




COMPANY PROFILE

 **HCM office:** Saigon Mystery Villa – 17 Tran Quy Kien Street, Binh Trung Tay Ward, Thu Duc City, Ho Chi Minh City, Vietnam

Hanoi office: Floor 5, 71 Nguyen Chi Thanh, Lang Ha Ward, Dong Da District, Hanoi City, Vietnam

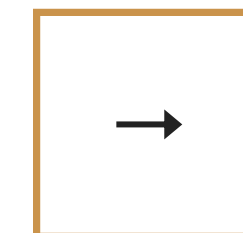
 028 6270 9600

 altas-law.com & altas.vn

 Contact@altas.vn



We are always ready to solve your problems!





ALTAS'S INFORMATION

ALTAS established on 02 March 2023.

ALTAS is One-Stop-Shop firm in Vietnam, a firm that offers a multitude of services to our clients:

- ✓ Legal services
- ✓ Regulatory and Product compliance services
- ✓ Corporate secretary automation solution
- ✓ Finance services (accounting and tax consulting)

+ 100 clients, in which 90% are global clients

ALTAS'S ASSOCIATIONS MEMBERS



**Vietnam
Bar Federation (VBF)**



**Ho Chi Minh City
Bar Association (HCBA)**



**Viet Nam
Young Entrepreneurs Association (VYEA)**



**Ho Chi Minh City
Commercial Arbitration Center (TRACENT)**



ALTAS'S VALUES

At ALTAS, three core values breathth life into our culture:

Customer orientation

At ALTAS, customer orientation is not just a core value; it's the compass that guides every aspect of our operations. We understand that the success of our clients is intricately linked to our own, and, therefore, we prioritize their needs, preferences, and aspirations at every turn.

Innovation

A dynamic culture that thrives on continual mindset shifts, always seeking fresh perspectives to push the boundaries of what's possible. Our commitment to innovation extends beyond mere adaptation; it's an ingrained philosophy that propels us forward.

People

At ALTAS, our greatest asset is our people. We recognize that the collective talent, dedication, and expertise of our team are the driving force behind our success. Our people are not just employees; they are the architects of innovation, the custodians of customer satisfaction, and the heartbeat of ALTAS.



ALTAS'S PROPOSITION

Our services cover the critical administrative requirements to manage legal entities efficiently and compliantly.

The main services that we focus on include:

