



JOELLE LAU

PARTNER-IN-CHARGE, HONG KONG

M&A
Private Equity
Capital Markets
Equity Offerings

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Joelle has more than 15 years of experience in advising on M&A transactions, private equity transactions, corporate finance transactions and legal compliance of Hong Kong listed companies. She has previously practiced in Singapore and New York. Joelle's extensive experience includes:

- Advising Chengdu Kanghong Pharmaceutical Group Co., Ltd., a pharmaceutical company listed on the Shenzhen stock exchange, on its investment and acquisition of IOptima Ltd., an Israeli medical device developer for the surgical treatment of glaucoma
- Advising AGIC Capital, as part of the investment consortium including China National Chemical Corporation and GUOXIN International Investment Corporation, in the €925 million acquisition of KraussMaffei Group from Onex Corporation
- Advising Asia-Germany Industrial Promotion Limited on the acquisition of a U.S. and Slovenia based developer of high-tech laser systems and components
- Advising Asia-Germany Industrial Promotion Limited on the acquisition of Gimatic S.r.l. in Italy and consortium set-up
- Advising AGIC Capital in its acquisition of The Ritedose Corporation
- Advising New Hope Group in its overseas investments
- Advising Barco NV in connection with its agreement to enter into a strategic joint venture with China Film Co. Ltd., Appotronics and CITICPE
- Advising Randstad Holding, in connection with the sale of the Asia Pacific business of its subsidiary, Monster Worldwide Inc., a global leader in connecting people and jobs, to Quess Corp Limited
- Advising Automated Systems Holdings Limited (Stock code: 00771.HK) on its acquisition of Grid Dynamics International, Inc. by way of merger and its financing
- Advising Cardinal Health on the acquisition of Medtronic's Patient Care, Deep Vein Thrombosis and Nutritional Insufficiency businesses for \$6.1 billion in cash
- Advising Fung Teng Enterprises on the acquisition of a controlling interest and consequential general offer for the remaining interest of China Baofeng (International) Limited (Stock code: 3966.HK)
- Advising Foxconn (Far East) on the acquisition of a controlling interest and consequential general offer for the remaining interest of CircuTech Holdings Limited (Stock code: 8051.HK)
- Advising a Zhongshan-based manufacturer in the sale of its assets relating to the manufacturing and sale of cosmetics, laundry products and other personal care products to WiPro
- Advising Chengdu Kanghong (an A share listed company) in its proposed investment in a U.S. based healthcare company
- Advising on the co-investment by an Asian-European private equity fund in a German manufacturer of machinery and systems for producing and processing plastics and rubber for a total consideration of EUR925 million
- Advising Hopefluent Group on its establishment of a joint venture with SouFun Holdings
- Advising a private equity fund headquartered in Singapore on a pre-IPO investment into a leading wig manufacturer based in Hong Kong
- Advising the Carlyle Group on its series of disposal of shares in China Pacific Insurance (Group) Co
- Advising ING N.V. in the completion of the sale of its insurance business in Malaysia to the AIA Group
- Advising the joint placing agents on Jiangnan Group Limited's top-up placing
- Advising a leading large-scale Chinese kids' clothing manufacturer on its pre-IPO investment by a leading China-focused private equity fund
- Advising DBS Bank and Temasek in their consortium bids (and subsequent acquisition) for a leading Thai bank and two of the top 5 Indonesian banks

LANGUAGES

English, Mandarin, and Cantonese

EDUCATION

National University of Singapore (LL.B. Hons. 2000)

