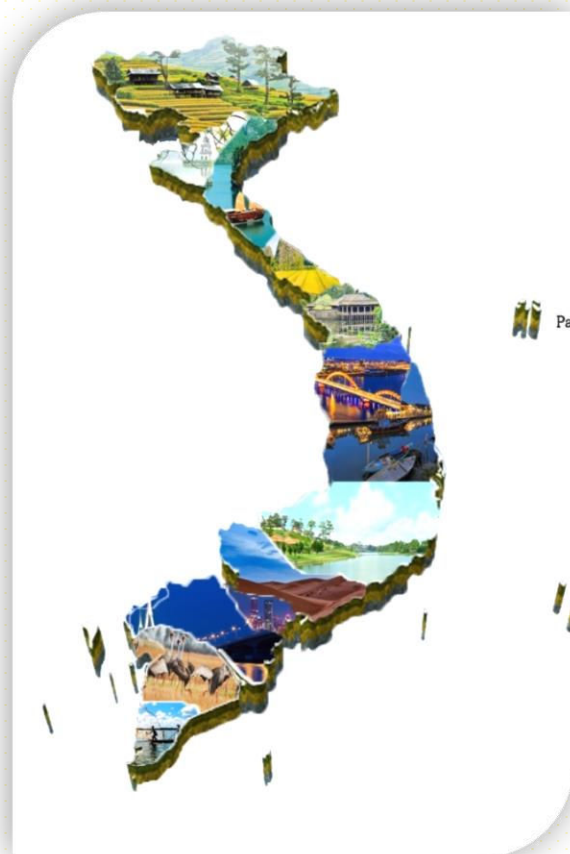


A high-angle photograph of terraced rice fields on a hillside. The terraces are carved into the hillside, creating a series of concentric, wavy lines. The fields are filled with green rice plants. In the foreground, a small wooden hut with a thatched roof sits on a grassy slope. The background shows more terraced fields and a dense forest of tall trees.

CNC Counsel

A Boutique Property Law Firm

Image by Wanasapong Jaipol



Vietnam at First Glance

Vietnam is flanked by the South China Sea to the east and shares borders with China in the north, and Laos and Cambodia to the west.

The Beauty of Vietnam

Each aspect of Vietnamese culture, each detail of the nature within, and the Vietnamese people themselves have all contributed toward creating Vietnam a hidden splendor with a large degree of charm.

The Content

About Us

1

Services

2

Our People

9

Our Clients

16

Our Networks & Partners

17

Selected Deals

18

About Us |

A boutique Property Law Firm

CNC is one of a few Vietnamese law firm capable of providing specialised legal services exclusively in the areas of real estate and construction.

Our dedication: to remain a true boutique property law firm allowing us to provide clients with a high degree of specialised services. This allows us to develop long-lasting, cohesive relationships with our clients and other professionals who work with us.

While much has changed within the firm, the philosophy of putting our clients at the forefront and being the center of everything we do, is still a core principles and value of the firm.

The quote, "Look for solutions, not problems," by Dan Eldon, is one in which our people are well fortified.



Lung Cu, Ha Giang

Lung Cu flagpole marks the extreme North of our country, marking the border division between China and Vietnam. The flag tower is built on top of a 300m high Dragon mountain.

The tower has an area of 54m², symbolising the unity of 54 ethnic groups in Vietnam. The foot of the tower was carved with pattern of Dong Son bronze drum.

Source:
Dirtbiketravel

Services | This list is inconclusive as new areas of expertise are continuously being developed

- Construction Law
- Real Estate Law
- Contracts
- Dispute Resolution
- In-house Counsel
- Training



Ban Gioc Waterfall
Ban Gioc Waterfall is one of Vietnam's most impressive natural sights. Located in the northeastern province of Cao Bang, the falls are 30 meters high and 300 meters across, making Ban Gioc the widest waterfall in our country.

Source:
Vietnamcoracle

Construction Law

- Our lawyers have experienced in many of the recent successful cases. This has placed CNC at the forefront of the construction and infrastructure market.
- Our services are diverse and customised to meet the various demands of our clients in complex domestic construction and engineering projects. Our expertise include:
 - Tender Advice
 - Joint Venture/Consortium Agreement
 - Extension of Time Claims & Construction Claims
 - Subcontracting
 - Guarantees & Insurances.



