million. This is the first project implemented in the form of Public Private Partnership (PPP) in accordance with Decision No. 71/2010/QD-TTg dated 9 November 2009 by the Primer Minister of Vietnam	US\$780 Million
2	Providing legal advice for an M&A case (issue more than US\$40 million new shares to a foreign investor) between a leading Korean corporation and one of the five leading textile and garment companies in Vietnam. The SaigonTimes rated this M&A case as one of ten most effective M&A cases in Vietnam in 2009	US\$40 Million

3	Advising on the transaction structure and drafting a Business Cooperation Agreement between two real estate companies and a bank to develop a real estate project on an area of 12ha in Binh Chanh District, Ho Chi Minh City	VND1,000 Million
4	Advising and preparing the EPC document and contract for a fertilizer producer in Urea plant construction	US\$200 Million
5	Providing legal advice for an M&A case between a leading Korean corporation and one of the five leading textile and garment companies in Vietnam	>US\$10 Million
6	Advising and assisting in negotiation process for the sales and purchase agreement of the properties attached to land and conducting procedures for transferring the project of bitumen store located located at Nghe An province between a company of Petrolimex Group and a multi-national petroleum corporation	>US\$5 Million
7	Advising and conducting procedures for the registration of a medium-term and long-term foreign loan contract with the State Bank of Vietnam for a Japanese company in Vietnam	>Euro 2.3 Million
8	Providing legal advice for an M&A case (transfer 80% of share capital) between a leading real estate Group head office in Hong Kong and one of the leading real estate companies in Hanoi, Vietnam	>US\$50 Million
9	Providing legal advice for an M&A case (transfer 100% of share capital) between a leading Korean construction Group and one of the leading construction companies in Hanoi, Vietnam	>US\$30 Million
10	Providing legal advice for an M&A case (issue more than 20 million new shares to a foreign investor) between a leading Japanese financial corporation and one of the leading import and export companies in Vietnam	>US\$20 Million
11	Advising and reviewing a capital transfer contract between a leading local bank and an investment fund for an acquisition by the back of 70% capital in a foreign-invested company	Nearly US\$12 Million
12	Advising on acquisition of the capital share of foreign investors from Korea, as members of a 100% foreign owned company in Vietnam to implement a Real Estate Project for construction of an area of high-class apartments, offices for lease, villas, and adjacent houses in Ha Dong, Hanoi, Vietnam	US\$198 Million

13	Participating in negotiation process and preparing share sales contracts in order to acquire more than 19% of shares in a real estate company ready to list its shares on Ho Chi Minh City Stock Exchange	>US\$5 Million
14	Providing legal advice for an M&A case (100% equity acquisition) between a Korean manufacturer of cement company and a local manufacturer of cement company	>US\$1,5 Million
<b>No.</b>	<b>Name</b>	<b>Value</b>
<b>Real Estate &amp; Construction</b>		
1	Participating in negotiation process and preparing contracts and necessary documents for investment cooperation to implement a project of construction of a complex apartment and trading centre with total of 5,400 m2 in Ward 11, Tan Binh District, Ho Chi Minh City between a local company and a foreign real estate investment fund	>US\$18Million
2	Participating in negotiation process and preparing contracts and necessary documents for investment cooperation to implement a project of construction of a complex apartment and trading centre with total area of 14,000 m2 in An Phu Ward, District 2, Ho Chi Minh City between two local companies and a foreign real estate investment fund	>US\$12 Million
3	Participating in negotiation process and preparing contracts and necessary documents for investment cooperation of a real estate investment fund to invest into Mo Plaza project in Hanoi with the core investor being Vinaconex	>US\$40 Million
4	Advising on a real estate investment project in Vinh City, Nghe An province of a State-owned Corporation in Hanoi, transferring project/ a part of the project to the Subsidiaries to implement investment project	>US\$40 Million
5	Advising and drafting the BCCs in business and development of the real estate industry for a State-owned Corporation in Hanoi (Hapro) with its partners to develop the real estate projects in Hanoi on the basis of one party having the right to lease and other party having the financial capacity and experience in the real estate industry	
6	Providing legal advice to implement a complex of Crown Plaza (at Le Duc Tho Street, My Dinh, Hanoi), including 03 buildings: five-star hotel building, a grade office building and high-level building for rent. The project has been completed and entered in use by the end of 2010. It was a project for 1,000-years Thang Long –	>US\$80 Million

