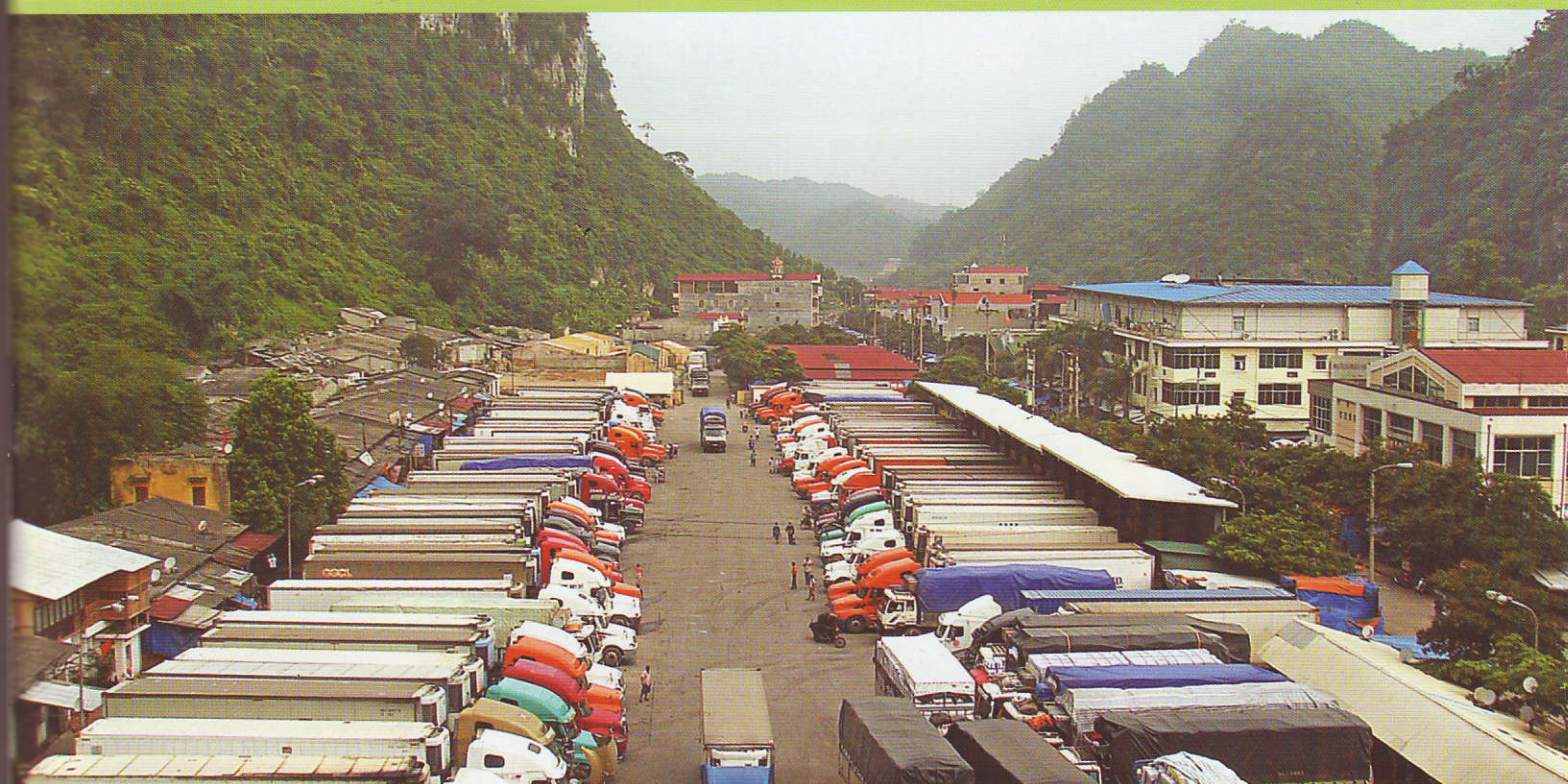


VIETNAM BUSINESS FORUM


VOL 9, NO 31 (723), AUGUST 1 - 8, 2011

ISSN 1859-0632

Vietnam Thailand **STRENGTHENING** **COMPREHENSIVE COOPERATION**



DEVELOPING BORDER GATE ECONOMY **CENTRAL TASK OF LANG SON PROVINCE**



The Bangkok office of Tilleke & Gibbins -houses the unique Museum of Counterfeit Goods- displays approximately 3,500 counterfeit products alongside their genuine counterparts. Museum visitors have an opportunity to take advantage of an unforgettable, hands-on learning experience, while gaining new perspective on the extent and consequences of the counterfeiting of legitimate goods.

