

# **SB LAW**

# **CLIENT REFERENCE**

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# SB LAW HAS ASSISTED A LARGE NUMBER OF INTERNATIONAL & LOCAL CLIENTS

## Representative of SB Law International Clients

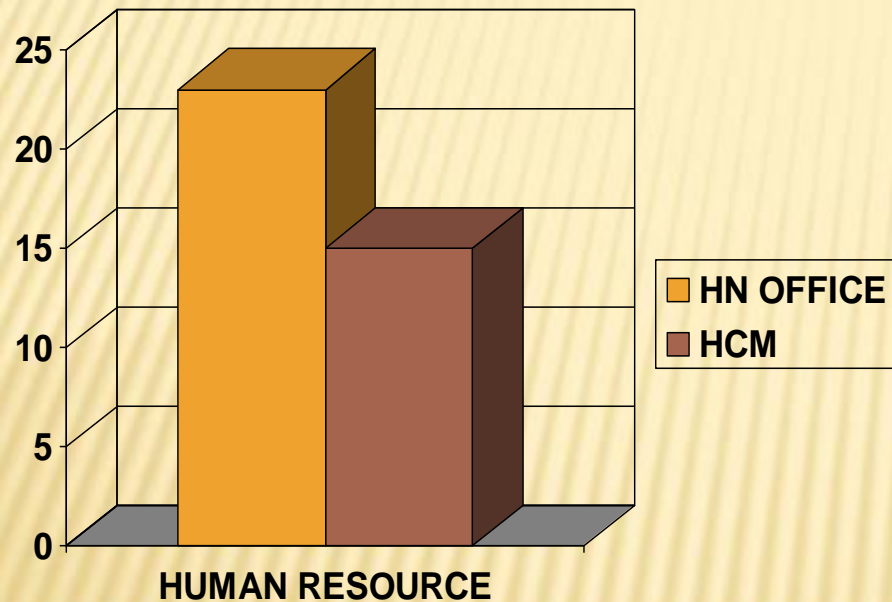
CLIENT	CORPORATE	IP	LABOR	CONTRACT
IBM	X		X	X
ICBC				X
HTC				X
NIPPON STEEL		X		
LOGITEM	X		X	X
LG ELECTRONIC			X	
SINGAPORE AIRLINE				X
ASCOTT ( <b>Retainer</b> )	X		X	X
FAMILY MART	X		X	X
BAIDU		X		
ESSON MOBIL		X		
SMARTEBOOK.COM	X			X
LUXASIA	X		X	
VINCI CONSTRUCTIONS	X			
ERICSSON				X
BEIJING JINGDIAO	X			X
SYSMEX	X			X
FAMILY MART ( <b>Retainer</b> )	X	X	X	X
DBS BANK	X			
ESSAR PROJECT	X			X

# SB LAW HAS ASSISTED A LARGE NUMBER OF INTERNATIONAL & LOCAL CLIENTS

## Representative of SB Law Local Clients & Non Government Organizations

CLIENT	CORPORATE	IP	LABOR	CONTRACT
VINAPHONE (Retainer)	X		X	X
VIETTEL	X			X
MOBIFONE GLOBAL	X			X
VIGLACERA		X		
VIETXOPETRO				X
PVCOMBANK	X	X		
MB BANK		X		X
TAN A DAI THANH		X		
FPT SOFT	X	X	X	X
K+ TV		X		X
VTC		X		
VTC ONLINE				X
VC CORP	X	X		X
NAM CUONG GROUP		X		
MSH			X	X
JICA				X
ADRA			X	

## WITH MORE THAN 30 LAWYERS AND CONSULTANTS IN VIETNAM, SB LAW SERVICES IS DEEPLY COMMITTED TO CLIENT



- ✘ Professional team well educated in Vietnam and other countries such as Australia, Korea, French
- ✘ Lawyers and consultants experienced with labor dispute and court system in Vietnam
- ✘ Lawyers and consultants deeply understand legal position of employer in employment relationship under Vietnam Law
- ✘ Ability to provide the most practical approach



# They talk about us

- ✘ “S&B Law's is leading Law Firm in Banking, Finance, Business Consultancy, IP, M&A, Investment, Legal Consultancy in Vietnam” – **International Financial Law Ranking**
- ✘ “S&B Law's service is comparable to that of the first tier firm within the corporate advisory sector, their boutique quality service is rare in this developing market” - **Lewis Truong – Country Legal Counsel of IBM Vietnam**
- ✘ “S&B Law was very professional in their approach and we managed to obtain approvals from various Vietnamese authorities within the time frame expected. We are very satisfied and pleased with their assistance and services extended to us” - **Mr. Lim Foot Ling - General Manager Finance & Corporate of Stalheim Industries Sdn Bhd**
- ✘ “S & B Law has been handling business affairs in Vietnam to our level of expectation and to date is still being retained by us as our legal advisers” - **Mr. Peter Yik – Administrations - MEI HEONG YUEN FOOD IND P/L**