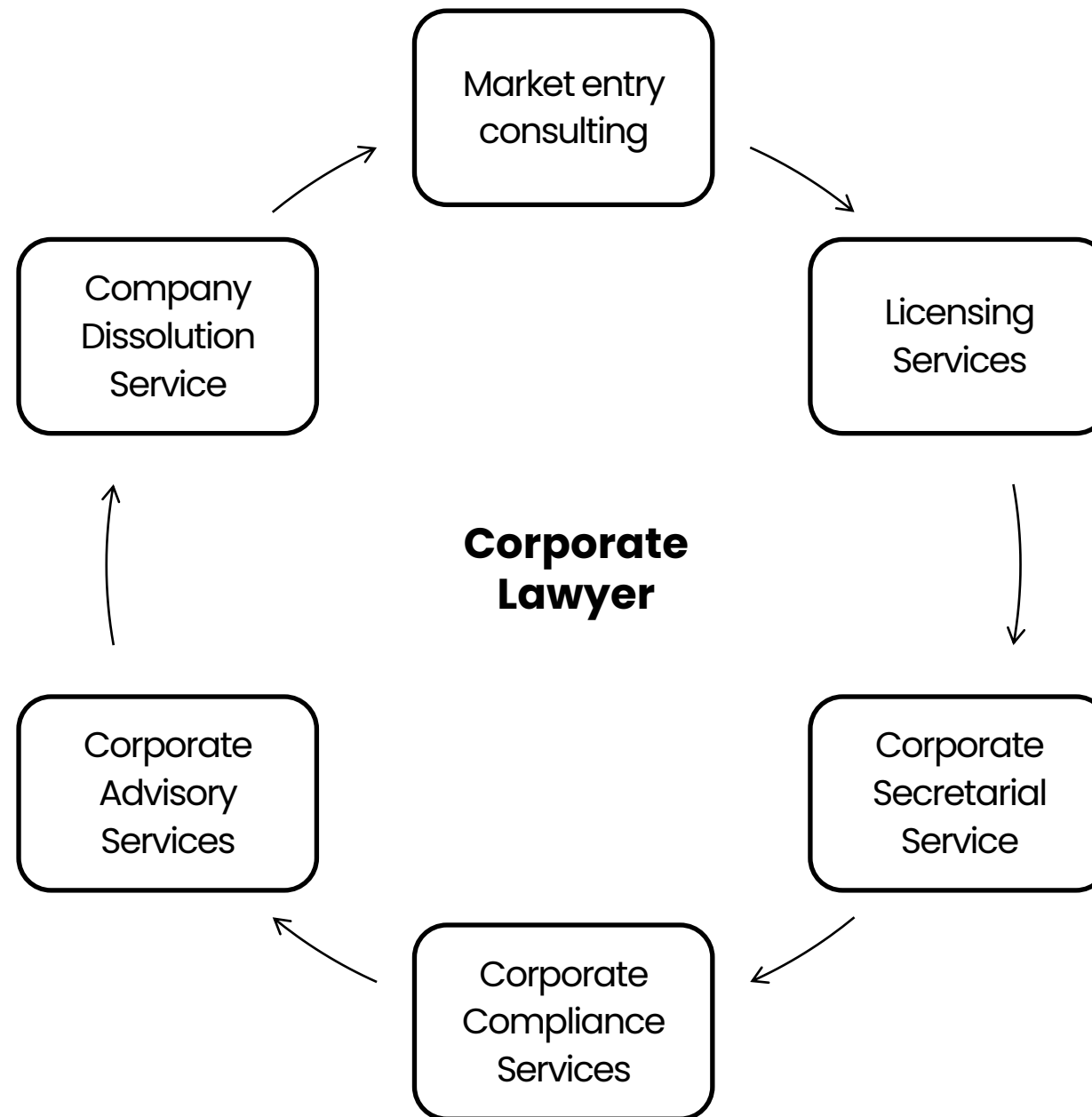


1 | LEGAL SERVICES – CORPORATE LAWYER

****Navigating Your Business Success****

- Filing for a company and investment project's dissolution
- Assist with tax procedures
- Assist with insurance procedures
- Filing an application for closing the company's bank account

- Annual legal consulting services
- Contracts support
- Corporate governance:
- Corporate Governance Lawyers
- Trading and Commerce



- Setting up FDI companies in Vietnam
- Setting up local companies
- Setting up a representative/Branch office in Vietnam
- License amendment
- Obtaining the necessary sub-licenses as per the law.

- Assist with instruction and preparation for the annual meeting or shareholder annual meeting minutes.
- Deadline reminder
- Document preservation service
- Stamping assistance service

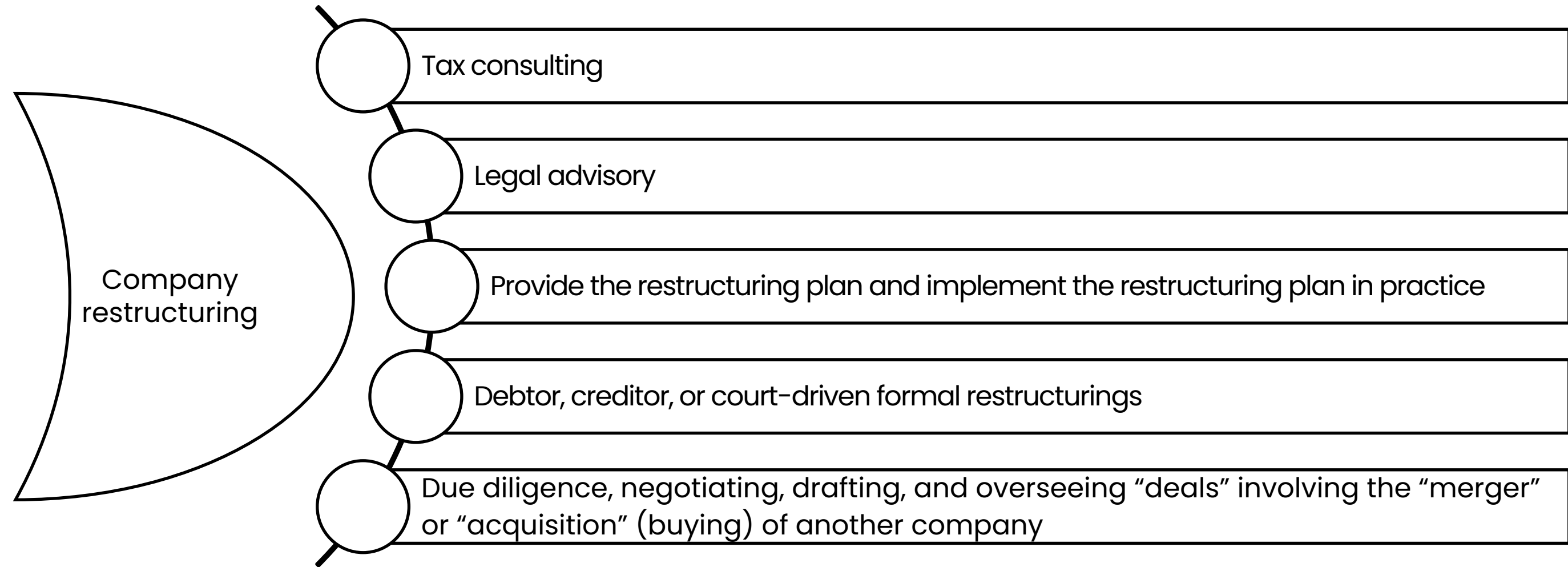
- Labor law compliance
- Statistical reports
- Offshore loan registration
- Trademark registration



