

**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**

## 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 Philtcement Corporation, a subsidiary of Phillippines-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.

### 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

- As speaker at *CBRE Market Outlook 2020* on Jan 9<sup>th</sup>;
- “*Muong Thanh Matter: What happened to its homebuyers?*”, interviewed by CafeLand on 4<sup>th</sup> August 2019;
- “*The challenges of establishing residential housing projects on mixed-use land areas in Vietnam*”, Asian-mena Counsel, ALB Magazine posted on 1<sup>st</sup> August 2019;
- “*Legal Consequences on acquiring land parcels with agricultural land use rights*”, interviewed and published by CafeLand on 14<sup>th</sup> 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 23<sup>rd</sup> September 2018;
- “*Investment in Commercial Real Estates in Vietnam*”, presented at Asia Banker Club on 5<sup>th</sup> July 2018;
- “*Mechanisms for Protecting Investors*”, presented at APEC Committee of IPBA on 26<sup>th</sup> March 2018;
- Spoke at “*Investment in Tourist Real Estates: Opportunities and Challenges*”, the seminar held by CafeLand on 23<sup>rd</sup> June 2017;
- “*Insolvent Real Estate Project: what happened with customers*”, posted by Vietnamnet on 31<sup>st</sup> August 2017;
- “*Condotel is not dwelling house*”, interviewed and posted by CafeLand Magazine on 27<sup>th</sup> August 2017;
- “*PetroVietnam Landmark: Hard to be bankrupt*”, interviewed and posted by Vietnamnet on 24<sup>th</sup> March 2017;
- “*Hints for housing buyers*”, interviewed and posted by Vietnamnet on 7<sup>th</sup> March 2017;
- “*Environment Protection: law loophole or shortcoming enforcement capacity?*”, published by Agriculture Magazine on 9<sup>th</sup> December 2016;
- “*Taxing second home: should or should not?*”, interviewed and posted by Customers’ Magazine 14<sup>th</sup> 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 19<sup>th</sup> November 2015, Vietnamnet.