	Hanoi anniversary	
7	Providing legal advice for the project of Hanoi Lancaster Building at Nui Truc Street, Ba Dinh District, Hanoi. The project is in progress of construction investment	>US\$30 Million
8	Advising on and finalizing the land lease procedures to implement 02 investment projects at Quang Minh Industrial Zone, Hanoi for Picensa Vietnam	>US\$6 Million
<b>No.</b>	<b>Name</b>	<b>Value</b>
	<b>Insurance, Banking &amp; Finance</b>	
1	Advising and participating in negotiation process on a Joint Venture Agreement, Charter and Bank Insurance Agency Agreement (Banca) for setting up a joint-venture life insurance company in Vietnam for one of the leading private bank and a top finance – insurance company in Europe	>US\$50 Million
2	Advising on legal aspects and procedures for setting up a joint-venture enterprise operating in insurance brokerage in Vietnam for two top finance–insurance companies of India and Indonesia	>US\$5 Million
3	Advising and making the legal due diligence for an M&A case between a financial company (SDFC) and a leading private commercial bank (MB Bank)	
4	Advising, participating in negotiation process and assisting for shares swap between a financial company (VVF) and a private commercial bank (SHB)	
5	Advising, participating in negotiation process and assisting a Pakistan software company in negotiation with a private bank in Vietnam for provision of E-Banking system	>US\$2 Million
6	Advising on damage determination, compensation procedure for the company located in Industrial Park of Hanoi having its manufactory consisting of goods and machinery damaged as a result of fire	>US\$1 Million
7	Advising and representing a hydro power joint stock company in 3 legal actions for claiming advance based on advance refund guarantees by a local bank for a construction company in 2 hydro power project in Lam Dong province	>US\$1 Million
8	Advising and representing a hydro power joint stock company for claiming advance based on advance refund guarantees by twp bank for a construction company in 2 hydro power project in Lam Dong province	>US\$1,8 Million



No.	Name	Value
<b>Litigation and Dispute Resolutions</b>		
1	Advising and assisting for a foreign contractor in a dispute on EPC contract of hydropower project in Kontum with project investor	>US\$10 Million
2	Advising and assisting a confectionary company in Bien Hoa in dispute with insurer in a claim of properties insurance compensation	US\$8 Million
3	Acting as defending lawyer and authorised representative in a legal action in relation to payment guarantee obligation for a local leading real estate developer in Ho Chi Minh City	US\$14 Million
4	Advising and assisting an investor of industrial zone in Long An province in a claim by its contractor for variation work	US\$800,000
5	Advising and representing a Japanese company in a construction contract dispute related to a paint manufacturing plant with a Vietnamese construction company	US\$1 Million
6	Advising and assisting a construction company that is sub-contractor, in Can Tho City in a dispute between its contractor association and the owner of a project financed by German Government	208.989 Euro
7	Advising and representing a Vietnamese company in M&E contract with a Vietnamese-Japanese joint venture company	US\$500,000
8	Advising and representing a company trading asphalt in a dispute related to asphalt sale and purchase contract with a construction company in Thanh Tri Bridge project. Continuing to advise on claiming Distributors' debts in the relevant asphalt Purchase Contracts	US\$2 Million
9	Advising and representing tenants in Quang Minh – Vinh Phuc Industrial Zone in a dispute of infrastructure cost with the IP owner	US\$2 Million
10	Advising and representing a Vietnamese Company in a dispute on capital contribution in a real estate project in Hanoi	US\$2,5 Million
11	Advising and representing a real estate developer in a dispute with its clients in a villas project in Quang Ninh province	US\$1 Million

