



CNC Counsel

boutique property law firm

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ABOUT US

The quote, **“Look for solutions, not problems”** - *Dan Eldon*, is one in which our people are well fortified.

CNC is one of only a few Vietnamese law firms providing specialized construction and real estate legal services.

Our dedication: to preserve our true boutique property law firm presence providing clients with highly specialized services fostering enduring, cohesive relationships, not only with our clients, but also other professionals working with us.

Despite modifications to our firm, our philosophy of putting clients in the forefront of everything we do, remains a core principle and value of the firm.

OUR SERVICES

Quality workmanship and performance improvement are incessantly required. Therefore, more and more clients recommend us as their trusted provider of legal services.

01 CONSTRUCTION

02 REAL ESTATE

03 CONTRACTS

04 CORPORATE & INVESTMENT

05 DISPUTE RESOLUTION

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Construction and Infrastructure is CNC's primary area of practice thanks to the increasing demands and development of our country to meet or exceed the standards of other countries.

Our broadly experienced lawyers have focused their expertise on the most important contracts, BOT, BT, Various FIDIC Contracts, and Australian Standard® Contracts. This places CNC at the forefront of the construction and infrastructure market and has played a significant role in many of our most recent successful accomplishments.

Our unmitigated experience coupled with our real estate and dispute resolution team offers clients a uniquely tailored legal service in which clients can navigate complexities throughout a project's lifecycle.

AREAS OF EXPERTISE

- *Tender Advice*
- *Joint Venture/Consortium Agreement*
- *Contract Claims in Construction (EOT, VO, etc.)*
- *Subcontracting*
- *Guarantees & Insurance*

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CONSTRUCTION

Defined by our designation as a "property law firm", CNC is ranked among the top real estate law firms headquartered in Vietnam.

Our experienced and qualified lawyers offer real estate legal services ranging from legal projects, acquisitions, lending, and leasing to project sales in various phases of a transaction or projects in any form – office, retail, resorts, medical facilities, schools, and residential.

CNC works in partnership with all project stakeholders including property developers, lenders, investors, REITs and homebuyers to deliver practical legal solutions to achieve our client's objectives.

AREAS OF EXPERTISE

- *Licensing Services*
- *Planning and Approval*
- *Loan/Collaboration Agreement*
- *Land Acquisition and Resettlement*
- *Purchase and Sale of Projects Leases Contracts*

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REAL ESTATE

A variable economy combined with an inherent instinct of survival in today's world, knowing exactly what is most important to embark on is and must be a top priority.

CNC's team of contract specialists with extensive experience, provides wide variety of contractual legal services in accordance with Vietnamese law.

Our services, exclusively designed for the real estate and construction sectors, define our leading-edge market position for which CNC's clients have presented us with a variety of aspect concerning contract parties, including project developers, design and project management consultants, contractors, financing, and property management.

AREAS OF EXPERTISE

- *Contract Drafting*
- *Contract Review*
- *Contract Management*
- *Contract Templates and Business forms*

NOTABLE CONTRACTS

- *Consultancy Services Agreements*
- *Off-the-plan-building sales*
- *FIDIC Contracts/Construction Contracts*
- *Hotel Management Agreements*

CONTRACTS

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CORPORATE & INVESTMENT

Investment law in Vietnam continues to significantly differentiate domestic investors from foreign investors. Differences apply to foreign investors in the areas of the formation of new business facilities and business processes.

Unsure of whether or not "the jungle of law" applies to your business, or your business is being treated unfairly under the law? Then consider CNCs flexible customized services.

AREAS OF EXPERTISE

- *Pre-investment and market entry advice*
- *Formation of business*
- *Licensing Services*
- *Investment incentives*
- *Intellectual Property*
- *Mergers & Acquisition*
- *Internal Dispute Resolution*

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DISPUTE
RESOLUTION

Our practice is based on the fundamental understanding that our clients' core business is absent of commercial disputes.

Our client-based approach creates efficient and effective solutions that focus on results - as opposed to CNCs financial gain - and the client's objective.

CNC's litigious achievements in court proceedings speak for themselves when it comes to unresolved disputes.

AREAS OF EXPERTISE

- *Settlement Negotiation*
- *Mediation*
- *Adjudication*
- *Arbitration*
- *Legal Proceedings*

CNC regularly conducts professional training sessions and workshops (continuing education) throughout the year on all aspects of contracts, including FIDIC contracts, extension of time claims, and claims with respect to Real Estate and Construction & Infrastructure industries.

