

LILY YIN

Partner
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PRACTICE AREAS

MS. YIN HAS EXTENSIVE EXPERIENCE IN PRIVATE EQUITY, M&A, AND FUND FORMATION. SHE IS ACTIVELY INVOLVED IN PROVIDING LEGAL SERVICES IN THE MEDIA, INTERNET AND TECHNOLOGY INDUSTRIES.

REPRESENTATIVE MATTERS AND CASES

M&A/ PE and JV Formation deals

- Represented Ant Financial in Alibaba's investment in Ant Financial for an approximately 33% stake
- Represented Ant Financial in establishing a securities consulting joint venture with Vanguard
- Represented Pactera in the acquisition of its controlling stake by HNA and subsequently CEC
- Represented CMC Incorporation in its investment in a leading online gaming company and several other entities
- Represented Boyu Capital in its equity investment in Tongcheng Tourism, a leading online travel agency
- Represented Tongcheng Tourism in its strategic financings and business cooperation with Ctrip and Wanda
- Represented Tongcheng Tourism in its controlling stake acquisition of Hongtu Airlines
- Represented Alibaba in its investments in Yiguo, a leading online food sales marketplace operator in China
- Represented Alibaba in its investment in Qianxun Spatial Intelligence Inc.

- Represented Ant Financial in its investment in Snowball and several other entities
- Represented leading market players such as Kuaidi and Qianxun Spatial Intelligence Inc. in their respective private financing deals
- Represented Welkin Capital in its investment in a leading credit rating company
- Represented Shanghai Integrated Circuit Industrial Investment Fund in its investment in Shanghai Everdisplay Optronics

Capital Market deals

- Represented Focus Media in its initial public offering and listing on the NASDAQ and in its follow-on offerings
- Represented Tiange, a leading online video and audio business operator, in its initial public offering and listing on the main board of the Hong Kong Stock Exchange
- Represented Genscript in its initial public offering and listing on the main board of the Hong Kong Stock Exchange
- Represented hiSoft in its initial public offering and listing on the NASDAQ
- Represented NASDAQ-listed hiSoft, a leading software outsourcing company listed, in its merger with NYSE-listed VancelInfo
- Represented NASDAQ-listed Pactera in its privatization
- Represented Baozun in its initial public offering and listing on the NASDAQ

Fund Formation and Assets Management

- Represented the general partner in the formation of Oriza Buy-out Fund
- Represented China Media Capital (CMC) in forming its RMB II fund
- Represented KKR and COS Capital in their formation of Greater China Special Opportunity Fund, L.P.
- Represented Shanghai Venture Capital Co., Ltd. in its LP investments in various venture capital funds on behalf of Venture Capital Guiding Fund of Shanghai
- Represented Shanghai Venture Capital Co., Ltd. in its investment in Shanghai Wuyuefeng Integrated Circuits Equity Investment L.P.
- Represented China Pacific Insurance(group) Co., Ltd. in its investments in several famous RMB and USD funds

- Represented Noah in its outbound investments through the feeder fund incorporated in the Shanghai Free Trade Zone as well as its onshore LP investments

OTHER INFORMATION

Ms. Yin has represented a wide range of private equity funds including KKR, TPG, Sequoia, Temasek, CDH, Boyu Capital and Welkin Capital in their investments and exit projects. In the TMT sector, she has assisted multiple leading players such as Alibaba Focus Media, Ant Financial, CMC Incorporation and Tongcheng Tourism in their strategic acquisition and investment transactions. And, with her expertise in fund formation and employee incentive structuring, she is also uniquely positioned to consult on complex deal structuring. For example, she was the lead counsel on the 2018-2019 VIE restructuring of Alibaba.

Education

- Fudan University School of Law, LL.B.
- New York University, LL.M.

Professional Qualification

- Admitted to practice in the PRC
- Admitted to practice in New York