12	Advising and representing hydro power joint stock company in site clearance compensation with a tea planting and processing company in Lam Dong province	US\$12 Million
13	Advising and representing one of the world leading steel companies in contract disputes related to providing steel building solutions and steel products in Vietnam	US\$250,000
14	Advising and representing the leading Vietnamese lighting equipment producer in contract disputes related to electric product distribution contract	US\$850,000
15	Advising a company in aspect of IT and Telephone with regard to the appropriation of property by employees and criminal sanctions applied to such employees	>US\$500,000
16	Advising and representing a multinational life insurance company in the case relating to the appropriation property of an insurance agent in the Quảng Ninh Province's People's Court and the court of Appeal	>US\$2 Million
17	Advising and representing Vietinbank in a criminal case relating to Nguyen Duc Kien ("Bau Kien")	
18	Advising and representing Vietnam Oil and Gas Group in a criminal case relating to Ocean Bank	
19	Advising and representing of Agribank – Nam Hanoi Branch in a criminal case relating to Nam Hanoi Branch	
20	Advising and representing a large number of clients who are individuals in criminal cases in the Investigation Division, Procuracy and Court	
<b>No.</b>	<b>Name</b>	
	<b>Criminal Cases</b>	
1	Successfully representing and defending the world leading life-insurance company in a famous criminal case in Quang Ninh Province relating to fraudulent behavior by Bui Thi Thu Hang	Criminal – Insurance
2	Acting as the authorized representative and protecting the entitlements of a state owned bank in a criminal case relating to Asia Commercial Joint Stock Bank (Big case "Bau Kien")	Criminal – Bank Credit
3	Acting as the authorized representative and protecting the entitlements of a 100% state owned bank in a criminal case relating to Nguyen Thi Bich Luong and co-defendant on "Violations against regulations on lending regulations by credit institutions;	Criminal – Bank Credit

	The offence involves abuse of the offender's position or power in performance of official duties and Negligence that results in serious consequences" in the Hanoi People's Court and the Supreme People's Court in Hanoi	
4	Acting as the authorized representative and protecting the entitlements of a 100% state owned bank in a criminal case relating to Le Hoa Binh and co-defendant had been judged on the crime of swindling for appropriating property of the households contribute capital to invest in the CIENCO 5 Thanh Ha project in the Hanoi People's Court	Criminal – Bank Credit
5	Acting as the authorized representative and protecting the entitlements of a 100% state owned bank in a criminal case relating Nguyen Duy Xuyen and co-defendant had been prosecuted on "The appropriation property" in the Hanoi People's Court	Criminal – Bank Credit
6	Acting as the authorized representative of a company from USA and a company from France in a dispute with Joint Stock Commercial Bank for Foreign Trade of Vietnam (Vietcombank) in a case of Vinashine -TGC Container Company	Business Trade - Foreign Trade
7	Acting as a legal advisor and defending lawyer of a former General Director of Petroleum Real Estate Joint Stock Company (PVL) in a criminal case relating to "The offence involves abuse of the offender's position or power in performance of official duties" and "Offences against regulations on the economic management order causing serious consequences" in the Supreme People's Court in Hanoi	Criminal – Commercial
8	Acting as legal advisor and defending lawyer of a former chairman of the board in a criminal case relating to GPBank	Criminal – Bank Credit
9	Acting as the authorized representative and protecting the entitlements of a hydro power joint stock company in dispute with HabuBank (SHB) on Contract Of Guarantee	Business Trade - Bank Guarantee
10	Acting as the authorized representative and protecting the entitlements of a former Deputy General Director of Vietinbank in a criminal case on the abuse of power or position of another person's influence for personal gain	Criminal – Bank Credit
11	Acting as the authorized representative of a state owned bank in a fraud case relating to BIDV – Dong Do Branch	Criminal – Bank Credit
12	Acting as defending lawyer in a criminal case relating to Pham Thi Bich Luong at Agribank - Nam Hanoi Branch in the Hanoi People's Court	Criminal – Bank Credit