

Tran Thai Binh

PARTNER

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Education

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

Membership

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

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, from green-field project to development and operation stages, investment exit and so, including land use rights transfer and property ownership-related matters, property acquisition transactions, construction contracts, property development strategies, taxation matters, and real estate project development procedures.

His varied experiences, negotiation skills and business knowledge make him more a business advisor to his client rather than a mere legal counsel.

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 forums 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 also invited lecturer to universities and training institutions. 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 (District 7 of Ho Chi Minh City, Vietnam).



Practice Areas & Industry Coverage

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|------------------------|-----------------------------|
| • Real Estate | • Infrastructure |
| • Dispute Resolution | • Funds & Private Equity |
| • Corporate Governance | • Distribution/Retail |
| • Foreign Investment | • FMCG |
| • M&A | • Manufacturing |
| • Tax | • Hotels, Resorts & Tourism |

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 Philcement 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;

Recognition

- **Leading Partner** in Real Estate and Construction – The Legal 500 Asia-Pacific 2025;
- **Vietnam's Top 100 Lawyers** – The A-List, *Asia Business Law Journal* 2024;
- **Recommended Lawyer** – *The Legal 500 Asia-Pacific* 2024;
- **Commended External Counsel** by *In-House Community* from 2017 - 2024;
- **Recommended Lawyer** in Corporate and M&A by *The Legal 500 Asia-Pacific* 2022.
- Ranked in Real Estate by Chambers & Partners 2021 - 2025;
- **Recommended Lawyer** in Corporate/M&A – The Legal 500 Asia-Pacific 2022;
- **Recommended Lawyer** in Corporate/M&A, Labour/Employment, Dispute Resolution: Litigation, Tax – The Legal 500 Asia-Pacific 2021;
- **Recommended Lawyer** in Construction and Real Estate by *asialaw Leading Lawyers* 2016, 2018;
- **Finalist** - Mergers & Acquisitions Lawyer of the Year 2014.

Publication

- 2025, "Burden imposed on land rent switch", Vietnam Investment Review;
- 2025, (with Duong Thi Minh Han), Vietnam Chapter, Chambers Global Practice Guides– Real Estate 2025;
- 2023, (with Duong Thi Minh Han), Vietnam Chapter, Chambers Global Practice Guides– Real Estate 2023;
- 2022, (with Duong Thi Minh Han), Vietnam Chapter, Chambers Global Practice Guides– Real Estate 2022;
- 2021, (with Duong Thi Minh Han), "Outlining fresh regulations on personal income tax", Vietnam Investment Review;
- 2021, (with Dao Manh Toan) "New guidance on legal approval process", Vietnam Investment Review;
- 2020, (with Duong Thi Minh Han), Vietnam chapter, Lexology Getting The Deal Through - Real Estate 2021;
- 2020, An Introduction to Real Estate, Chambers & Partners Vietnam: Real Estate Overview 2021;
- 2020, (with Duong Thi Minh Han), Vietnam Chapter, Lexology Getting The Deal Through - Real Estate 2020;
- 2020, (with Duong Thi Minh Han), "Shaking up corporate bond issuance", Vietnam Investment Review;
- 2020, (with Duong Thi Minh Han), "Vietnam's position in the wave of relocation of global supply chains", Vietnam Investment Review;
- 2020, "Common ways to acquire real estate projects in Vietnam", In House Community;
- 2019, (with Mac Trang Anh), "The challenges of establishing residential housing projects on mixed-use land areas in Vietnam", Asian-mena Counsel, ALB Magazine;
- 2017, "Insolvent Real Estate Project: what happened with customers", posted by Vietnamnet;
- 2016, "M&A deals in real estate – Some notes for buyers", Real Estate M&A Outlook 2016, Vietnam Investment Review;
- 2016, "Environment Protection: law loophole or shortcoming enforcement capacity?", published by Agriculture Magazine;
- 2016, "How to select the right real estate investor?", comments on Tuoitre online;
- 2015, "Important notes for foreigners in buying residential houses in Vietnam", Vietnamnet;
- 2015, (with Huy Do), Vietnam chapter, Getting the deal through, Real Estate 2015;
- 2014, (with Nguyen Quang Dao), "One-size-fits-all contracts may not resolve disputes", Vietnam Investment Review.

- Advised Adventus from Singapore on developing a 5-star resort in Da Nang, including the joint venture with the local partner, due diligence on the land and the project, all the advisory work regarding the land acquisition and financial issues;
- Advised Becamex Tokyu, the joint venture between Tokyu and Becamex, on various matters concerning developing and selling properties in its property development project in Binh Duong Provinces;
- 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 550ha 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 Berhad for the development of a residential project in Long An;
- Advised as a regular legal counsel Phu Long Corporation on a retainer basis in relation its development of 60 ha township in Saigon South, HCMC;
- Advised a Malaysian developer 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 Son Kim Land (SKL) on a financial structure for a commercial building project development in HCMC;
- Advised Hong Kong Land's joint venture in sale transactions of a residential housing development in HCMC.