Ha Long Bay

One of the many World Heritage Sites as designated by UNESCO and listed in the NEW 7 Wonders of the World. Ha Long literally means descending Dragon whilst Hanoi's old name is Thang Long, (Ascending Dragon)

Source:
Vietnamonline

Real Estate Law

- We work in partnership with our clients to understand what our clients want to achieve from their perspective.
- Whether it is to minimise costs, set strategies, to counter real or potential risks, or ultimately close deals quickly and effectively, our lawyers are proactively and dynamically committed to delivering solutions that realise client objectives.
- Areas of Expertise:
 - Licensing Services
 - Planning and Approval
 - Loan/Collaboration Agreement
 - Land Acquisition and Resettlement
 - Project Purchases and Sales
 - Leases and Contracts



Ninh Binh

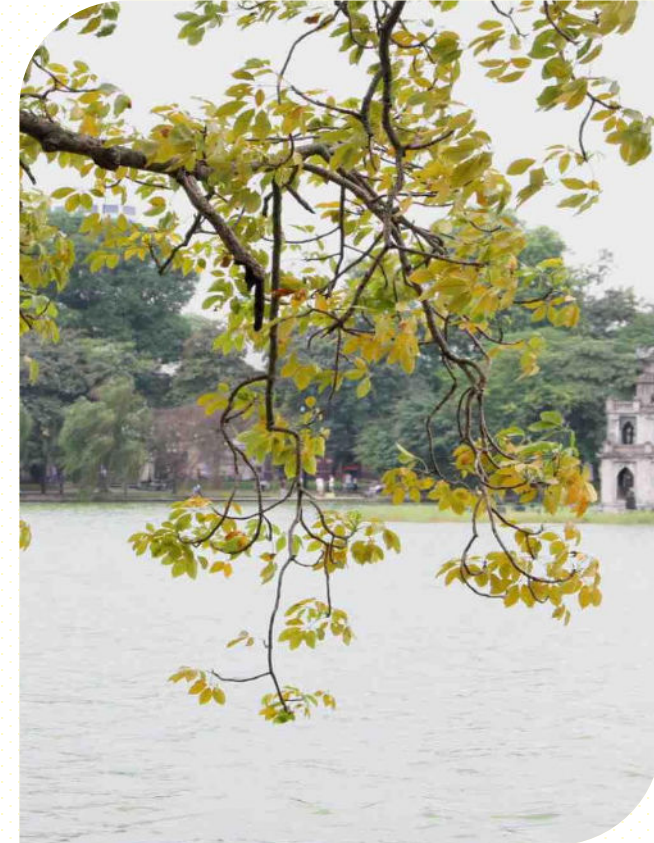
The ancient capital of Vietnam in the 10th century, The most famous for a system of caves, valleys and historical relics.

With a chain of natural wonders like Tam Coc, Thai Vi Temple, Bich Dong Pagoda, Fairy or Sunny Valey; Tam Coc – Bich Dong is regarded as “The Second best cave of the South”.

Source:
Vietnamonline

Contracts

- With the ever-changing economy and the inherent instinct of survival in today's world, it is increasingly important to know exactly what one is – or many are – embarking on.
- Our Areas of Expertise:
 - Contract Drafting
 - Contract Review
 - Contract Management and
 - Contract Templates and Business forms
- Notable Contracts:
 - Consultancy Services Agreements
 - Off-the-plan-building sales
 - FIDIC Contracts/Construction Contracts
 - Hotel Management Agreements



Ha Noi

If you have ever heard of Vietnam, you must know its significant capital – the “dragon-eye” site: Hanoi.

Located on the bank of the Red River, is one of the most ancient capitals in the world.

Before being named “Hanoi” as present, the capital had several names throughout history. Including:

- The Great Viet
- Dai La Citadel
- Ascending Dragon
- Western Capital

Source:
Vietnam-beauty

Dispute Resolution

- Our practice is based on the fundamental understanding that commercial disputes are not a part of our clients' core business.
- Our client-based approach is to create efficiently, effective solutions that encourage the client's commercial objective, focusing on result, as opposed to the financial gain of CNC.
- Areas of Expertise:
 - Settlement Negotiation
 - Mediation
 - Adjudication
 - Arbitration & Legal Proceedings
- With respect to unresolved disputes, CNC litigators are experts in court procedures and have exhibited impressive achievements.