1 | LEGAL SERVICES – COMPANY RESTRUCTURING

****Navigating Your Business Success****

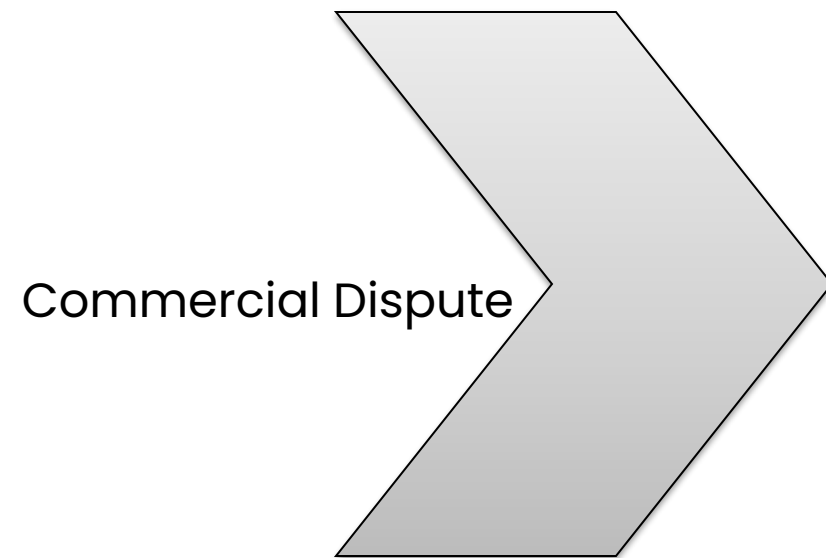
Corporate restructuring is the act of rearranging a company’s ownership, management, or other structures in order to better meet the needs of its shareholders, as well as the rearranging of acquired businesses. Corporate restructuring activities are occurring very frequently and strongly in Vietnam. We provide our clients with a comprehensive range of corporate restructuring services, including:



1 | LEGAL SERVICES – COMMERCIAL DISPUTE

****Navigating Your Business Success****

We represent Clients in all stages of dispute and litigation processes. We deeply understand that “Judgment is not all for a dispute resolution” and winning a lawsuit can be ruinous. Our priority is always to solve the client’s civil and commercial disputes by negotiation to reach a mediation out of court. Our dispute and litigation service cover all areas of law but focusses on:



Commercial disputes

Labor disputes

Shareholder disputes

Mergers and Acquisition disputes

Inheritance disputes, divorce disputes and disputes involving children



1 | LEGAL SERVICES- EMPLOYMENT SOLUTIONS

****Navigating Your Business Success****

For both FDI and local businesses, labor is a delicate and complex issue. Labor law violations can have a negative impact on the reputation and image of both employers and employees.

