



## China Investment Services

We are one of the largest and longest standing International law firms operating in China, with over 26 years of experience on-the-ground. We have led on a number of strategically important matters during this time, both inbound, for a number of Fortune 500 multinational companies; and outbound, working with our global colleagues to assist Chinese companies in the execution of their ambitious global growth strategies.

Our core China Investment Services team is comprised of 21 partners, supported by over 120 lawyers operating as one seamless team from across Beijing, Shanghai and Hong Kong. With over 26 years of on-the-ground experience, our team is at the forefront of regulatory developments and is fully equipped to manage the nuances involved in efficiently operating a growing business in China.

All of our fee earners are fluent in English and individuals speak Mandarin Chinese, along with a wide range of Chinese dialects, including Cantonese and Shanghainese. Our local team is further supported by our long established and embedded “China Desks” in both the U.S. and Europe.

We assist international clients with advice on all aspects of doing business in China, including: seeking potential business partners for joint projects in China; liaising with the central and local authorities to secure the necessary approvals and licenses; helping clients from various industry sectors set up business in China; and acting as an ongoing legal and tax advisor as needed.

Crucially, and unlike many other firms operating in China, we do not just focus on transactional work, but strive to support our clients across all of their day to day business operational needs including employment, intellectual property, litigation, regulatory / compliance / anti-bribery, restructuring and real estate. In this way, we act as a true partner to our clients in China.

## CAPABILITES

### CHINA ADVISORY SERVICES

- General China regulatory and operational advisory
- M&A Tax advisory and post-acquisition integration
- Technology licensing and incentives
- Tax & customs advisory (transfer pricing, income tax, indirect tax, individual investment etc.)
- Distribution / retail planning structures

### KEY CONTACTS

- Corporate
  - Finance
  - Regulatory and Government Affairs
  - Projects, Energy and Infrastructure
  - Real Estate
  - Corporate Disputes
  - Tax
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- Financial Services
  - Real Estate

- Restructuring of operations / investments
- Supply chain
- Employment
- Intellectual Property
- Commercial contracts and arrangements
- Real Estate acquisition and leasing
- Corporate service (set up and maintenance)

## CHINA TRANSACTIONAL SERVICES

- Mergers, acquisitions and dispositions
- Joint ventures and cooperation agreements
- Private equity and venture capital transactions
- Foreign / RMB funds

## EXPERIENCE

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- Advising Tesco in relation to all its real estate acquisition work in China including the structuring of its acquisitions.
- Advising Aegis Media in connection with the purchase of the remaining minority interest of Vision Advertising Holding Limited from Lin Jian Chao (management).
- Advising WPP in their acquisition of Sinotrust, a business research service in China.
- Advising Groupon Inc. in establishing its China's business venture, Gaopeng.com, with Tencent, and in the merger of Gaopeng with Ftuan, a leading online group-buying company invested in by Tencent.
- Advising Greenland Holdings of China in the purchase of a stake in the Brooklyn Atlantic Yards project, the largest commercial real estate development in the US to get direct backing from a Chinese company.
- Advising China Shipping Terminal Developments (Hong Kong) Co., Ltd, a subsidiary of China Shipping Group, on its acquisition of approximately 24% of issued shares in APM Terminals Zeebrugge NV, a company incorporated in Belgium from its major shareholder APM Terminals B.V. (a subsidiary of A.P. Moller Maersk).
- Advising Ping An Insurance Group, on its sale of a minority stake in the holding company of Yihaodian, a fast growing e-commerce business in China with over 24 million users across 100 cities in China, to Walmart Stores Inc for US\$700 million.
- Advising Fosun International Ltd in their acquisition of the largest insurer in Portugal for approximately €1 billion.

## In New Zealand

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DLA Piper New Zealand has extensive experience in overseas investment in New Zealand, assisting Chinese and Asian organisations to acquire New Zealand investments and advising New Zealand companies expanding into Asia. In this way, we act in true partnership with our clients.

We have led on a number of strategically important matters, both inbound for a number of Fortune 500 multinational companies; and outbound, working with our global colleagues to assist Chinese companies in the execution of their ambitious global growth strategies.

Our work includes ensuring Chinese speaking clients understand the steps they must take when investing in New Zealand, and ensuring they understand New Zealand's legislative and regulatory requirements. We offer fluent spoken and written Mandarin and Cantonese and can explain the New Zealand business and investment environment plainly. To facilitate insight into the New Zealand market, we often translate relevant documents for clients.

Because of the work we have done for Chinese clients, we also have a deep understanding of context and culture in Chinese society.

Our offices in China – Shanghai, Hong Kong, and Beijing – are well positioned to help New Zealand organisations seeking expansion and business opportunities in this dynamic country. We also have offices in Singapore, Korea, Thailand and Japan, assisting both New Zealand clients looking at these Asian markets, and international clients looking to invest in New Zealand.

Our lawyers are often called upon by banking, trade organisations and government agencies to present seminars, and offer opinion and expertise on Asia to clients inside New Zealand.

## CAPABILITIES

- Helping offshore clients invest in New Zealand
- Facilitating New Zealand company investment in Asia (including China)
- Overseas Investment Office (OIO)

## EXPERIENCE

### **Yashili Dairy Co., Limited**

DLA Piper New Zealand acted for Yashili in the purchase land in Pokeno to construct and operate a milk processing facility where the total expenditure to establish the business (pre-commencement) exceeds NZ\$100 million. The project is the first standalone Chinese dairy investment in New Zealand and highlights the wide scope of DLA Piper New Zealand's Asia expertise, in particular in respect of inbound investment, and having the requisite language capabilities to communicate directly in Chinese.

### **Changda International New Zealand Limited**

DLA Piper New Zealand acted for Changda International New Zealand Limited in the acquisition of a large development site of approximately 40 hectares in Orewa, Auckland for the purpose of large scale residential development with an estimated cost in excess of NZ\$100 million.

The transaction involved due diligence in relation to the acquisition, complex resource management issues, and a multifaceted application for Overseas Investment Office consent.

### **Bright Dairy and Food Co. Limited**

DLA Piper New Zealand acted for the company in its acquisition of a controlling interest in New Zealand's Synlait Milk Limited. This included applying for and obtaining Overseas Investment Office consent.