



## Real Estate

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*“Where your success  
determines ours”*



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## Firm Overview

Phuoc & Partners

## Our Profile

Phuoc & Partners is an independent law and consulting firm with integrated legal advisory and litigation practices. Focusing on our commitment to provide a one-stop-service to our international and domestic clients, we enable our clients to reduce their administrative overhead and focus on their core



Phuoc & Partners' professional partners and staff consist of nearly 60 attorneys, interns and staff working across three offices in Ho Chi Minh City (Head office), Ha Noi (Branch) and Da Nang (Branch) to manage the legal matters of our foreign and domestic clients nationwide.

*“Phuoc & Partners ‘responds on time, provides appropriate advice, has deep knowledge of local laws, and good communication skills..”*

*The Legal 500*

Furthermore, Phuoc & Partners maintains close relationships with prominent law and tax firms in the Europe, the United States of America and Asia, to offer top-level advice and service for all domestic and international legal and consulting matters. Thus, we can count on a continuously growing number of well-known clients.

Due to the firm's capacity to effectively advise and resolve domestic and foreign legal and consulting matters, Phuoc & Partners is the perfect choice for medium and large-sized businesses, international corporations, banks, and other financial institutions.

## Real Estate Our Attorneys

**Our real estate lawyers provide advice on sophisticated issues to a very high degree of responsiveness – a combination that sets us apart from most law firms in Vietnam.**

Our attorneys demonstrate a thorough understanding of our clients' objectives by having each matter overseen by a partner who assembles a team of lawyers and legal assistants, both experienced and cost efficient, to manage the project whilst performing in a responsive working manner. Our attorneys work equally well with clients in the real estate industry and those whose business model deploys real estate as a key strategic asset.

At Phuoc & Partners, our attorneys regularly collaborate with other practices, to provide seamless, coordinated services to our clients, whatever the demands of the transaction.

Over recent years, real estate lawyers of our firm have been continuously ranked as leading individual lawyers in Vietnam for real estate and infrastructure projects by **Legal 500**, **Chambers & Partner**, **ALB** and others.





## Real Estate

*Phuoc & Partners*

## Real Estate Overview

**With more than 15 real estate lawyers and other professionals in our firm's three offices, our Real Estate Practice assists our clients across the country wherever their business needs may take them.**

Known for our efficiency in handling transactions of all sizes and degrees of complexity, Phuoc & Partners represents major corporations, regional and national developers, private equity funds, investors in connection with their ownership, use, and financing of real estate; in the residential, tourism, infrastructure, hospitality and commercial spheres.

At Phuoc & Partners we are also experienced in;

- Acquisitions, Dispositions
- Financing, Workouts and restructurings
- Development Investments
- Sale-leasebacks
- Leasing, and land use
- Construction,
- Development and projects
- Joint venture
- Tax restructuring
- Distressed debt and equity investments
- Financial restructuring
- Insolvency, etc.



# Real Estate Our Practices

## Real Estate Workout

**Our real estate workout lawyers represent lenders and borrowers in real estate workouts across the nation. At Phuoc & Partners we have the extensive resources necessary to handle distressed loans for both lenders and borrowers.**

Our available services include:

- Restructuring distressed loans and recovering secured assets
- Counselling lenders and institutional investors
- Advising clients dealing with financially troubled third parties
- Representing clients in court foreclosures and other secured asset recovery proceedings
- Advising clients in negotiating and restructuring troubled real estate projects, tax planning and strategy
- Providing real estate advice in bankruptcy matters,
- Advising clients about workouts outside bankruptcy

## Leasing

**Attorneys in our Real Estate Practice have the knowledge and skill to handle a variety of sophisticated office and commercial leases and complex lease Financing structures across various industries, including sale/leasebacks.**





## Contact Information

Should you require any further information on how our firm can assist in addressing your issues, please do not hesitate to contact us. We will endeavour to contact you as soon as possible, with a response specific to each of your enquiries. Your information will be treated as confidential and we will not be provided to any third parties.



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