Employment solutions

Labor legislation advisory	Expatriate services	Redundancy employment	Settlement Agreements
<ul style="list-style-type: none">• Employment contracts• Internal Labor Rules,• Trade secret policies• Labor discipline procedures• Others	<ul style="list-style-type: none">• Work permits• Visas• Temporary residency card	<ul style="list-style-type: none">• Analyzing areas• Identifying areas• Providing support to affected employees during the transition	<ul style="list-style-type: none">• We can help both sides of a labor relationship to reach mutual employment termination to avoid potential litigation that would affect the employer's image in publicity or the employee's career path

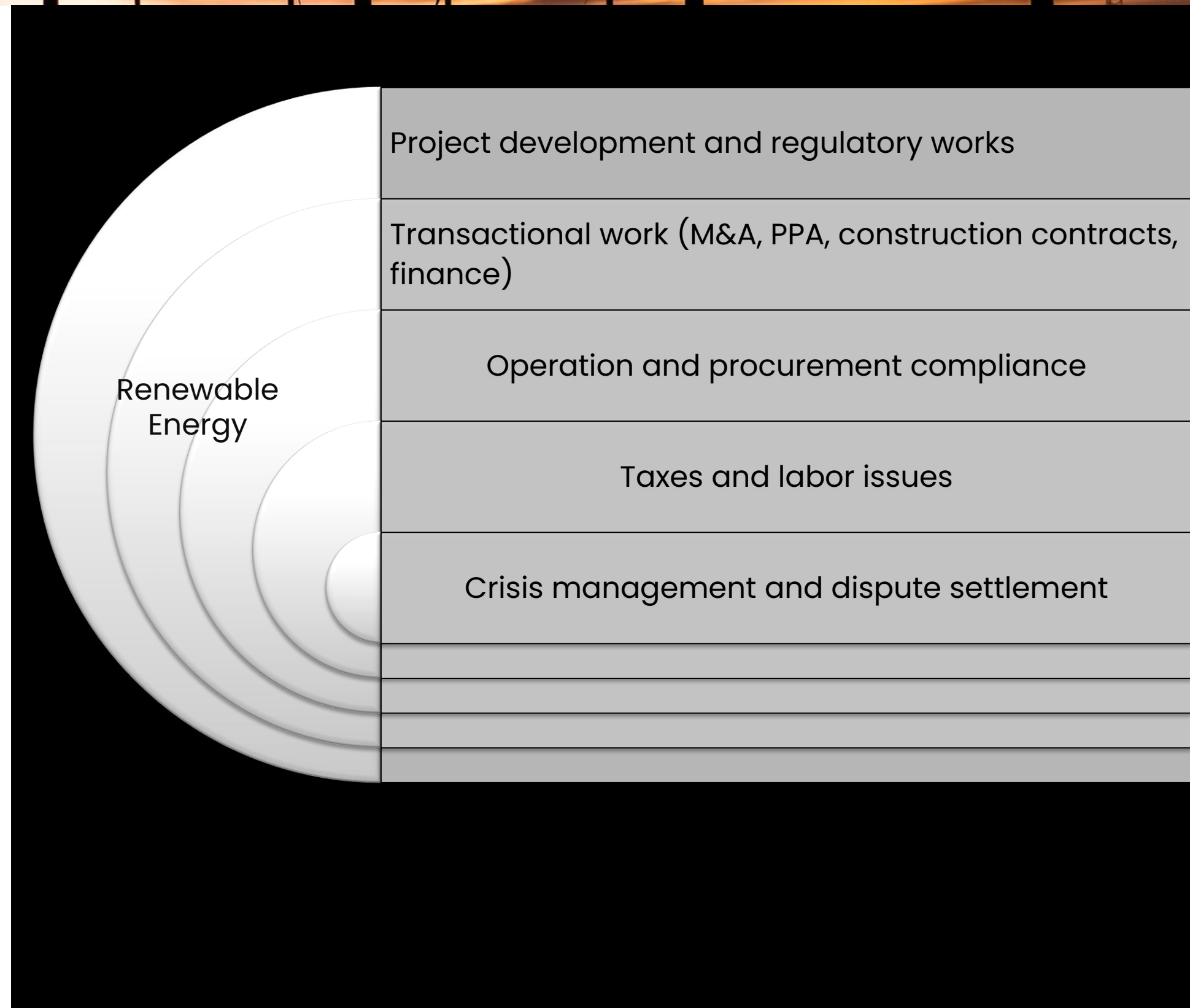
1 | LEGAL SERVICES – RENEWABLE ENERGY

Navigating Your Business Success

Energy and projects are two distinct but overlapping areas of law. When combined, they focus on the development, construction and financing of major natural resources (oil/gas, mining), power and infrastructure projects.

