

ANDERSEN®



**VIETNAM**

**Mediation, litigation, enforcement**

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# Supporting clients in resolving most complex disputes

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## 1 MEDIATION

Helping parties to reach mutually acceptable compromise solutions, without resort to courts or arbitration

## 2 LITIGATION

Full scope of support on conducting litigation proceedings in courts in Vietnam, as well on recognising foreign arbitration awards in Vietnam

## 3 ENFORCEMENT

Advice and support to clients in connection with levy of execution on mortgaged property and taking other steps to help preserve debtor's assets for satisfaction of claims

## 4 TAX INSPECTIONS, PROCEEDINGS AND LITIGATION

Our team has many years of experience in helping clients in dealing with tax authorities, including in connection with tax audits/inspections and challenging imposed decisions and penalties

## 5 BAD FAITH DEBTORS

Some debtors may take a loan, lease or receive property of another person, and then use deception to appropriate such property and refuse to repay the loan, even though the debtor may have capacity to do so.

Vietnam legal system contains mechanisms to protect the rights of the creditor and property owner in such situation. We support clients in coordinating and implementing full scope of local proceedings and coordination with appropriate law enforcement agencies in situations of this type.

## REPRESENTATIVE LITIGATION MANDATES:

- Representing a Vietnamese real estate company before VIAC, assisted them in entering into **2 settlement agreements** and receiving a favorable Arbitral Award, in three separate, distinct arbitration proceedings, which allow the Client to recover outstanding, payable amounts including principal and late payment interest.
- Assisted a bank in recognizing and **enforcing a SIAC award** at a Vietnamese competent Court.
- Helped a Japanese client to win against its business partner, in 2 separate cases at VIAC, regarding multiple claims of outstanding, payable amounts and compensation including but not limited to past, ongoing, and future **sale proceeds arising out of a Licensing Agreement and a Distributorship Agreement**.
- In cooperation with a Singaporean legal firm, assisted client in **obtaining an ICC arbitral award**, in complete favor of them, in relation to a commercial dispute over a series of commodities transactions between a Vietnamese merchant (as Claimant) and the Dubai-based subsidiary of UK-headquartered client.
- Through arbitration proceedings at VIAC, reached **a settlement in our client's favor**, receiving the full principal amount owed by a major Vietnamese State bank to a European contractor. The case pertains to subrogation rights, mechanisms, and principles.
- Assisted a foreign owned company and won against an electric services company in a commercial dispute at first-instance level over a consulting services agreement for an urban area development project in which the People's competent **Court in Hanoi City grants our client all its claims and requests, including principal, late payment interests, and penalty**.





## Mr. Nguyen Quoc Tuan Head of litigation team

Mr. Nguyen Quoc Tuan is a senior legal counsel, with over 20 years of experience, including as corporate in-house counsel and as external advisor.

### **SPECIFICS OF THE EXPERIENCE**

Mr. Nguyen Quoc Tuan is more than a legal advisor. He is a well-recognised actively practicing trial lawyer, that attends to presenting clients' cases in courts. His clients trust him with their most complex cases at courts of different levels and stages in Vietnam.

Many of his clients are international corporates, banks and MNCs, who value his practical recommendations in developing realistic and most effective strategy to protect their rights in the specifics of local context.

### **EDUCATIONAL ATTAINMENT**

Master Degree – Master of Business Administration (MBA), Southern California University, USA

Bachelor Degree – Major in Laws (LL.A), National University, Vietnam

Bachelor Degree- Major in English, Foreign languages University, Vietnam

Degree of Management Economic, Hanoi Economic University, Vietnam

### **ADMISSION**

Licensed to practice law in Vietnam, Member of Hanoi Bar Association (since 2005)

### **LANGUAGES**

English – Fluent

Vietnamese – Native



## Key Contacts in Vietnam



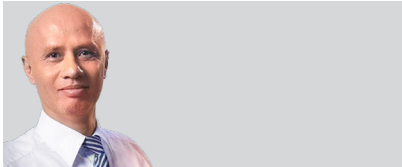
**Jean Loi**  
Managing Partner  
jean.loi@vn.Andersen.com



**Edwin Vanderbruggen**  
Senior Partner  
edwin.vanderbruggen@vn.Andersen.com



**Maxim Kobzev**  
Partner  
maxim.kobzev@vn.Andersen.com



**Nguyen Quoc Tuan**  
Partner  
tuan.nguyen@vn.Andersen.com



**Giang Pham**  
Partner  
pham.giang@vn.Andersen.com



**My Le**  
Partner  
my.le@vn.Andersen.com



**Thuan Pham**  
Director  
thuan.pham@vn.Andersen.com



**Le Thi Thanh Thuy**  
Senior Compliance Consultant  
thuy.le@vn.Andersen.com



**Lien Vu**  
Consultant  
lien.vu@vn.Andersen.com



JAPANESE DESK



**Satoshi Mitsukuri**  
Japanese Desk Manager  
satoshi.mitsukuri@vn.Andersen.com

### ANDERSEN IN VIETNAM

The Landmark Building, 5B Ton Duc Thang, Unit 505 Level 5

Ben Nghe Ward, District 1, Ho Chi Minh City

T: +84 708 283 668

<https://vn.Andersen.com>

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