Son Doong Cave

This is the largest cave in the world, located in Quang Binh province of Central Vietnam. The cave is more than 200m high, 150 m wide and 5 km long. It is so big as it has its own river, jungle, and climate.

Less people have seen the inside of Hang Son Doong than have stood on the summit of Mount Everest.

Source: telegraph

In-house Counsel

- Vietnam's legal framework on asset and ownership changes almost as rapidly and frequently as its real estate market. Therefore, it is better to have a legal adviser who can stay on top of these rapidly changing regulations.
- Under this arrangement, CNC will act as clients' separate legal department and be held responsible to provide clients timely and effectively legal solutions and to ensure clients' strict compliances with laws of Vietnam.
- The service is flexibly designed to meet clients' expectation to find the best and most cost-effective solution and pursue the outcome in a manner that makes sense to achieve clients' commercial objective.



Ba Na Hills

Located at the west of Danang, 1487m above the ground and often referred as the "climate pearl" of Vietnam. It was built by the French colonials at 1919.

Ba Na Hills cable car currently holds the record of the longest cable car ride in the world with 5 km distance from the starting point to the peak of Fench Village.

Source:
Eatandtreats

Training

- CNC regularly conducts professional training sessions throughout the year on all aspects of the contract, including FIDIC contracts, the extension of time claims, and claims in the Real Estate, Construction & Infrastructure industries.
- We provide insight to the leading-edge legal, contracting and commercial skills, procedures and methods that are fundamental to legal business practitioners, project developers, and contracts managers.
- Areas of Expertise:
 - Construction Contract Drafting Skills
 - FIDIC Contracts
 - Preparation of Extension of Time Claims
 - Claims under the Construction Contract
 - Preparation of Arbitration & Legal Proceedings



Hue

Located on the bank of Song Huong, is the World Heritage Sites recognised by UNESCO. Hue was the national capital, political, cultural and religious center of Vietnam under the control of Nguyen Dynasty.

Four citadels were comprised to create the Capital City: Imperial City, Forbidden Purple City, Inner City and Tran Binh Dai.

Source:
Vietnamonline

Our People

- CNC brings together a dynamic and diverse team of well-qualified lawyers with considerable experience to provide quality results-driven services to our clients.
- Our strength lies with the people we serve – past, present, and future. Our belief is that investing in people allows us to produce the most innovative solutions to our clients.
- Partners
 - Le The Hung, Managing Partner
 - Nguyen Thi Hoan, Co-founder & Partner
 - Nguyen Huu Hung, Partner
 - Nguyen Van Thinh, Partner
 - Vu Dinh Thu Hien, Partner
 - Nguyen Thi Kim Ngan, Associate



Hoi An Ancient Town

Located in Vietnam's central Quang Nam Province. It is an exceptionally well-preserved example of a small-scale trading port active from the 15th to 19th centuries which traded widely, both with the countries of Southeast and East Asia and with the rest of the world. The town reflects a fusion of indigenous and foreign cultures that combined to produce this unique survival.

Source: UNESCO

Le The Hung | Managing Partner

Hung is an experienced lawyer in the field of construction, contract and dispute resolution. Before accepting the bold and entrepreneurial effort of setting up CNC in 2013, Hung assumed a Contract Manager position at Hoa Binh Construction and Real Estate Group J.S.C. for 5 years, and as a Senior Associate at LNT & Partners for 4 years.

Recognised as one of a few lawyers in Vietnam who can understand the deep insight of real estate and construction industries, Hung regularly conducts in-depth 1999 FIDIC Contracts training courses throughout Vietnam with an aim toward help Vietnamese practitioners comprehend the international conditions of contracts in the construction and real estate sectors.

He is a friendly lawyer with a global insight, welcoming clients through respect and cooperation.



- **Areas of Practice**

Contracts
Dispute Settlement
Training

- **Education**

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

- **Languages**

Vietnamese
English

- **Contact**

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hung.le@cncounsel.com
63B Calmette St., Nguyen Thai Binh Ward,
Dist. 1, Ho Chi Minh, Vietnam

Nguyen Thi Hoan | Co-founder & Partner

Hoan, a co-founder of CNC, has 7-years of continuous experience in the construction and engineering sectors with a focus on a variety of construction contracts and procurements.

