
PROFILE

**Partner, Real Estate****Tilleke & Gibbins, Ho Chi Minh City, Vietnam**

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Qualifications

LLM, Transnational Law and Business University (Korea)

LLB, Hanoi Law University

Language

Vietnamese and English

LONG GIA NGUYEN

ABOUT LONG

Long Gia Nguyen is a partner in Tilleke & Gibbins' corporate and commercial group, based in the firm's Ho Chi Minh City office. Long is a highly accomplished attorney with extensive experience and expertise in real estate, hospitality, and M&A transactions. Recognised as a leading real estate lawyer in Vietnam by Chambers Asia-Pacific and The Legal 500 Asia Pacific, and shortlisted for the regional Construction and Real Estate Lawyer of the Year award at The Legal 500's Southeast Asia Awards 2023, he advises local and multinational clients on hospitality projects, structured real estate transactions, joint ventures, and foreign investment, as well as on the real estate and corporate aspects of M&As.

A real estate specialist with nearly two decades of experience as both in-house and outside counsel, Long has led numerous cross-border real estate projects (e.g., integrated hotel and casino projects, mixed-use development projects, branded residence projects, and tourism projects) across the Asia-Pacific region. In addition, his expertise in M&A transactions helps him effectively navigate complex deals and provide comprehensive legal counsel to clients involved in M&A activities.

In addition to his client work, he is a regular author and speaker on real estate matters and hotel management. Prior to joining Tilleke & Gibbins, Long spent more than 14 years with a top international law firm in Vietnam. He is licensed to practice law in Vietnam and holds a certificate of auctioneer.

EXPERIENCE

- Represented a large family business in Thailand to invest in a 5-star hotel and resort, one of the first and largest projects on Bai Sao beach on Vietnam's Phu Quoc island; and invest in a 5-star resort and hotel on Gam Ghi Island, Phu Quoc.
- Advised a developer in Vietnam in restructuring a USD 2 billion complex project of golf course, hotel and casino at Lang Co, Hue.
- Advised a Thai developer and operator of industrial real estate sites to invest in Song Khoai Industrial Park in Quang Yen town, Quang Ninh province.
- Advised on development and sale programs for the Grand Ho Tram Strip project, a USD 4 billion resort and casino complex in Ba Ria – Vung Tau province.
- Represented a Vietnamese investment fund to negotiate the sale of shares in a casino development project worth USD 4 billion in Hoi An, Quang Nam province. The transaction involved three jurisdictions: British Virgin Islands, Singapore and Vietnam.
- Advised and represented one of the world's largest high-end furniture manufacturers in an M&A transaction relating to manufacturing business in Binh Duong province.

ACCOLADES

Chambers Asia Pacific

Real Estate 2023 – Up and Coming for 3 consecutive years

- *“a well-regarded real estate practitioner who regularly assists clients with a range of hotel management agreements, land acquisitions and joint ventures”*

The Legal 500 Asia Pacific

Real Estate and Construction 2023 – Next Generation Partner for 3 consecutive years