Duy Khang

Tilleke & Gibbins (T&G) is the oldest and largest independent law firm in Thailand and a leading firm in Vietnam. For over 120 years, the firm has represented the top companies in Asia in the key areas of commercial transactions and M&A, dispute resolution and litigation, and intellectual property. T&G's clients include world leaders in the fields of pharmaceuticals and healthcare, energy, consumer goods and retailing, manufacturing, financial services, information technology, and telecommunications.

With this strong client base, T&G has enjoyed a stellar reputation and sustained growth over its long history, yet the firm still retains its family-like atmosphere and its professional, client-centered appeal. Today, T&G has four offices including two in Thailand (Bangkok and Phuket), and two in Vietnam (Hanoi and Ho Chi Minh City), employing around 350 people, including 100 lawyers.

The firm was founded in 1890, when Ceylonese lawyer William Alfred Goone Tilleke chose Siam (Thailand) as the place to secure a career. Tilleke earned a stellar international reputation after the successful defense of Phra Yod Muang Khwang, a Siamese Commander who was acquitted after being tried for killing a French military officer. In 1902,

Tilleke teamed up with Ralph Gibbins, an Englishman, and the firm has carried on as Tilleke & Gibbins ever since.

In 1989, the firm recognized the growing opportunity in Vietnam and established Tilleke & Gibbins Consultants Limited to provide investment and legal consulting services for businesses engaged in commercial activities in Vietnam.

In 1992, T&G became the first foreign law firm to receive a license to establish a representative office in Ho Chi Minh City, Vietnam. The Ho Chi Minh City office opening was followed by the opening of a representative branch in Hanoi in 1994. In 1996, both offices were awarded full law licenses. The firm branched out to Phuket in early 2005 to service the needs of

Tilleke & Gibbins

Combining Regional Expertise with an International Focus



foreign property buyers in the Phuket region and surrounding areas.

In Vietnam, T&G represents many local and international clients, advising them on a wide range of issues. The firm's corporate law team includes experts in banking, commercial transactions, employment, franchising, and real estate matters. For example, T&G represented Merck in the Vietnam aspects of its merger with Schering-Plough, and it also structured, drafted, and negotiated management contracts for various property development projects being undertaken by Marriott.

The firm also has a large intellectual property practice, representing IP rights owners in infringement actions, counterfeiting, and strategy relating to trademarks, patents, and copyright. Major IP clients in Vietnam include

Audj, Bayer, Bosch, Eli Lilly, Electrolux, Lacoste, Nokia, Pfizer, and Swatch.

In May and June 2011, in recognition of the firm's efforts and contributions in Vietnam, T&G was identified as one of the top employment law firms in Vietnam by Asian Legal Business, as well as a top-tier firm for trademark work in the inaugural edition of the World Trademark Review 1000 – The Definitive Guide to Trademark Legal Services.

In addition to this firm-wide recognition, several of the firm's individual attorneys in Vietnam have also been identified as leading practitioners in their fields. This includes Ms. Nguyen Thi Phi Nga, who was named an Asialaw Leading Lawyer in the area of intellectual property; Mr. Michael K. Lee, who is listed as a leading Corporate and M&A

attorney in Chambers Asia 2011; and Mr. Thomas J. Treutler, Partner and Managing Director of the firm's Vietnam offices, who was named a leading individual for both contentious and noncontentious trademark work in Vietnam by the WTR1000.

In discussing the firm's practice, Thomas emphasized that T&G's strength lies in its combination of international expertise and local knowledge. "Although rooted in Southeast Asia, our practice is global. We not only help our clients succeed in business transactions, but we also help them overcome language barriers and appreciate the historical and cultural factors that impact doing business in Vietnam," said Thomas. "Whatever your industry, T&G can help you enter new markets and grow your business in Southeast Asia and globally." ■