

NORMAN ZHONG

Partner

Fangda Partners

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PRACTICE AREAS

MR. ZHONG HAS EXTENSIVE EXPERIENCE IN M&A, PRIVATE EQUITY, OUTBOUND INVESTMENT, FOREIGN DIRECT INVESTMENT, FUND FORMATION AND CORPORATE FINANCE

REPRESENTATIVE MATTERS AND CASES

- Represented Boyu Capital in its investment in COFCO Meat, a leading integrated pork company, and other investments
- Represented Boyu Capital and Standard Chartered Private Equity in their investments in and restructuring of Honeymoon Dessert (Manji)
- Represented the investor consortium including Carlyle, FountainVest and Fosun in the going-private and back-door listing of FocusMedia
- Represented an investor consortium led by China Life Private Equity in an approximately US\$500 million Series A financing of Shanghai United Imaging Healthcare, a leading China-based medical imaging device company
- Represented China Life private equity in various funds and downstream direct investments focusing on the healthcare sector
- Representing FFH in its joint acquisition with Bank of China of the village bank portfolio from a major PRC bank and 15 village banks from China Development Bank
- Represented Temasek/FFH in its various joint ventures with Bank of China in the village banking sector, including the formation of BOC Fullerton Community Bank
- Represented Temasek in the US\$230 million pre-IPO lead investment with Citic PE, Kerry and IDG in Vancl, the leading Chinese B2C operators

- Represented Goldman Sachs PIA in its investment in Songhe Liquor and in its various related exit efforts, including its exit from Kouzi Liquor (603589) and its exit from Qianhe Condiment and Food (603027)
- Represented Goldman Sachs PIA in its approximately USD 960 million strategic investment in Taikang Life Insurance Company and more than USD 1 billion sale of Taikang shares to Allianz
- Represented Hillhouse Capital in various investments across multiple sectors including education (Gaodun), consumer (Burton, Loch Lomond and Jiangxiaobai), pharmaceutical (Just Biotherapeutics and Elpiscience), logistics, e-commerce, and office sharing (Mydreamplus)
- Represented LTW Capital in its taking-private of Qihoo 360 and iKang Healthcare
- Represented NewQuest Capital Partners in various secondary acquisitions in China, including the acquisition of two portfolios including Blue Ridge Capital and Kidswant, and in matters related to their portfolio companies (e.g., United Water)
- Represented Oriza Capital and its affiliates in dozens of investments
- Represented RongRui Fund, an affiliate of ICBC International, in its RMB 7.1 billion investment in Meidi Group
- Represented a consortium of investors led by Standard Chartered Private Equity in: (i) their leveraged buyout of Siyanli, a high-end beauty service enterprise, for more than US\$200 million and related acquisition financing; (ii) their trade sale of majority interests in Siyanli to a group of private equity investors and proposed share swap of minority interests in Siyanli to CHJ Jewelry, an A-share listed company; and (iii) trade sale of to a private equity buyer
- Represented the TPG RMB funds in their investment in and exit from the financial services sector and in their investments in the energy and consumer products sectors
- Represented TPG and KKR in their purchase from Morgan Stanley equity interests in CICC, one of China's leading investment banks
- Represented Aupu Group (HKSE: 00477) in its delisting from the Hong Kong Stock Exchange, in its receiving investments from various PE firms, and as issuer's counsel in its listing on the A-share stock exchange (603551)
- Represented Catalent Pharma Solutions, a Blackstone portfolio company, in Catalent's acquisition and restructuring of Zhejiang JYT Bio Technology Ltd. and in its sale of JYT to Aland Nutrition Holding

