

Clear pricing
with a defined
outcome

TND LEGAL



www.tndlegal.com

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Overview

Founded in 2015, TND Legal is a commercial law firm based in Ho Chi Minh city. Driven by the backbone philosophy of clear pricing and defined outcome, TND Legal offers its clients a wide array of legal services, from legal opinion and transactional drafting to licensing work and so on.

We established ourselves as trusted advisor in broad spectrum of expertise, covering inward investment, corporate and commercial, merger and acquisition, real estate, labour and employment, dispute resolution and taxation.

With an optimised professional team, comprising of both experienced attorneys and young yet dynamic members, TND Legal renders legal solutions at international standards and more importantly, directly addressing the rising need of local, regional and international clients. We take pride in our members who not only are equipped with academic and ethical qualifications but also possess the business savvy. Our size of crew members is not static but still expanding to meet the increasing demand from our valuable clients.

At TND Legal, we understand that attorneys' fee may be an obstacle for new market entrants or SMEs to access the professional legal services. Bearing that in mind, we analyse each peculiar request, ensuring that our focus is in line with the actual and fundamental need of the client to avoid bidding up irrelevant or unnecessary legal costs. Consequently, our clients achieve a defined outcome at a reasonable price.



Areas of Expertise

Inward Investment

- Market entry advice
- Advice and preparation of legal documentation for obtaining investment registration certificate for foreign-invested companies/ investors
- Representing foreign investors in working with State authorities
- Advice on regulatory issues in connection with operation of foreign-invested projects/ companies in Vietnam
- Advice on corporate restructuring and investment liquidation

Corporate & Commercial

- Compliance matters and regulatory issues
- Commercial contracts, agreements and related matters
- Corporate secretarial services & Corporate governance
- Corporate reorganization and restructuring

Mergers & Acquisitions

- Deal and transaction structure advice
- Legal due diligence
- Preparation and negotiation of acquisition agreements
- Corporate governance, director duties and disclosure
- Governmental filings, approvals and registrations

Labour & Employment

- Labor law compliance
- Preparation of internal labor rules and other internal rules/policies
- Employment litigation

Real Estate

- Advising on regulatory issues for property development
- Commercial and residential acquisitions
- Contractual matters for landlords and tenants
- Property developments & investments
- Property management
- Government relations and licensing matters for property projects

Taxation

- Tax planning
- Tax incentives and preferential tax treatment
- Tax disputes and investigations
- Capital gain tax for mergers and acquisitions
- Withholding tax on cross-border transaction
- Transfer pricing
- Inward investment structuring

Banking & Finance

- Legal opinions for loans or financing transactions
- Project finance & Property development finance
- Review and drafting of legal documentation
- Security structure and types
- Governmental approvals, registrations and enforcement of loans/security

Dispute Resolution

- Representing clients in Court and Arbitration proceedings, and other government authorities
- Negotiation and settlement
- Advising and engaging in Alternative Dispute Resolution (ADR)

Backbone Philosophy

Clear Pricing & Defined Outcome

This is our backbone philosophy which drives us towards rendering legal services to our clients. We engage our clients with a clear, straightforward, and stable fee structure and in return, our clients are offered with a defined outcome which is not merely a piece of legal advice but, more importantly, a contributing element to the actual benefits of our clients.

Our backbone philosophy is erected on the three central pillars below.

1. **Direct & Optimisation** “No roundabout”

Our deliverables are practical and straightforward to the point, addressing the ultimate concerns of the clients in the simplest structure.

2. **Reasonableness** “No bidding-up”

We establish full understanding on the background and the need of clients prior to any submission of fee quotation, avoiding adding up legal fee for unnecessary work.

3. **Standardisation** “No low-quality deliverable”

If a fee quotation is submitted by us, it means that we have carefully examined our capabilities, and therefore, our deliverables will be of the highest quality and at international standards.