BAR ADMISSIONS

New York (USA), England & Wales, Singapore, and Hong Kong

- Advising DBS Bank in its proposed bid for a minority stake in Guangdong Development Bank
- Advising Singapore Power in the sale of its joint venture interests in a power station located in Indonesia to Asia Pulp and Paper
- Advising on the acquisition of a 75% stake in Internazionale Milano
- Advising a leading China-focused private equity fund on a proposed rights issue by a Chinese property conglomerate
- Advising the Hong Kong subsidiary of a PRC state-owned energy and resources enterprise in resolving a shareholder dispute with the minority shareholder of a Hong Kong joint venture company
- Assisting a leading Singaporean bank in its bids for minority shares in a Chinese provincial level bank, two leading Indonesian banks and a leading Thai bank
- Cooperating with private equities (Hopu Investment, New Horizon and Ascendas Fund Management) and sovereign funds (CIC, Temasek) in downstream investments
- Assisting Danone in the sale of its frozen dim sum business in China

Joelle has broad transaction experience with respect to REITs and private equity funds in New York, Hong Kong and Singapore. Her highlighted experience advising on fund formation and limited partnership investment includes the formation of an Industry 4.0 fund in Cayman Islands, advising JP Morgan Asset Management on the formation of its first Asian infrastructure fund, advising an Australian conglomerate on an anchor investment in a private equity fund of SkyBridge Capital, and providing legal counseling for APG, Ontario Teachers' Pension Plan, NUS Endowment Fund and Henderson Global Investors in connection with the limited partnership investment.

In addition, Joelle also has extensive experience in advising Hong Kong listed companies on post-listing matters including acquisition transactions and on-going compliance matters. These companies include Hanhua Financial Holding Co., Ltd., China Baofeng (International) Limited (formerly known as "Mastercraft International Holdings Limited"), CircuTech International Holdings Limited (formerly known as "TeleEye Holdings Limited"), Bank of China Limited, Clear Media Limited, Shanghai Electric Group Company Limited, Alibaba.com Limited and CapitaMalls Asia Limited.

Highlights of Joelle's equity market experience include:

- Advising the underwriters, led by CITIC CLSA, China International Capital Corporation (CICC), Goldman Sachs and Agricultural Bank of China International, on the US\$1.7 billion initial public offering of China Zheshang Bank Co., Ltd. on the Main Board of the Hong Kong Stock Exchange and concurrent Rule 144A and Regulation S offerings
- Advising the underwriters on the initial public offering of the China inbound subsidiary of a Japan listed company in Hong Kong
- Advising a leading wig manufacturer in its initial public offering in Hong Kong
- Advising Tsaker Chemical Group Limited in its initial public offering in Hong Kong
- Advising the sponsors and underwriters on the initial public offering of Hanhua Financial Holding Co., Ltd.
- Advising the sponsors and underwriters on the proposed initial public offering of the largest Guangzhou privately owned real estate development group on the Main Board of the Hong Kong Stock Exchange
- Advising on the proposed listing of a Fujian real estate developer (ranked amongst the top 25 in the PRC) on the Main Board of the Hong Kong Stock Exchange
- Advising the sponsor and the underwriters on the proposed initial public offering of H shares of a state-owned small loan and guarantee financial holding conglomerate based in Shenzhen
- Advising Hong Kong's second RMB REIT fund on its proposed IPO in Hong Kong
- Advising the international underwriting syndicate on the proposed listing of a RMB REIT fund in Hong Kong
- Advising CapitaMalls Asia Limited on its secondary listing on the main board of the Hong Kong Stock Exchange
- Advising on Hutchison Whampoa's US\$5.8 billion spin-off of its port business in South China by way of commercial trust and follow-on listing in Singapore
- Advising Willas-Array Electronics (Holdings) Limited on its dual primary listing on the main board of the Hong Kong Stock Exchange
- Advising on the listings of FORTUNE REIT, CapitaLand Mall Trust and A-REIT in Singapore
- US\$22.1 billion IPO of the Agricultural Bank of China Limited where she advised the international underwriters on the Rule 144A/Reg S aspects of the international offering
- Advising Alibaba.com Limited on its IPO in Hong Kong in 2007
- China Communications Services Corporation Limited's IPO on the Hong Kong Stock Exchange
- Shanghai Electric Group Company Limited's IPO on the Hong Kong Stock Exchange