With her expertise in the areas of design and build contracts, construction management agreements, EPC contracts for high-rise buildings, hotels, and resorts, Hoan has gained extensive experience with respect to consultant appointments, collateral warranties, third party rights, security documentation, and purchase orders.

Hoan's recognised clients are Dong Phuong Group, Hoa Binh Group, Nha Trang Bay Group, Artelia Group, Sinh Nam and How Yu.



- **Areas of Practice**

- Contracts
- Construction
- In-house Counsel

- **Education**

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

- **Language**

- Vietnamese
- English

- **Contact**

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- Dist. 1, Ho Chi Minh, Vietnam

Nguyen Huu Hung | Partner

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

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

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



- **Areas of Practice**

Construction
Dispute Settlement
In-house Counsel

- **Education**

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

- **Language**

Vietnamese
English

- **Contact**

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Dist. 1, Ho Chi Minh, Vietnam

Nguyen Van Thinh | Partner

Thinh is one of very well-known and experienced litigators who is sought out for his counsel on some of the most complicated cases. Thinh has been recommended by clients in the areas of dispute resolution, banking & finance.

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 Corp., he has handled a number of transactions related to debt collection, loan arrangement, and contract dispute settlement.

His experience in this field is supplemented by the master of law program which enable him to connect law and economic knowledge in a way that is highly satisfactory to the needs of clients.



- **Areas of Practice**

Contracts
Dispute Settlement

- **Education**

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

- **Language**

Vietnamese
English

- **Contact**

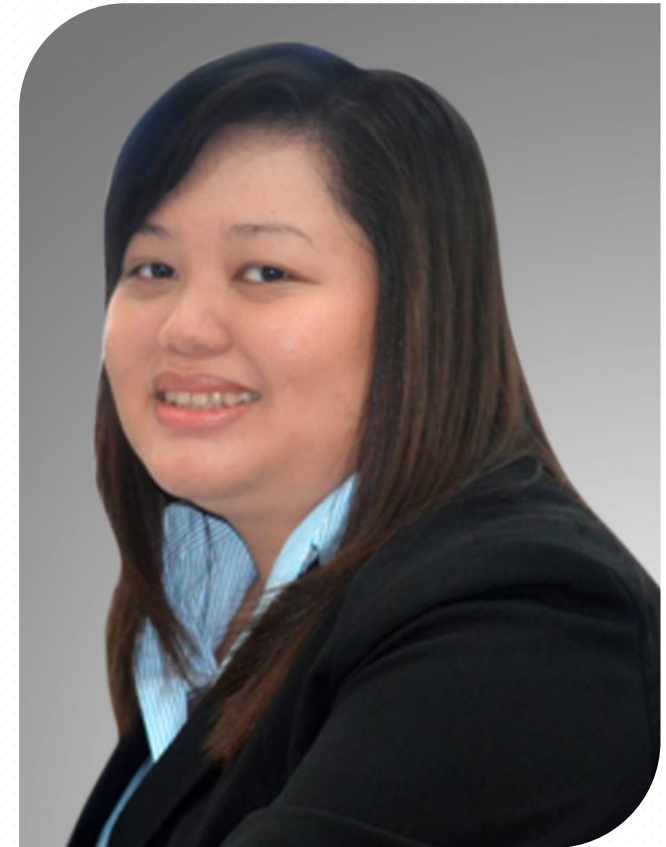
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Vu Dinh Thu Hien | Partner

Hien is well-recognized as an experienced lawyer at contract, construction, and in-house counsel.

Hien was well trained at University of Economics and Laws, and she has participated in real estate broker program, real estate management, real estate assessment at Sacomreal, and has been awarded the certificate to practice in 2009. Thereafter, Hien joined Jesco Hoa Binh Joint Stock Company, a member of Hoa Binh Group (HBC) as the Contracts Manager before decided to join CNC Counsel in 2016 to continue her legal journey.

Thank to variety of experiences, knowledge, and serious dedication to works, Hien regularly advise recognised clients in real estate and construction sectors in all kinds of services, including contracts, and dispute resolution. Her clients include Jesco Hoa Binh, Tam Lap, Kurihara.



- **Areas of Practice**

Contracts
Construction
In-house Counsel

- **Education**

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

- **Language**

Vietnamese
English
Japanese

- **Contact**

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Dist. 1, Ho Chi Minh, Vietnam

Nguyen Thi Kim Ngan | Associate

Ngan is a Vietnamese qualified lawyer with a focus on Contracts and Dispute Resolution.

