



Hien Truc Nguyen

Partner

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Professional Summary

Hien Truc Nguyen is recognized as a leading lawyer in Vietnam by Chambers Asia-Pacific and Legal 500 in M&A, Private Equity, Corporate, Construction, Real Estate, and Tax practices. She has been named among ALB's Top 15 Female Lawyers in Asia 2024, highlighting her significant contributions to the legal field. She has consistently been ranked in Band 1 for Real Estate by Chambers and Partners for several consecutive years.

Hien is actively involved in advising multinational corporations, real estate developers, financial institutions, and private equity funds on cross-border M&A transactions, real estate acquisitions and joint ventures for development. Her expertise extends to deal structuring, tax and accounting, private equity, project financing and bond investment, making her a trusted advisor in complex project and transactional matters.

Hien has demonstrated her expertise across a diverse range of industries, including retail, e-commerce, consumer goods, automotive, optical, information technology, insurance, telecommunications, feeds and livestock, brewery and beverages, hotel management, and construction.

Clients have praised Hien for her deep understanding of their business needs and her ability to provide practical, workable solutions. Her involvement in negotiations has been instrumental in helping commercial teams navigate complex transactions and reach amicable solutions.

Notable Engagements

- Advising **Mitsubishi Corporation** in deal structuring and assisting in transactions for acquiring housing development projects in Ho Chi Minh City and Hanoi and for joint venture in real estate developments

- Advising **Nam Long Investment Corporation** in fund raising transactions including private placement, bond issuance and other private equity transactions, acquisition of real estate projects in Ho Chi Minh City, Hai Phong, Dong Nai, Ba Ria – Vung Tau, joint venture for development of projects in Ho Chi Minh City, Long An, Dong Nai such as Waterpoint, Akari, Mizuki, Izumi
- Advising **Frasers Property** in acquisition of land, formation of business models and leasing operations for projects of development serviced properties for industrial and logistics in the South of Vietnam and in acquisition of residential development projects in Ho Chi Minh City
- Advising **Masterise Group** and affiliates in acquisition of residential and commercial projects in Ho Chi Minh City and Hanoi, restructuring, developing and divesting in several projects such as Thao Dien Metropolis, Par 5 and Park 6 in Vinhomes Central Park, Preche project, An Phu-An Khanh project, and Parkland project
- Advising **Capitaland** in acquiring projects in Ho Chi Minh City such as Landmark 60 and De La Sol in Ho Chi Minh City and in deal structuring for acquisition of Sycamore in Binh Duong
- Advising **Warburg Pincus** and **BW Industrial Development JSC** in acquiring and developing various industrial projects, such as Tan Phu IZs, Tan Phu Trung, and Nam Dinh Vu, Kim Truc Nhon Trach, and Phu Gia
- Advising **Villa Song Saigon Company** in leasing activities
- Advised **Keppel Land Vietnam Company Limited** on the Phu Long Project
- Guided **Techcombank Securities, Vietcombank Security, Rong Viet Securities** through significant bond deals for issuers such as Novaland, Nam Long Investment Corporation, Hung Thinh Land, Thao Dien Investment, and subsidiaries of Vingroup
- Provided counseling services to **Sapphire Vietnam** on several projects, including Sakkara Ly Tu Trong, Me Linh, The Triangle project-Thao Dien, The Sapphire Central-Le Duan, Sakara-Tam Giang, and Chu Manh Trinh
- Supported **Lotte Asset Management Company Limited** in the Eco Smart City Thu Thiem project
- Advised **Blenheim Properties Investment Vietnam** in the establishment of a joint venture for Dragon Beach Resorts project at North Cam Ranh Peninsula, Khanh Hoa Province