We provide leading-edge insight into the legal, contracting and commercial skills, procedures and methods that are fundamental to legal business practitioners, project developers, and contract managers.

AREAS OF EXPERTISE

- *Construction Contract Drafting Skills*
- *FIDIC Contracts*
- *Extension of Time Claims Preparation*
- *Construction Contract Claims*
- *Arbitration & Legal Proceedings Preparation*

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TRAINING

For the majority of enterprises in Vietnam, CNC's Legal Retainer Service is an exceptional, cost effective solution.

Under our legal services arrangement, CNC acts as a separate, dedicated legal department liable for all legal issues, our clients encounter, and diligently pursues sensible outcomes in compliance with the laws of Vietnam while achieving clients' objectives.

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LEGAL RETAINER SERVICES

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EMPLOYMENT & LABOR

"Every CEO knows that a company can only reach its full potential through the effective management of its human resources."

- Anonymous

Vietnam's laws on employment and labor are complex and vary significantly from enterprise to enterprise and are constantly evolving.

Our employment and labor practice team provides various services to meet the needs of industries and their foreign employees with respect to licenses, permit approvals, and real answers for real legal questions, and practical insight, which allow them to effectively navigate minor and complicated personnel issues.

AREAS OF EXPERTISE

- *Visa/Work Permit/Temporary Residential Card*
- *Employment Contracts*
- *Employee Benefits & CBA*
- *Downsizing & Restructuring*
- *HR Legal Advisory*
- *Compliance and Corporate Governance*
- *Data-protection & Post-employment competition*
- *Dispute Resolution and Litigation*

“The older you get, the more you realize that it isn’t about the material things, or pride or ego. It’s about our hearts and who they beat for.”

- Anonymous

The essence of most family law work is helping people through difficult times in their lives and advising them on evolving issues.

Our diverse team of family lawyers, experienced in a variety of family law sub-specialties, are well equipped to manage a wide range of cases – from typical divorce cases to complex property division and financial cases.

AREAS OF EXPERTISE

- *Marital (Prenuptial) Agreements*
- *Child Custody & Child Support*
- *Legal Separation*
- *Mediation*
- *Adoption*
- *Divorce*
- *Property Division*
- *Unmarried Couples*

(common law marriages/dissolution of common law marriages)

**DIVORCE
AND FAMILY**

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OUR PEOPLE

CNC consists of a dynamic, diverse and well-qualified team of lawyers with considerable experience to provide quality, results-driven services to our clients.

Our strength lies in the people we serve – past, present, and future. Our belief is that investing in people allows us to produce **the most innovative solutions** for our clients.

LE THE HUNG

Managing Partner

• **NGUYEN VAN THINH**

Partner

NGUYEN HUU HUNG

Partner

• **TRAN VAN THANG**

Partner

BUI VAN HUNG

Senior Associate

• **NGUYEN THI KIM NGAN**

Senior Associate



LE THE HUNG

Managing Partner

Hung is an experienced lawyer in the areas of construction, contracts and dispute resolution. Prior to establishing CNC in 2013, Hung held a Contract Manager position for 5-years at Hoa Binh Construction and Real Estate Group J.S.C. and as a Senior Associate for 4 years at a reputable law firm in Vietnam.

Recognized for his in-depth insight of the real estate and construction industries, Hung regularly conducts intensive 1999 FIDIC Contracts training courses throughout Vietnam focusing primarily on helping Vietnamese practitioners comprehend international conditions of contracts in the construction and real estate sectors.

As a friendly and respectful lawyer with global insight, he welcomes the opportunity to and cooperate with new clients.

Areas of Practice

Contracts
Construction
Real Estate
Dispute Resolution
Training

Education

LL.B, HCMC University of Law
Lawyer Training Course, MOJ
FIDIC Contract Expert
CEDR Mediator
VICMC Accredited Mediator
FICM-MCN Representative Member

Languages

Vietnamese
English

Contact

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NGUYEN VAN THINH

Partner

Areas of Practice

Dispute Resolution
Contracts
Legal Retainer Services
Corporate and Investment

Education

LL.B, HCMC University of Law
LL.M, University of Economics & Law
Lawyer Training Course, MOJ

Languages

Vietnamese
English

Contact

thinh.nguyen@cncounsel.com

Thinh, a very well-known and experienced litigator commonly recommended and sought-out - by name - for dispute resolution, banking & finance complicated of cases.