Ngan, the first generation at CNC, brings with her more than 2 years of legal experience at Sky Law Office, and 3 years at CNC since the firm was established in 2013. Always committed to digging into the detail, Ngan is focused on delivering unique insights and high quality solutions to assist clients tackle the toughest business challenges.

Ngan passed the lawyer training course at the Judicial Academy in 2016. She enjoys travel, food and music in her spare time.



- **Areas of Practice**

Contracts
Dispute Settlement

- **Education**

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

- **Language**

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- **Contact**

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Our Partial Clients

- Working relationships have been established with a wide variety of domestic and international clients which include:
 - Hoa Binh Construction and Real Estate Group J.S.C
 - Serenity Holding
 - How Yu Construction Vietnam Co., Ltd.
 - Pado Co., Ltd.
 - Lecade Co., Ltd.
 - Sinh Nam Metal (Vietnam) Co., Ltd.
 - Viet Capital Real Estate J.S.C
 - BK Asia Pacific (Vietnam) Co., Ltd.
 - COFICO
 - Kurihara Vietnam Co., Ltd.
 - Artelia Vietnam Co., Ltd.
 - Nha Trang Bay Investment and Construction J.S.C



Nha Trang

Also known as the Riviera of the South China Sea, offers a six-kilometer stretch of beautiful coastline with white sandy beaches, clear waters with an abundance of marine life and thriving reefs, verdant mountain ranges at each end, as well as 19 untouched islets that are just a short boat ride away.

Source:
NOW Travel Asia
Destinations
Vietnam

Our 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.
- CNC affiliates are independent business owners and operators and include, but are not limited to:
 - Thomson Reuters Foundation
 - LNT & Partners LLC
 - The European Chamber of Commerce in Vietnam (Charm Vietnam)
 - EU-Vietnam Business Network (EVBN).



Binh Thuan

Located on coast of South Central Vietnam. It shares its border with Ninh Thuan to the north-east, Lam Dong to the north, Dong Nai to the west, Ba Ria – Vung Tau to the south-west, East Sea to the east and south-east. Famous tourist sites include Phan Thiet, Mui Ne, Doi Duong and Ham Tan.

Source:
Vietnam Tourism –
List of cities in
Vietnam

Selected Deals

- Initially established in July 2013, with continued organization since then, we have exhibited impressive accomplishments which include management of and legal advice on the following projects.
 - Advised a leading, local construction company (with an international entity subcontract) for the completed construction of one of the tallest buildings in Ho Chi Minh, having 5 subterranean levels.
 - Advised an innovative construction contractor for the first 5-Star Grand Hotel Saigon project, located in District 1, Ho Chi Minh City - Overlooking the Saigon River, In 2014 (in a particularly tight schedule) a contract valued at more than US\$30-million which included the management of several chosen subcontracts - Commin Asia and Commin Vietnam Consortium, Lecade, KNI, Sinh Nam, Kone.
 - Advised a Japanese-owned contractor for a debt collection in an amount of US\$5 million under an M&E construction contract against an international Korean general contractor in District 7, Ho Chi Minh.



Ho Chi Minh

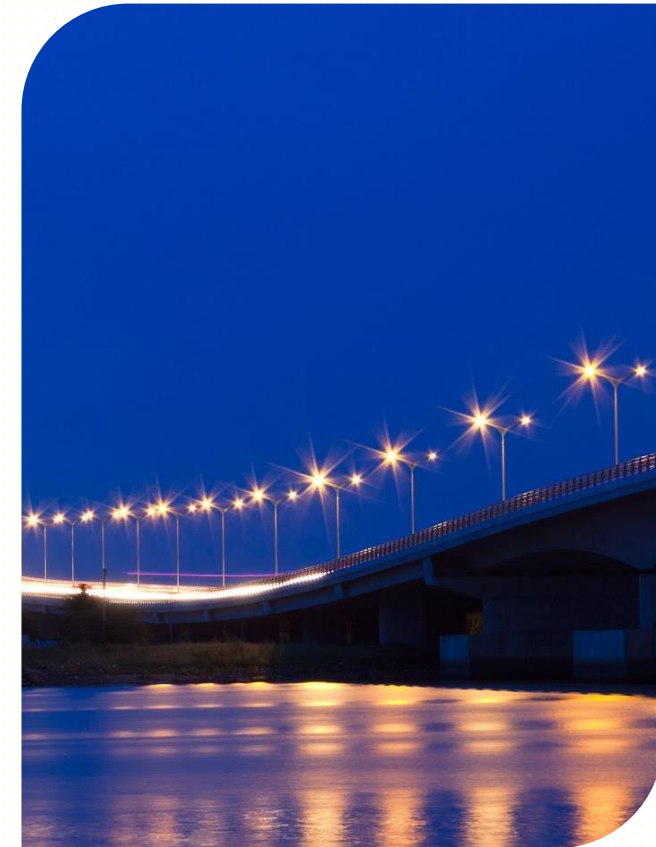
Formerly known as “Saigon” – the “Pearl of the Far East” - lies on the banks of the Saigon River and situated near the Mekong Delta, is the largest city and largest economic center of Vietnam. Ho Chi Minh has skyscrapers, large avenues, and impressive works of architecture.