- Represented Cargotec in its joint venture with Jiangsu Rainbow Heavy Industries Co., Ltd in Jiangsu
- Represented Cargotec (Hiab unit) in its truck crane joint venture with Sinotruk Group
- Represented China Export Bank, JPMorgan, Hainan Airlines, Siemens and other sponsors in their formation of the first Sino-foreign joint venture credit guarantee company, with a registered capital of approximately RMB 5.1 billion
- Represented China Resources Enterprise in its acquisition of Tesco's China business and the subsequent US\$16.2 billion joint venture with Tesco, the largest Sino-foreign joint venture in the China retail sector
- Represented Danaher Corporation in its acquisition of Tianjin Bonna-Agela Technologies Co., Ltd and in its other acquisitions and sales in China
- Represented DürrAG in selling 85% of the shares in the Dürr Ecoclean Group to Shenyang Blue Silver Group (300293) in a material asset reorganization
- Represented GE Power & Water in: (i) the China aspect of its acquisition of Alstom's energy business for an estimated US\$17 billion, including its mandatory tender offer obligation related to WBC, a B-share company listed on the Shenzhen Stock Exchange; and (ii) its RMB 3.383 billion strategic investment in China XD Electric Co., Ltd., one of the first investments in a China-listed company by a Fortune 500 company
- Represented Jin Jiang International in acquisitions of Groupe du Louvre from Starwood Capital for more than €1.2 billion
- Represented Jin Jiang in a proposed acquisition in the global hospitality industry
- Represented Philips (Lighting) in a strategic joint venture project with Shenzhen SED Industry Co Ltd.
- Represented Philips (Consumer Lifestyle) in its acquisition of Povos Electric Appliance
- Represented Siemens in its wind power-related joint ventures with Shanghai Electric
- Represented SK Innovation in its car battery joint venture with Beijing Automotive Group and Beijing Electronics
- Represented Swire Beverage, a subsidiary of Swire Pacific (HKSE: 00019), in: (i) its acquisition of equity interests in the bottling operations from The Coca-Cola Company; (ii) its acquisition through auction of equity interests in the bottling operations from COFCO Coca-Cola Beverages Limited ; and

- (iii) its disposal of equity interests in certain bottling operations to COFCO
- Represented Alibaba in: (i) its RMB 28.23 billion (US\$4.63 billion) purchase of a 19.99% stake in Suning Commerce Group Limited; (ii) Suning Commerce Group Limited's RMB 14 billion (US\$2.28 billion) investment in Alibaba; and (iii) joint venture with Suning
- Represented Alibaba in various cross-border joint venture initiatives, including as its global lead deal counsel in its approximately US\$500 million investment with Tencent and Oriza in China Media Capital as well as in its subsequent investments
- Represented Alibaba in more than 15 investments and joint ventures in the “new retail” sector
- Represented Fliggy, an affiliate of Alibaba, in its joint venture with Marriott
- Represented the largest US artist and sports agency, Creative Artists Agency, in its investment from and business cooperation with CMC and in its various investments in culture and entertainment businesses
- Represented as global lead deal counsel a Cayman SPV fund sponsored by Envision Group in its leveraged acquisition of AESC, a joint venture between Nissan Motor Company and NEC, and in its simultaneous acquisition of NECED from NEC, and represented the resulting joint venture between the buyer and Nissan in a transaction valued at more than US\$1 billion
- Represented as global lead deal counsel Envision AESC and Envision Digital in their various rounds of financings

OTHER INFORMATION

Education

- Columbia University School of Law, JD
- Fudan University School of Law, LLM
- University of International Business & Economics, LLB

Professional Qualification

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

Professional Background

Norman has extensive experience in fund formation and was the main coordinator for a Shanghai-based fund practice. Fund clients include TPG, AMP, Darby Private

Equity, Fosun, Golden Brick Capital, Guohe, Guosheng and CLSA, ICBCI, Oriza, VKC, and Yunfeng.

Norman worked with the firm's Shanghai office before going to Columbia University. After his studies Norman worked as an associate in the M&A and Corporate Finance departments of Sullivan & Cromwell and Skadden Arps (both in New York). Norman rejoined Fangda Partners as counsel in 2009.

After becoming a partner, Norman was the hiring partner mainly responsible for hiring in the Shanghai and Hong Kong offices from 2012 to 2018. Norman is currently the head of the firm's General Industries Group, with around 90 fee earners.

Norman has been recognized as a Leading Lawyer in China in Mergers & Acquisitions and Private Equity/Venture Capital by the IFLR1000 - The Guide to the World's Leading Financial Law Firms for every year since 2011 and in Mergers & Acquisitions by Chambers for every year since 2017. Norman also authored the China chapter of the 10th edition of the Mergers & Acquisitions Review.