

## DENELLE LU

Counsel

Fangda Partners

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### PRACTICE AREAS

MS. LU SPECIALIZES IN VENTURE CAPITAL INVESTMENT, PRIVATE EQUITY INVESTMENT AND M&A, PARTICULARLY IN THE TECHNOLOGY, MEDIA AND TELECOM (TMT) INDUSTRY.

### REPRESENTATIVE MATTERS AND CASES

PE, VC, strategic investment, and M&A

- Represented Sequoia Capital in its investments in AI, self-driving technology, an online labor app, and new-sales and logistic portfolio companies, including Xingsheng Youxuan, Boss Zhipin, Kayou, Plus AI, Woqu and Foodism
- Represented Matrix Partners China in its investments in TMT portfolio companies as well as medical and surgical companies, including Umer, Zhaoyang, Excell, Ronovo and Yanqu
- Represented SIG Capital in its investments in 91health, Webull, Alltech Medical and other companies
- Represented Boyu Capital in its investments in NetEase Music and Yuanfudao
- Represented Hillhouse Capital in its USD 50 million investment in Mydreamplus Group
- Represented Alibaba, Ant Financial, and Local Services (Ele.me and Koubei) with its affiliate in their investments in bilibili, Xiaohongshu, Zstack and Renliwo
- Represented Alibaba in its investment and acquisition of equity in Easy Home and Sun Art Retail Group
- Represented Ele.me in its acquisition of Baidu Waimai

- Represented AstraZeneca-CICC fund in its investment in Deepwise and other companies focusing on medical technology
- Represented Ctrip in its red-chip restructuring and offshore financing
- Represented Hopu Capital and other investors in their investment in SenseTime
- Represented Fountainvest in its exit from Peace Bird (603877.SH)
- Represented Swire Beverage in its acquisition of equity in bottling operations from Coca-Cola
- Represented Starbucks in its acquisition of the remaining shares in East China JV to operate all of stores in mainland China

#### Capital markets and general corporate

- Represented Budweiser in its public offering on the Hong Kong Stock Exchange
- Represented Alibaba in its public offering on the Hong Kong Stock Exchange
- Represented JP Morgan, Goldman Sachs, Bank of America, and Morgan Stanley as underwriters' counsel in multiple overseas listings
- Represented JOYY as its PRC counsel in its 20-F annual report, restructuring, and red-chip reorganization
- Acted for companies in a variety of industries on global acquisitions, foreign exchange, FDI, ESOP and general corporate matters

## OTHER INFORMATION

### Education

- New York University, LL.M. (2016)
- East China University of Political Science and Law, LL.B. (2015)

### Professional Qualification

- Admitted to practice in the PRC

### Professional Background

Ms. Lu joined Fangda Partners in September 2016.