

Apichon Sutthiphongkait

Partner

ONE Law

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Professional Affiliations

- Lawyer Council of Thailand
- Notarial Service Attorney
- Director Certification Program, English Residential (DCP 374/2024)

Education

- LL.M. (International Business Law), University of Liverpool, United Kingdom
- LL.B., Chulalongkorn University

Profile

Apichon has been practicing law and providing legal services since 2011. After graduation, he joined a Thai-based law firm as a commercial and corporate lawyer covering business law services such as contracts, corporate and compliance, mergers and acquisitions (M&A), labor and employment, and real estate. In early 2019, he shifted from law firm to become an in-house Legal Manager at a regional operating headquarter of a Japanese car manufacturer overseeing the company's operations in the Asia and Oceania region.

Apichon moved back to pursue his career in a law firm in the beginning of 2020 when he joined ONE Law as a leading lawyer in commercial and corporate legal services. His practices include contract drafting, legal advisory on corporate and compliance matters, M&A project, long-term lease transaction, personal data protection and data privacy, acquisition of real estate, family law, labor and employment, and IPO preparation.

- 2022 – Present: Partner at ONE Law Office
- 2020 – 2021: Senior Associate at ONE Law Office
- 2019 – 2020: Legal Manager at Nissan Motor Asia Pacific Co., Ltd.
- 2011 – 2019: Associate at Siam City Law Offices Limited

Experience

Mergers & Acquisitions (M&A) and Joint Ventures (JV)

Led teams in advising clients on a range of M&A and joint venture projects, encompassing legal and tax planning, negotiation of commercial terms, due diligence, contract drafting, and execution of closing and post-closing activities. Key representations include:

- Represented a prominent Thai coffee brand in its M&A transaction with one of Thailand's largest beverage manufacturers and exporters.
- Advised a Thai private company in the Japanese restaurant sector on an M&A transaction with a leading Thai oil and retail business operator (listed on the Stock Exchange of Thailand), which acquired a 25% equity stake.
- Represented a Thai fuel distributor (listed on the Stock Exchange of Thailand) in its sale of 50% shares in a subsidiary and joint venture transaction with a leading state-owned energy and chemical company in China.
- Assisted a Thai fuel distributor (listed on the Stock Exchange of Thailand) in a joint venture transaction with a Singapore-based financial services company to expand into non-oil businesses.
- Represented a Thai fuel refinery operator (listed on the Stock Exchange of Thailand) in the acquisition of assets and rights to operate a fuel pipeline transportation business in central and northern Thailand.
- Advised a Thai fuel refinery operator (listed on the Stock Exchange of Thailand) on its joint venture with a private Thai company in the oil and used oil trading sector to establish a refinery for producing sustainable fuel.
- Counseled a French-based group on its sale of a Thai medical device importation and services company to a listed Thai corporation.
- Assisted a Thai IT solutions company (listed on the Stock Exchange of Thailand) in acquiring full ownership of a private software implementation and consulting company.
- Represented a Thai fiber-cement-products manufacturer in an offshore-structured M&A transaction with an international fund.
- Advised a Thai private company on acquiring a 26% stake in four subsidiaries of a listed company in the glass and packaging sectors.
- Represented a group of individual investors in their investment transaction with a listed real estate developer for a residential project in Hua Hin.

Initial Public Offering (IPO)

Led teams in advising businesses on IPO preparation and implementation, including pre-IPO restructuring, legal due diligence, compliance for IPO purposes, corporate transformations, and company secretarial services. Recent clients include:

- Food and snack manufacturer and exporter
- Housing developer
- Textile and garment manufacturer and exporter
- Industrial estate developer
- Beverage smart vending machine operator

- Electronics manufacturing service provider
- Micro-pile production and construction company
- Distributor of motor vehicle genuine parts
- Financial service provider

Long-Term Lease & Property Transactions

Provided legal guidance to landlords and developers on lease structuring, negotiation, and registration. Notable transactions include:

- Advised individual landlords on leasing land in central Bangkok to a prestigious British international school.
- Represented a retail-focused property developer in various lease transactions in Bangkok for commercial center development.
- Assisted a landlord in leasing industrial properties in Rayong province (land and buildings) to a Real Estate Investment Trust (REIT).

Personal Data Protection Compliance

Led teams in advising clients across diverse sectors on compliance with Thailand's personal data protection laws, including compliance audits, gap analyses, legal documentation preparation, in-house training, and ongoing advice. Key clients include:

- A Real Estate Investment Trust (REIT) in the MICE industry
- A blood center and human resources department of an international non-profit organization
- A livestock company (listed on the Stock Exchange of Thailand)
- A personalized health consultation service provider
- Importers and distributors of healthcare devices
- An actuarial consulting firm
- A parking management company (listed on the Stock Exchange of Thailand)

Lecturer & Guest Speaker

Invited to give lectures and trainings by legal training centers on different areas of law

M&A & Joint Venture organized by:

- Omega World Class

Property Law & Property Lease Agreement organized by:

- Omega World Class
- Dharmniti Seminar and Training

IPO organized by:

- Omega World Class
- Dharmniti Seminar and Training

Family Business organized by:

- Omega World Class

Commercial Contract organized by:

- Omega World Class
- Dharmniti Seminar and Training
- SNP Training

Labor and Employment organized by:

- Co-operative League of Thailand
- Thailand Management Association

Personal Data Protection Law organized by:

- Omega World Class
- Dharmniti Seminar and Training
- Unique Seminar and Training
- Association of Investment Management Companies
- The Association of Thai ICT Industry