Before joining CNC as a partner in 2016, Thinh practiced law at VPBank Asset Management Company, a subsidiary to Vietnam Propensity Bank, Hung Thinh Law Office, and Thanh Do Auction Corporation. He has managed several transactions related to debt collection, loan arrangement, and contract dispute settlements.

His experience is supplemented by a Master of Law degree enabling him to connect law with economic knowledge in a way that highly satisfies client's needs.



TRAN VAN THANG

Partner

Juris consult Tran Van Thang has more than 7 years of experience in the field of legal consultation, dispute resolution, litigation and more than 3 years as the general director of a real estate management enterprise in Ho Chi Minh City.

His extensive knowledge and practical experience affords him the expertise to analyze, evaluate, and advise clients appropriately and give them valuable perspective of the nature of the problem and offer a choice of solutions that are both effective and efficient with respect to internal and external issues of procedure.

Additionally, his participation in legal consulting for businesses, provides businesses with assistance in drafting and signing many high-value contracts. Advice from Mr. Tran Van Thang allows clients to control risks during their operation, avoid any occurrence of unfortunate damages, produce billions in profits.

Areas of Practice

Divorce & Family
Dispute resolution
Real Estate
Employment & Labour

Education

LL.B, HCMC University of Law
Lawyer Training Course, MOJ

Languages

Vietnamese
English

Contact

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NGUYEN HUU HUNG

Partner

Areas of Practice

Construction
Real Estate
Dispute Resolution

Education

LL.B, HCMC University of Law
Lawyer Training Course, MOJ

Languages

Vietnamese
English

Contact

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Hung is a high-energy, detail-oriented lawyer specializing in legal projects. His experience includes: 3 - years leading the property appraisal team at Asia Commercial Bank (ACB) - Binh Duong - and additional 5-years at Vietnam Infrastructure and Property Development Group Corporation (VIPD Group) – a recognized project developer in Vietnam.

Hung provides project developers with valuable legal advice and equips them with the skills and knowledge necessary to manage demanding and growing projects.

Some of the Hung has facilitated sophisticated projects including a housing development project - Phu Thuan, District 7, Ho Chi Minh City – 2015; an M&A project transaction - District 1, Ho Chi Minh City; and a luxury resort development - Thong Nhat Hill, Da Lat.



BUI VAN HUNG

Senior Associate

Mr. Bui Van Hung has 5 years working experience within the Legal and Debt Settlement Department of Viet Nam Prosperity Joint Stock Commercial Bank (VP Bank). His most notable achievements include dispute resolution and collection of unsecured debt for CNC clients. His wealth of experience in negotiation and dispute resolution in court, with various police agencies, judicial execution, and other competent agencies, his solutions ensure the clients' best interests.

Although seemingly irrelevant, Mr. Hung's work experience – prior to graduating with a Bachelor of Law degree – includes serving as a shipbuilding technological engineer at Vietnam Maritime University. With this experience, Mr. Hung has successfully consulted on domestic and foreign shipbuilding investment projects.

Areas of Practice

Divorce & Family
Dispute resolution
Legal retainer services

Education

LL. B, Business Law, University of Economics, HCM City
Lawyer Training Course, MOJ, 2017

Languages

Vietnamese
English

Contact

hung.bui@cncounsel.com



NGUYEN THI KIM NGAN

Senior Associate

Areas of Practice

Contracts
Corporate & Investment
Construction
Real Estate
Legal Retainer Services

Education

LL.B, University of Economics & Law
Lawyer Training Course, MOJ

Languages

Vietnamese
English

Contact

ngan.nguyen@cncounsel.com

Ngan, a first - generation lawyer with a focus on contracts, corporate counsel and legal retainer services, successfully passed the lawyer training course at the Judicial Academy in 2016.

With better than 2-years of legal experience at a reputable law firm in Vietnam and 3-years at CNC since the firm was established in 2013, Ngan is incessantly committed to “digging” into detail and focused on delivering unique insight and high-quality solutions to assist clients in “tackling” the toughest business challenges.

Ngan's clients include Sinh Nam, Kurihara, Eurowindow, Viet Capital Real Estate (VCRE), PV Invest, Serenity.