# What SB Law can provide?

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SB Law advises many foreign invested companies, branches and representative of foreign companies to obtain their business goals from the stage of market research until completion of investment projects in Vietnam. Our main stream of legal services include:

- ✘ Assisting with obtaining necessary License and Permits for running Investment Project in Vietnam;
- ✘ Assisting with legal exposure risks identification and management for business deals in Vietnam;
- ✘ Assisting with dispute resolution;

# Case Study: Assisting Esco Singapore to setup subsidiary company in Vietnam

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## × Nature of case

- × Obtaining Investment Certificate to setup the subsidiary company in Vietnam
- × Entering into a shareholder agreement with the country manager of the subsidiary company in Vietnam

## × Our role

- × Providing advices on the organizational structure of the subsidiary company in Vietnam
- × Preparing necessary documents under Vietnam Law to obtain the License;
- × Liaising with the Licensing Bodies to follow up the Examination Process;
- × Providing explanation, supplementation to the application dossier per request of Licensing Bodies
- × Assisting with preparing shareholder agreement and negotiation with the country manager of the Company in Vietnam



# Case Study: Assisting Inovar to setup joint venture company in Vietnam

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## × Nature of case

- × Obtaining Investment Certificate to setup a joint venture company in Vietnam
- × Entering into a joint venture contract with a Local Partner.

## × Our role

- × Providing advices on the organizational structure of the joint venture company in Vietnam
- × Preparing necessary documents under Vietnam Law to obtain the License;
- × Liaising with the Licensing Bodies to follow up the Examination Process;
- × Providing explanation, supplementation to the application dossier per request of Licensing Bodies



# Case Study: Assisting IBM Vietnam to expand its operation in Vietnam

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## × Nature of case

- × Obtaining License to setup two operation branch of IBM Vietnam in Hanoi and Da Nang from Licensing Bodies

## × Our role

- × Preparing necessary documents under Vietnam Law to obtain the License;
- × Liaising with the Licensing Bodies to follow up the Examination Process;
- × Providing explanation, supplementation to the application dossier per request of Licensing Bodies

# Case Study: Assisting Foreign Clients to setup Representative Office in Vietnam

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## × Nature of case

- × Obtaining License to setup Representative Office of Companies from Hongkong, Singapore, India, Thailand, Korea, Japan, Australia etc., in Hanoi, Ho Chi Minh City;
- × Client including but not limited to Excelpoint, Rocksolid, Hint International, UBM, Thesys KFT etc.

## × Our role

- × Preparing necessary documents under Vietnam Law to obtain the License;
- × Liaising with the Licensing Bodies to follow up the Examination Process;
- × Providing explanation, supplementation to the application dossier per request of Licensing Bodies

# **CASE STUDY: DISPUTE BETWEEN MEMBERS OF FOREIGN INVESTED COMPANY REGARDING TO SHAREHOLDINGS AND USE OF TRADEMARK**

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## **× Nature of the Case**

- Foreign Shareholder of the Company raise a dispute regarding transfer of shareholding and use of registered trademark in Vietnam
- The case is involved with legal system of both of Vietnam and Singapore;
- The Involved Parties bring the case to the Court in Vietnam

## **× Our role**

- Providing overall advice for the case;
- Acting as authorized representative of Clients to participate the litigation process before the Court;
- Providing the action strategy to approach the final resolution for resolving the disputes;

# **CASE STUDY: RETRENCHMENT OF REDUNDANT EMPLOYEES DUE TO CLOSING A BRANCH OFFICE OF FOREIGN INVESTED COMPANY IN VIETNAM -2012**

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## **✖ Nature of case**

- Closing office due to restructure of business activities;
- Terminate employment contract with approximately 100 employees working for the branch office;
- Lack of detailed regulation for resolution of the case;
- High possibility of labor dispute

## **✖ Our Role**

- To provide overview of current Vietnam Law for the case
- Analysis legal status of Client
- Prepare the redundancy plan
- Documentation
- Working with competent authority on the behalf of Client



# **CASE STUDY: EMPLOYMENT CONTRACT TERMINATION WITH FEMALE EMPLOYEE**

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## ✕ Nature of the case

- Lack of legal basis for the employer to unilateral termination of employment contract;
- Employer and Employee fail to co-operate with each other;
- Employee insists to retain the work

## ✕ Our role

- Provide overall advices on the case inline Vietnam Labor Law;
- Acting as mediator between employer and employee;
- Representing for employer to work with the relevant competent authorities;
- Provide the approach to matters as figured out

# **CASE STUDY: FINANCING A POWER PROJECT WITH THE VALUE UPTO 20,000,000USD**

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- ✖ Nature of the case
- ✖ The International Bank in Vietnam wishes to finance a Power Project in Vietnam;
- ✖ The Bank wishes to engage with S&B Law to draft the loan contract and raise legal opinion regarding to security assets.
- ✖ Our role
- ✖ To providing advise on overall legal aspect of the project;
- ✖ Preparing Loan Contract based on Negotiation Result between the Bank and its customer;
- ✖ To analyze legal exposure risks of the project and preparing risk management strategy.
- ✖ To raise legal opinion toward the security asset.