

Mr. Thai Binh Tran

Partner

Email: Binh.Tran@LNTpartners.com

**Practice areas**

- Real Estate/ Infrastructure
- Dispute Resolution
- Corporate Governance
- Foreign Investment

Industry coverage

- Real Estate/ Infrastructure
- Funds & Private Equity
- Distribution/Retail
- M&A
- Tax

Profile

Mr. Binh Tran is the partner in charge of the firm's Real Estate & Infrastructure Practice Group, and brings with him more than 20 years of legal experience. Mr. Binh Tran has advised clients on a wide variety of matters covering all aspects of the real estate industry, including project implementation, land use rights and property ownership-related matters, property acquisition transactions and taxation matters, and real estate project development procedures.

His experiences also cover matters regarding operation and investment activities of a business in Vietnam. His negotiation skills and business knowledge effectively add more values to his advices to clients rather than a mere legal advice.

Mr. Binh Tran has marked his involvement in the development of numerous successful real estate projects in Vietnam, namely Saigon South Center, Ecopark, SC Vivo City and etc. He is often named and recommended as leading lawyer by Asia Law, The Asian Lawyer, The Legal 500, Chambers and Partners and by other legal business magazines. He is also a regular speaker and writer at international and local legal forum and magazines as Inter-Pacific Bar Association, Ally Law, In-house Congress by ALB, M&A Forum by Vietnam Investment Review, CafeLand, Consumers' Magazine, CBRE VN, Savills VN and so on.

Binh was commended by the Mayor of Ho Chi Minh City, the Head of Saigon South Authority (MASD) in 2007, 2008, 2009 for his excellent contributions to the development of the Saigon South New Urban Center.

LNTPARTNERS.COM

HO CHI MINH
Level 21, Bitexco Financial Tower,
2 Hai Trieu St, D1
(+84) 28 3821 2357 or 28 3910 3733

HA NOI
Level 12, Pacific Place Building,
83B Ly Thuong Kiet St, Hoan Kiem
(+84) 24 3824 8522 or 24 3824 8580

SINGAPORE
Level 40, Ocean Financial Centre,
10 Collyer Quay, 049315
(+65) 9 240 2947

Work highlights

- Advised Tokyu Corporation on various matters concerning its joint venture with Becamex to develop a new 80 ha urban project in Binh Duong New City which includes residential housing, retails and commercial properties.
- Advised Philement Corporation, a subsidiary of Philippines-listed Phinma Corporation, on acquisition of a stake in Song Lam Cement JSC, operator of the biggest cement plant in Vietnam.
- Advised Frutarom Ltd on acquisition of a Vietnam-based company.
- Advised Becamex Tokyu, the joint venture between Tokyu and Becamex, on various matters concerning developing and selling properties in new urban area.
- Advised Mapletree on matters relating to its development of a new urban center in HCMC, including land transfer, asset transfer, commercial property lease, residential housing development and commercial property development projects.
- Advised Vihajico on matters relating to the development of Ecopark, a 550 ha township, including giving strategic advice, working on transaction documents for land lease, property lease, land transfer, property transfer and sale, etc.
- Advised Nam Long on a joint venture investment with Gamuda Berhard for the development of a residential project in Long An.
- Advised Phu Long Corporation on a retainer and regular basis (for 7 years) in relation its development of 60 ha township in Saigon South.
- Advised the client on transaction to acquire a company with rights over the development of a real estate project in Dong Nai Province, South Viet Nam.
- Advised an Australian-based logistics service company on their 10-ha land project for building factories and warehouses.
- Advised Nam Viet on project transfer transaction to acquire a housing development project in the south of HCMC.

Memberships

- Vietnam Bar Federation
- Ho Chi Minh City Bar Association
- Inter-Pacific Bar Association
- Arbitrator at FCCA
- HCMC Real Estate Association

Education

- LL.M. (Bristol Law School, UWE, UK)
- LL.B. (HCMC University of Law)
- B.A. (HCMC University of Social Sciences and Humanities)
- B.A. (HCMC Foreign Trade College)

Languages

- Vietnamese
- English

Selective Publication and Presentation Works

- "New guidance on legal approval process", posted by Vietnam Investment Review on 27 January 2021

- Vietnam chapter, Lexology Getting The Deal Through - Real Estate 2021
- *“Muong Thanh Matter: What happened to its homebuyers?”*, interviewed by CafeLand on 4th August 2019;
- *“The challenges of establishing residential housing projects on mixed-use land areas in Vietnam”*, Asian-mena Counsel, ALB Magazine posted on 1st August 2019;
- *“Legal Consequences on acquiring land parcels with agricultural land use rights”*, interviewed and published by CafeLand on 14th July 2019;
- *“Legal Notes to Investors in Vietnam”*, spoke at Ally Law's Asia-Pacific Regional Meeting taking place in November 2018;
- *“Foreign Direct Investment in Real Estate in Vietnam”*, spoke at conference held by the Law Review of Vietnam on 23rd September 2018;
- *“Investment in Commercial Real Estates in Vietnam”*, presented at Asia Banker Club on 5th July 2018;
- *“Mechanisms for Protecting Investors”*, presented at APEC Committee of IPBA on 26th March 2018;
- Spoke at *“Investment in Tourist Real Estates: Opportunities and Challenges”*, the seminar held by CafeLand on 23rd June 2017;
- *“Insolvent Real Estate Project: what happened with customers”*, posted by Vietnamnet on 31st August 2017;
- *“Condotel is not dwelling house”*, interviewed and posted by CafeLand Magazine on 27th August 2017;
- *“PetroVietnam Landmark: Hard to be bankrupt”*, interviewed and posted by Vietnamnet on 24th March 2017;
- *“Hints for housing buyers”*, interviewed and posted by Vietnamnet on 7th March 2017;
- *“Environment Protection: law loophole or shortcoming enforcement capacity?”*, published by Agriculture Magazine on 9th December 2016;
- *“Taxing second home: should or should not?”*, interviewed and posted by Customers’ Magazine 14th November 2016;
- *“M&A deals in real estate – Some notes for buyers”*, Real Estate M&A Outlook 2016, Vietnam Investment Review;
- *“Chapter on Vietnam”*, Getting the deal through, Real Estate 2015;

- *“Important notes for foreigners in buying residential houses in Vietnam”*, posted on 19th November 2015, Vietnamnet.

Award

- Chambers and Partners Ranking: Asia-Pacific – Vietnam; Real Estate: Band 2
- Asialaw Leading Lawyer 2018 in Construction and Real Estate
- Asialaw Leading Lawyer 2016 in Construction and Real Estate
- Finalist - Mergers & Acquisitions Lawyer of the Year 2014