OUR CLIENTS

Working relationships have been established with a wide variety of domestic and international clients which include:



CNC affiliates are independent business owners and operators and include, but are not limited to:



NETWORKS & PARTNERS

Our business model is based on optimising special collaborating partners with a dynamic support team to ensure the expertise that is needed to deliver quality services.

SELECTED DEALS

Initially established in July 2013, with continuous development and improvement of the organization since then, CNC exhibits impressive accomplishments which include legal advice, representation, management, and negotiation for a variety of projects.

The following pages include a summary of the most notable projects in which our team's expertise was commissioned.

Settlement of a multi-million-dollar construction dispute - following ICC arbitration procedures - against a leading Korean construction company concerning an EPC/Turnkey Contract for a large-scale textile fiber facility in North Vietnam for a Vietnamese (state owned) enterprise. The lawsuit was in excess of \$60-million USD.

Served as legal advisors for a local construction company (with an international entity subcontract) for construction and completion of one of Ho Chi Minh City's tallest buildings which includes 5-subterranean levels.

Supported Thinh Vuong Investments, J.S.C. - a member of Ben Thanh Group - to create a master lease agreement for the second largest supermarket in Vung Tau with several landlords and tenants.

Provided legal advice for Nha Trang Bay Investment and Construction, J.S.C. on a mortgage agreement with a property value in excess of \$20-million USD (including off-plan-buildings, public facilities, and land use rights) at Vietnam Technological and Commercial Joint Stock Bank.

Advised and represented Nha Trang Bay investment and construction, J.S.C. on a hotel management agreement for the Panorama Nha Trang project (a multi-owner property).

Since 2014 - on-going support of hotel management agreements throughout Vietnam's coastal cities for an emerging hotel management company based in Saigon.

Backing an innovative construction contractor for Saigon's first five-star hotel project - Hotel Grand Saigon - overlooking the Saigon River in District 1, Ho Chi Minh City. involving a contract - with time constraints - in excess of \$30-million USD. Management of several subcontracts - Commin Asia and Commin Vietnam Consortium, Lecade, KNI, Sinh Nam, and Kone - were included.

Legal advice and contract review for Hoa Binh Construction and Real Estate Group J.S.C. for the renovation of Trang Tien Plaza - an investment in excess of \$20-million USD in which the contract included the management and coordination of select subcontractors in M&E, elevators, generator installation, indoor/outdoor natural stone tiling, and signage.

Evaluated and amended a proposal submission for a large project façade package in Saigon – 2016 - for a joint venture between a leading façade contractor and a Korean leading design company. VinGroup subsidiary, Tan Lien Phat accepted the proposal.

CNC has conducted more than 45-training session for the Practical Use of the 1999 FIDIC Conditions of Contracts. Well-known construction contractors and project developers - PVGas, FICO-Corea, Lecade, ThyssenKrupp Elevator, Hoa Binh Group, Dat Xanh Group - have attended these training sessions.

Phuoc Huu Solar Farm - the first energy project developed solely by a domestic project developer – CNC and a Saigon based French-owned engineering consultancy enterprise collaborated on drafting and submitting proposals.

Eurowindow - preparation of legal advice pertaining to two landmark nominated subcontracts entailing two Façade Packages at Development South Hoian Project - between Eurowindow and Construction Joint Stock No. 1 Company, (COFICO), and Coteccons J.S.C. (Coteccons).

Provided legal support to Sinh Nam Metal (Vietnam), a leading façade company - supply and installation of a Façade package at Alpha 03 Tower under subcontract arrangement in June 2018.

Dispute resolution involving an allegation of insolvency relative to a claim on terminating an EPC Contract.

**SELECTED
DEALS**

SELECTED DEALS

In collaboration with a leading firm in Vietnam, advised the Urban-Civil Works Construction Investment Management Authority of Ho Chi Minh City against an Extension of Time Claims (EOT Claims) of package A, C, and D, under Phase I of the City's Water Environment project.

5-million USD debt procurement for a Japanese contractor under an M&E construction contract with an international Korean general contractor in District 7, Ho Chi Minh City.

A 5-million USD settlement for a Vietnamese state-owned company vs. a leading Korean construction company under the HCM City - Long Thanh - Dau Giay Expressway - contract package No.3 under VIAC arbitration procedures.

Provided legal guidance on 7.5-million USD ID construction contract for a reputable ID Contractor in Vietnam at an international airport project in central Vietnam in 2017.

IMPORTANT INFORMATION

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