Source:
Vietnam Pictorial
Cover Story Page
40 Years of Saigon
– Ho Chi Minh City

Selected Deals

■ Continued

- Advised Hoa Binh Construction and Real Estate Group J.S.C for the renovation of Trang Tien Plaza - an investment of over US \$20-million. The contract included the management and coordination of select subcontractors in M&E, elevators, generator installation, indoor/outdoor natural stone tiling, and building signage.
- Advised Nha Trang Bay Investment and Construction J.S.C on a mortgage agreement with the property value (including the off-the-plan-building, public facilities, land use right) of more than US \$20 million at Vietnam Technological and Commercial Joint Stock Bank.
- Advised Thinh Vuong Investment J.S.C, a member of Ben Thanh Group, on an assignment of a master lease agreement of the second largest supermarket in Vung Tau city, Vietnam with hundred of tenants and landlords.



Can Tho

Can Tho is the heart of the Mekong Delta. Can Tho - formerly "Tay Do" - is the land of honest people, friendly smiles, green fields, fruit orchards, and romantic rivers. It is well known for its beautiful saying:
*"Can Tho with white rice and clear water
All who come would never wish to leave".*

Source:
Vietnam Beauty Top Destinations Page –
A mysterious, charming, lady-like land

Selected Deals

- Continued:
 - Advised and represent Serenity Holding on a number of hotel management agreements under the Fusion Suites and Fusion Resorts brand, including Fusion Maia Da Dang, Fusion Suites Da Nang in late 2014 onward.
 - Advise and represent Nha Trang Bay investment and construction J.S.C on the hotel management agreement of Panorama Nha Trang project. (the multi owner property project).
 - Co-represented/advised a Vietnamese state-owned company in the settlement of 5 million-dollar claims against a leading Korean construction company under the Ho Chi Minh City - Long Thanh - Dau Giay Expressway - Contract Package No.3 at VIAC arbitration procedures.



Dong Thap

Dong Thap is not only famous for its lotus fields, but also its national parks, including Tram Chim, Xeo Quyt, and Go Thap. Tram Chim National Park is a miniature version of the Dong Thap Muoi region featuring a broad and diverse range of animals and plants indigenous to southern Vietnam.

Source:
Buffalo Trip Dong Thap Vietnam Page

Selected Deals

■ Continued

- Together with a leading firm in Vietnam, advised the Urban-Civil Works Construction Investment Management Authority of Ho Chi Minh City against Extension of Time Claims (EOT Claims) of the package A, C, and D, under the City's Water Environment project - Phase I.
- Co-represented/advised a Vietnamese state-owned enterprise in the settlement of multi-million-dollar construction disputes following ICC arbitration procedures against a leading Korean construction company concerning a dispute under an EPC/Turnkey Contract for the first large-scale textile fiber plant in the North of Vietnam. The lawsuit is over US \$ 60 million.
- Advised and represented a reputed ID Contractor in Vietnam in a more than US \$ 7 million ID construction contract at an international airport project in central Vietnam in 2017.



Ca Mau

This 300-year-old land is the ending point of the S-shaped Vietnam. Ca Mau Cape is the only place in Vietnam where people can view both ocean sunrise and sunset in one day. A place where human beings and nature co-exist in harmony, Ca Mau is dotted with bird parks, swamplands, channels, and forests.

Source:
Vietnamnet
Bridge Travel Page

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