ALTAS's lawyers has been involved in number of renewable projects in Vietnam. Our clients include the government, state owned companies, foreign invested enterprises, contractor and suppliers, such as:

- Directly assist a Norwegian Investor to apply Investment Registration Certificate (IRC) for 11 rooftop solar energy projects at 11 provinces with scale up of US\$11 Mil.
- Directly assist Chinese Investors – being global leader of clean energy, energy conservation and environmental protection – to set up their subsidiaries in Vietnam; Prepare & Review the Operation & Maintenance Service Agreement (O&M Agreement); Apply for sub-license.





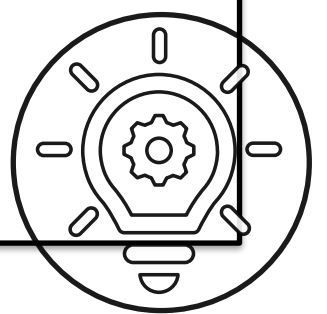
2 | REGULATORY AND PRODUCT COMPLIANCE SERVICES

****Pioneering Compliance and Market Access****

We understand the critical intersection of regulatory requirements and successful product launches. ALTAS is your strategic partner in navigating the complexities of product registration, ensuring your offerings reach the market efficiently and in full regulatory compliance.

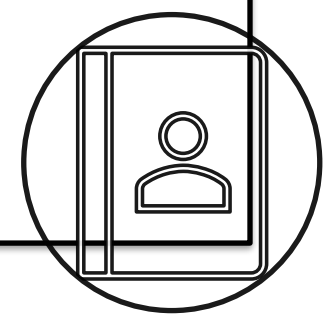
- ALTAS provides comprehensive regulatory guidance, demystifying the intricacies of product registration. Whether in the realm of healthcare, consumer goods, or industrial products, our experts ensure that your products adhere to all pertinent regulations

Comprehensive Regulatory Guidance



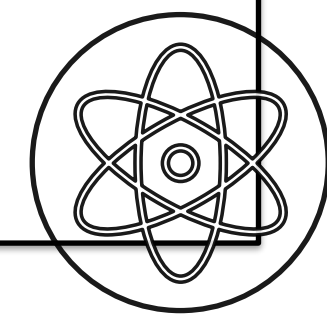
- Navigating the paperwork maze of product registration can be daunting. ALTAS streamlines the process with efficient documentation management, ensuring that all required paperwork is not only complete but also submitted in a timely manner

Efficient Documentation Management



- Market entry success hinges on strategic planning. ALTAS collaborates with you to develop a robust market entry strategy, considering regulatory landscapes, market trends, and competitive analysis to position your products for success

Strategic Market Entry Planning



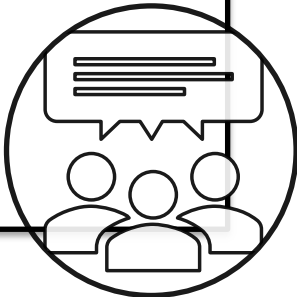


2 | REGULATORY AND PRODUCT COMPLIANCE SERVICES

****Pioneering Compliance and Market Access****

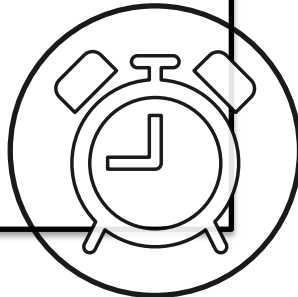
- In an era of interconnected markets, ALTAS brings global compliance expertise to the forefront. We navigate the nuances of diverse regulatory frameworks, ensuring your product registration aligns with international standards, facilitating broader market

Global Compliance Expertise



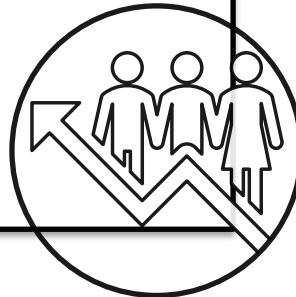
- Regulations evolve, and so do your products. ALTAS provides ongoing support with timely updates and maintenance of product registrations. Our commitment is not just to initiate the process but to ensure continued compliance throughout your product's

Timely Updates and Maintenance



- ALTAS Prioritizes risk mitigation, identifying potential regulatory challenges and developing strategies to address them proactively. Our goal is to not only expedite the registration process but also safeguard your products against unforeseen regulatory

Risk Mitigation Strategies



ALTAS'S CLIENTS

Our clients include the world's largest investors in international markets and in Vietnam market as well. We have put client care at the top of our agenda, introduced senior client sponsorship roles and measures of local service quality.