Selected Clients

Real Estate & Property Developer

Alpha King
SPG Land
BW Industrial
Gateway Thao Dien
CapitaLand
Tai Nguyen

Finance & Funding

VinaCapital
Kusto
Validus
SJC Securities
Mobivi
Global Kapital Group

Manufacture

Insee
Japfa Comfeed
Tung Ho Steel
Leading Star
tesa
Thanh Phu Plastic Packaging
Delta Starmark
KLW Resources
Tan Phuoc Khanh
Saveri Home & Garden

Education

Cognita
EIS
Wall Street English

Fuel & Energy

SkyX Solar
Petrolimex Aviation
KTG Energy

Other

Traveloka
My tour
Zuellig Pharma
Olam
Nu Skin
Dussmann
BDP International
DRCOM
Spring Production
HR2B
Royal Lee
Oksidia
Gene Solutions
Jirnexu
BJTJ



Our Partners & Alliances

We are the long-term partner with the leading enterprise-supporting services firms in the market.

Partners



Alliances



Management Team



Mr. To Xuan Tinh
Managing Partner

To Xuan Tinh is the founder and managing partner of TND Legal. His practice focuses on inward investment, corporate & commercial, property & construction, and taxation. Tinh has almost 18 years of experience in legal and management consulting in which he spent 12 years as the partner at a top tier business law firm in Vietnam.

With the academic background in both law and finance, his advice captured not only legal perspective but also financial sense. Notably, Tinh is renowned for his strong relationship with a wide range of State authorities which has been persistently built while he assisted foreign investors in FDI projects in Vietnam.

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Mr. Vo Huu Tu
Partner

Vo Huu Tu is the co-founder and partner of TND Legal. He is a qualified lawyer who has been working in the legal profession for almost 12 years, and used to work for top-tier commercial law firms in Vietnam, namely LuatViet Advocates & Solicitors and Indochine Counsel, before co-founding TND Legal. Tu specialises in corporate and commercial transaction,

mergers & acquisitions, dispute resolution; and he is frequently sought for professional advice on corporate governance, mergers & acquisitions, joint ventures, deal structuring, corporate restructuring and contractual matters. Tu has also been active in real estate and dispute settlement. He is a frequent contributor to local and regional business publications.

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Management Team



Mr. Nguyen Van Du
Senior Associate

Du Nguyen has experience in corporate and commercial matters, inward investment and M&A transactions, especially in the fields of education, real estate, goods trading, manufacturing and F&B. As of 2021, Du has also stepped in fintech and e-commerce expertise. Du has almost 8 years working at top-tier commercial law firms in Vietnam. After graduating as a valedictorian in law school, Du joined IndoChine Counsel and worked

there for around 3 years. He was then invited to join Trinh Nguyen & Partners (TNP) during the time the firm was being in partnership with EPLegal to serve clients in arbitration and maritime cases before changing to work at TND Legal to date. Commencing a career from lowest-level legal adviser to senior-level legal adviser at prestigious law firms in Vietnam would help Du be very familiar with his fields of practice from a practical perspective.

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Mr. Nguyen Quoc Bao
Senior Associate & Head of Business Development

Bao Nguyen started his career in legal industry at IndoChine Counsel in mid-2017, prior to moving to the United Kingdom in the early 2020 where he later obtained his LLM in International Commercial Law at the University of Kent. During his academic pursuit, Bao Nguyen acted as a remotely part-time associate of TND Legal from September 2020, and then became a full-time senior associate since early June 2021.

Bao Nguyen also leads the business development strategy of TND Legal as he represents TND Legal in various connection and communication with the legal alliances and business associations, both local and international. With more than 5 years of experience, Bao focuses on inward investment, corporate and commercial, real estate, and banking and finance. He is a frequent contributor to online legal articles and his own legal blog.

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“Tinh and his team advise us on multiple M&A transactions for different kinds of project. Tinh is appreciated for his diligence and promptness. Our deals are often followed by a tight deadline but Tinh and his team always manage to respond in a timely manner. TND Legal’s deliverables are simple and straight on point.”

Ms. Huyen Pham | VinaCapital

“We have cooperated with TND Legal for a certain length of time and found its services to be exceptional. TND Legal in general and Mr. Tinh himself in particular are capable of rendering comprehensive advice and practical solutions.”

Ms. Phu Van Thanh | Japfa Comfeed

“TND Legal offers very commercial and thorough legal advice. Their team comprises partners and associates who have an in-depth understanding of investment and operations in the education sector in Vietnam. The TND Legal team is very responsive and always available.”

Ms. Angelina Tee | Cognita

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