

## RAYMOND CHAN

Partner

Fangda Partners

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### PRACTICE AREAS

MR. CHAN IS A PARTNER BASED IN THE HONG KONG OFFICE. MR. CHAN HAS EXTENSIVE EXPERIENCE IN CROSS-BORDER M&A, PRIVATE EQUITY AND VENTURE CAPITAL TRANSACTIONS.

### REPRESENTATIVE MATTERS AND CASES

- Acted for Alibaba Group Holding Limited (NYSE BABA; SEHK 9988) in its RMB 15 billion strategic investment in Focus Media Information Technology Co. Ltd (SZSE 002027), one of the largest digital advertising agencies in China and a pioneer in elevator media
- Acted for a consortium of investors formed by the CEO of Clear Media Limited, Ant Financial, JCDecaux and China Wealth Growth Fund III L.P. in a HK\$3.857 million voluntary conditional cash offer to acquire all of the shares in Clear Media Limited (SEHK 100), the largest operator of bus shelter advertising panels in China
- Acted for PAG in its acquisition of the controlling stake in Zhenai.com, the largest online matchmaking and dating services provider in China
- Acted for Alibaba Pictures Group Limited (SEHK 1060) in its RMB 1 billion subscription of convertible and exchangeable bonds in Dadi Cinema, the second largest theatre chain in China and a subsidiary of Nan Hai Corporation Limited (SEHK 0680)
- Acted for Alibaba Group Holding Limited (NYSE BABA; SEHK 9988) in its RMB 1.6 billion strategic investment in the automotive aftermarket space by setting up a joint venture company with Jiangsu Carzone Autoparts Co., Ltd., a leading autoparts supply chain service provider, Qiche Chaoren, a leading automotive maintenance platform wholly owned by Zhejiang Jingu Co Ltd (SZSE 002027), and other financial investors such as Warburg Pincus,

#### Yunfeng Capital and PAG

- Acted for Manulife in its pre-IPO investment in a leading online medical platform in China
- Acted for Gaw Capital in its joint venture with China SCE Property Holdings Ltd (SEHK 1966) to establish a long-term rental apartment investment platform in China with an initial commitment of US\$800 million
- Acted for Alibaba Hong Kong Entrepreneurs Fund in its joint venture with Sensetime and the Hong Kong Science and Technology Park to set up the HKAI Lab, a platform focused on empowering startups in Hong Kong to develop and commercialise their AI inventions and technologies
- Acted for Philips in its disposal of a water purifier business in Greater China to Deerma, a leading household appliance brand in China
- Acted for Goldman Sachs in its pre-IPO investment in two PRC-focused real estate developers and in the subsequent restructure of and exit from the investments
- Acted for Och-Ziff in various potential pre-IPO investments, including in a PRC-focused real estate developer and a solar technology company
- Acted for Standard Chartered Private Equity in its pre-IPO investment in Yuanda China Holdings, a high-end building materials company now listed on the Hong Kong Stock Exchange
- Acted for BBT (幫幫兔) in its joint venture with SF Express to set up a last mile delivery service platform in Hong Kong
- Advised DDC Enterprise Limited, operator of the culinary website DayDayCook, in its Series A and Series A-1 funding rounds, including by Gobi Ventures as manager of the Alibaba Entrepreneurs Fund
- Acted for RRJ Capital in its pre-IPO investments in three PRC-focused entities: manufacturer of smart credit/debit cards; China franchise of an international hotel chain; and manufacturer of fruit drink and tea beverages
- Acted for CITIC Securities International in advising its client in the potential structured stake accumulation in a Malaysian listed company and on its investment and pre-agreed exit options in relation to a PRC financial services company
- Advised Mindray Medical in its post-privatisation restructuring and proposed relisting in China
- Acted for The Royal Bank of Scotland in the disposal of its banking interests in Asia
- Acted for KPMG, as liquidators of Lehman Brothers, in the management of various portfolio investments

- Acted for a consortium of investors, including Och-Ziff, Forum Partners and Highbridge Capital in the restructure of its investment in China New Town Development, a company dual listed on the Hong Kong Stock Exchange and the Singapore Stock Exchange
- Acted for the shareholders of Lloyd George Investment Management Limited in its sale to Bank of Montreal
- Acted for the shareholders of Josco Holdings, a Hong Kong-based manufacturer of food packaging supplies, in its sale to Huhtamaki Oyj, the Finnish-listed global packaging corporation
- Acted for Citi in the sale of its interest in Xihuan Plaza, Beijing, via the sale of a wholly-owned Hong Kong holding company
- Acted for Morgan Stanley Asia in the potential acquisition of two PRC focused mining entities
- Acted for Meyer Bergman in its acquisition of the Whiteleys shopping centre in Bayswater, London
- Advised China Resources Land on its proposed joint venture with an international sovereign wealth fund to establish a US \$2 billion China-focused real estate investment platform
- Advised IDI Gazeley, a subsidiary of the Brookfield Property Group on its proposed joint venture with Zeny Supply Chain, a member of the Legend Holdings group, to design and construct a built-to-spec logistics hub for a retailer in China
- Acted for Citi in its negotiations with developers to construct and lease to Citi its future regional headquarters in two South East Asian hubs
- Acting for Hong Kong Land in its development of a prime commercial site in Wangfujing, Beijing
- Advised Shenzhen Energy Corporation in its proposed construction and operation of a hydropower plant in a developing country in South East Asia
- Acted for a PRC-based investor in the establishment of a joint venture with one of the largest LNG suppliers in the world and a Russian-backed commodities trading conglomerate in order to explore opportunities to market and sell Russian-extracted LNG to Chinese purchasers
- Acted for China Merchants Holdings in its joint venture to build and operate certain infrastructure assets in the Republic of Djibouti

## **OTHER INFORMATION**

### **Education**

- University of Sydney, Sydney, Australia, Masters of Law
- University of Sydney, Sydney, Australia, LL.B (Honors)
- University of Sydney, Sydney, Australia, Bachelor of Commerce

### **Professional Qualification**

- Admitted to practice in New South Wales (Australia)
- Admitted to practice in Hong Kong SAR

### **Work Language**

- Mandarin
- Cantonese
- English

### **Professional Background**

Before joining Fangda Partners, Mr. Chan worked at several leading international law firms, including Linklaters, Berwin Leighton Paisner (HK) LLP and Deacons Australia (now Norton Rose Fulbright Australia).