Below are some of the clients we have served:



ALTAS'S KEY PEOPLES



LE QUANGLAM – Partner – Head of Litigation

Mr. Lam is a seasoned legal professional with a rich background in Commercial Law, having graduated from Ho Chi Minh Law University. With nearly 15 years of extensive experience in the legal domain, Lam has traversed various roles and organizations, including stints at Pacific Law Firm, Salereat Real Estate Company, And Binh Thanh Phat Phat Lai Office, Where He Honed His Expertise In Civil Litigation, Commercial Disputes, Labor, Civil, And Contract Matters. During 2014-2019, Lam Served At The People's Court of Thu Duc district as a court clerk, further enhancing his understanding of legal proceedings and judicial intricacies. Leveraging his accumulated knowledge and skills, Lam founded Thu Duc Law Firm in 2020, assuming the role of CEO. Under his leadership, the firm flourished, specializing in civil litigation, commercial disputes, labor, civil, and contract issues. In 2024, driven by a desire for further growth and expansion, Lam orchestrated the merger of Thu Duc Law Firm with ALTAS, assuming the esteemed position of Partner and Head of Department at ALTAS. With his wealth of experience and astute leadership, Lam plays a pivotal role in steering ALTAS towards continued success, ensuring top-notch legal services and strategic guidance for clients across diverse sectors.



MAI XUAN VU (DENNIS) – CEO Altas Proguard

Mr. Vu (Dennis) has 11 years of experience in Regulatory Affairs field. Within that, more than 5 years of experience specialized on Medical Device & healthcare sector in commercial legal practice (both local and multi-national companies). Having long term experience working with authority and strong established networks in Regulatory Affair, together with a keen combination of applying law and business in practice. **He has successfully Acting as product Legal advisory for strategic business partners worldwide such as:** idsMED Group (INNOQ), Becton Dickinson, Medtronic, GE HealthCare, Stryker, Biotronik, Philips Volcano, Cryolife, Merit Medical, Translumina, Pharma Research, Medicea, Tecres S.p.A. Steelco, Lima Corporate S.p.A, Hamilton, Mediana, Limacorporate S.p.A. KLS Martin SE & Co. KG ...)

Dennis obtained a bachelor of commerce at RMIT International University (2011). MEDICAL DEVICE CLASSIFICATION CERTIFICATE - College of Medical Equipment Engineering (Valid since 26th March 2021)



NGUYEN VAN LONG – Legal Senior Counsel

Mr. Long, Senior Counsel at ALTAS, brings a wealth of legal expertise honed over more than a decade as the Head of Legal in leading Vietnamese law firms. Specializing in commercial, investment, and corporate laws, his proficiency spans corporate governance, investment strategy, M&A transactions, and commercial legal matters. Noteworthy accomplishments include advising on a 440-hectare real estate project valued at over 1 billion dollars in Binh Chanh District and providing strategic counsel for multinational investors establishing and expanding their presence in Vietnam. With a pragmatic approach and extensive experience, Mr. Long is an invaluable asset to ALTAS, ensuring top-tier legal services for our esteemed clientele.



VU NGUYEN DUC HUY – Chinese Counsel

Huy, a seasoned legal practitioner, brings over a decade of expertise to ALTAS, specializing in dispute resolution, commercial arbitration, and providing expert counsel on labor, employment, commercial, and civil transactions. With degrees from esteemed institutions and fluency in both Vietnamese and Chinese, Huy has successfully resolved complex legal disputes for clients from China, Taiwan, and Hong Kong. Notable achievements include securing million-dollar sales in commercial disputes and facilitating debt recovery for high-profile clients. His commitment to strategic solutions and linguistic proficiency make him a valuable asset at ALTAS



THANK YOU



We are always ready to solve your problems!

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