



THI NGUYEN

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RELATED EXPERTISE

- Corporate & Investment
- Mergers & Acquisitions
- Real Estate and Construction
- Hospitality
- Project and Infrastructure Development
- Commercial and Contract Laws
- Dispute Resolutions

BIOGRAPHY

Mr. Thi is a Counsel at Bizconsult Law Firm with 15 years of professional experience. He has advised domestic and international clients, project developers, investors, property operators, and contractors across a wide range of sectors, including residential projects, urban areas, industrial parks, infrastructure and energy development, hotels and resorts, commercial centers, office buildings, and mixed-use projects. Lawyer Thi has also participated in the negotiation and closing of numerous M&A transactions, restructuring and divestment deals for enterprises and investors.

Prior to joining Bizconsult Law Firm, his career spanned leading and boutique law firms in Vietnam (Counsel of IDVN, Vice director of T&P Law Firm, in charge of real estate of Baker McKenzie Hanoi Office, and Associate of Indochina Legal), real estate and infrastructure development group (Head of Legal Division of Sun Group), law research and policy formulation and enforcement agency (Ministry of Justice).

In addition to legal practice, Mr. Thi actively contributes to academic and professional discourse. He has authored several articles and participated in expert interviews with national press agencies such as VTV, Vietnam News Agency TV, Vietnam Economic Times, Vietnam Lawyer Journal, VietnamFinance, Diendandoanhnghep, etc. He also serves as visiting lecturer at the National Economic University (English Business Law) and the French Vietnamese School of Management – CFVG (International Business Law).

A few notable cases Mr. Thi has handled:

- **Corporate and M&A**

- Advising **Taseco Group**, a leading non-air services at international airports and real estate investment group, on due diligence, transaction documents and various legal matters in several large-scale M&A transactions and infrastructure projects in Vietnam.
- Advising **the Seller** on a share-sale transaction worth tens of millions of USD with a Temasek-backed investment group, relating to the development the third-tallest buildings in Hanoi.
- Advising **Golf Long Thanh** on a share-sale transaction worth tens of millions of USD with a Japanese investment group, relating to [a 250ha industrial park in southern Vietnam](#).
- Advising **the Buyer** on a share-sale transaction worth tens of millions of USD on acquiring a RE development SPV, relating to a beachfront resort in Danang City.
- Advising **the Buyer** on acquiring part of a 200-ha new urban township in Hanoi from a Korean township developer, and advising **the parties** through procedures for obtaining part-of-project transfer approvals.
- Advising **foreign and local investors** on various land/property/ site-use due diligence exercises in Vietnam, including property due diligence for a USA 1 billion investment by a Korean investor in a Vietnamese multi-industry group.
- Advising **a joint venture** between a leading global private equity firm and a Vietnamese industrial developer on multiple industrial and logistics property acquisitions across several provinces in Vietnam.
- Advising **a Thai leading fine jewellery manufacturer** on investment procedures of its retail store in Ho Chi Minh City relating to a business cooperation contract.
- Advising **a real estate services company** in obtaining a price appraisal services licence granted by the Ministry of Finance.

- **Real Estate and Infrastructure Development**

- Advising **Sun Group** on investment and project development matters for major infrastructure projects across Vietnam, including Van Don International Airport, Sun World Halong Complex, Sun World Fansipan Legend, Sun World Hon Thom Nature Park, Sun World Bana Hills, Sun Grand City Residence Luong Yen and Sun Grand City Residence Thuy Khue.

- Advising **a local corporation** on the acquisition of 100% shareholding in the Project Company of an expressway BOT project in northern Vietnam.
 - Advising **a local investor** on acquiring mining exploitation rights for a mineral hot spring resort project in Quang Ninh.
 - Advising **F.I.T Group** on the Hotel Management Agreement with Banyan Tree Group relating to [the Cap Padaran Mui Dinh Project](#).
 - Advising **the Owner** of the Shilla Monogram Quangnam-Danang on the Hotel Management Agreement with The Shilla Hotels & Resorts.
 - Advising **the Owner** of a JW Marriott Hotel on the Hotel Management Agreement with Marriott International.
 - Advising **the Owner** of a Hotel in Danang on the Hotel Management Agreement with InterContinental Hotels;
 - Advising **an American Luxury Hotel Operator** on the set of agreements for the sale and lease of apartments and villas of a resort project in Hoi An.
 - Advising **a leading HongKong Hotel Management Group** on investment, management, and business activities of a condotel and resort villa project in Danang.
 - Advising **a Thai Energy Development Group** on project development and land clearance procedures for solar and wind power plants, transmission lines, and procedures for sea-area allocation for offshore wind farms in Vietnam.
 - Advising **a leading Chinese power development enterprise** on legal matters relating to solar and wind power projects in Vietnam.
 - Advising **a Canadian investor** on investment and land procedures, and project financing for a hotel and resort complex in Binh Thuan.
- **Dispute Resolutions**
 - Advising and representing **a high-net-worth individual** in the successful recovery of matured bonds and overdue interest from a major real estate group.
 - Advising **founding members** of a Thai-invested paint manufacturer on settlement of a shareholder dispute.
 - Advising and representing **a leading French construction consultancy** before Vietnam International Arbitration Centre (VIAC) in a project and construction management dispute, and the enforcement of the arbitral award.
 - Representing **a foreign consulting firm** in successfully prevailing on a tax claim against the General Director of the Tax Department of Ho Chi Minh City before the People's Court of Ho Chi Minh City in an administrative case.

- Advising **project developers** and **property purchasers** on dispute resolution in several property purchase and investment transactions in Vietnam.

AREAS OF EXPERTISE

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- Project and Infrastructure Development
- Commercial and Contract Laws
- Dispute Resolutions

ADMISSION

- Hanoi Bar Association
- Vietnam Bar Federation

EDUCATIONS AND TRAININGS

- Bachelor of Laws, Hanoi Law University, Vietnam.
- Master of International Commercial Laws, the University of Nottingham, UK.
- Lawyer Training Course, Judicial Academy, Vietnam.
- APAC Mid-Level Associates' Training by Baker McKenzie, Bangkok, Thailand, March 2019.
- APAC Dispute Resolution and Real Estate Joint Associates' Training by Baker McKenzie, Ho Chi Minh City, Vietnam, June 2019.

SPEAKERS

- Being invited by committees of [the Vietnam National Assembly](#), [the Vietnam Bar Federation](#), and [the Hanoi Bar Association](#) to participate in drafting process of key land, real estate, housing and project development laws and regulations in Vietnam such as the Land Law 2024, the Real Estate Business Law 2023, and the Housing Law 2023.
- Presenter at the "[Identifying Financial Flows in the Real Estate Market](#)" debate organised by VietnamFinance Journal - December 2023.
- Interviewee by VTV2 Business and Law Programme - "[Draft Land Law \(amended\)](#)" - April 2023.
- Interviewee by Vietnam News Agency TV - "[Compensation and support when recovering land in the draft Land Law](#)" - March 2023.

- Speaker as lawyer of Sun Group at *Vietnam Luxury Property Showcase by Sun Group and Savills* - Singapore, January 2016 (Topic: “Recent Change in Vietnam Housing Regulation on Foreign Ownership”).

PUBLICATIONS AND WRITINGS

- Co-author of [“The Amended Law on Enterprises 2025: Enhances Corporate Governance, Aligns with International Commitments, and Promotes Science, Technology and Innovation”](#), *VietnamFinance* - 12 August 2025.
- Co-author of [“New salient points of the Law on Housing 2023 recently passed by the National Assembly”](#), *VietnamFinance* - 20 December 2023.
- Expert in [“Issues linger for foreign homebuyers”](#), *Vietnam Economic Times* - June 2023.
- Author of [“What real estate enterprises should pay attention to in Decree 10?”](#), *VietnamFinance*, Issue No.19 - May 2023.
- Author of [“Giving opinion on the draft Land Law: Land expropriation for socio-economic development in the national or public interests”](#), *Vietnam Lawyer Journal*, Issue No.3 - March 2023.
- Author of [“Decree No. 02/2022/ND-CP: “a boost” for the real estate market”](#), *Diendandoanhnghiep* - Jan 2022.
- Co-author of “The reality of settlement of International Trade-related Disputes in Vietnam”, *Journal of Law Science Information*, No. 10, 11/2011 - November 2011.
- Co-author of “School of economic and law, and application capabilities in Vietnam”, *Journal of Law Science Information*, No. 5/2010 - May 2010.
- Author of [“Mediation in the Settlement of International Trade-related Disputes in Vietnam”](#), *State and Law Review*, No. 3/2010 - March 2010.
- Co-author of “Liabilities for making compensation by the State in reality and solutions to improve”, *Journal of Law Science Information*, No. 3, 4/2009 - April 2009.
- Co-author of “Law on consumer protection in Vietnam - practices and the way to improve”, *Journal of Law Science Information*, No. 01/2008 - January 2008.