



# CORPORATE FINANCE IN ASIA

An overview of our practice



EVERYTHING MATTERS



We understand the complexities associated with project managing cross-border transactions. We provide an experienced and integrated service to companies in Asia seeking to list on international markets and to the intermediaries that advise them.

### GLOBAL STRENGTH, LOCAL KNOW-HOW

DLA Piper has one of the largest capital markets practices in the world, with more than 600 capital markets-focused lawyers across Asia, Europe and the US. Since 2005, we have helped clients raise more than US\$20.2 billion in more than 148 public offerings worldwide.

Our offices in Bangkok, Beijing, Hong Kong, Shanghai, Singapore and Tokyo are part of a global capital markets practice that spans more than 65 offices. Our team has advised on listings on the HKSE, London main market and AIM, NASDAQ, NYSE, Tokyo and Singapore Stock Exchanges, and the majority of these transactions were multijurisdictional in nature.

Our regional coverage enables us to deliver seamless strategic advice for our clients' corporate finance activities in Asia, wherever they operate. Our clients include local, regional and international financial institutions, investment banks, corporations, issuers, underwriters and other intermediaries in both the public and private sectors. Our experience covers a broad range of industry sectors.

### EXPERIENCED ADVISERS

#### Asia

Members of our Corporate Finance team in Asia have advised on some of the largest corporate finance deals in Asia over recent years. With regional capacity of more than 30 locally and internationally qualified lawyers, we can - and do - also draw on resources from multiple offices.

Over 80 percent of our lawyers in Asia are of local origin. This means they understand the legal, regulatory and cultural nuances of doing business in Asia. Members of our Hong Kong team have held positions with the Hong Kong Securities and Futures Commission and other governmental departments in the People's Republic of China (PRC). We understand the issues facing PRC and other Asia-based enterprises in the process of offshore listings.

In addition to English, our lawyers speak a wide range of Asian languages such as Mandarin, Japanese, Korean, Thai, Vietnamese. They also speak a range of regional dialects such as Cantonese, Shanghainese and Taiwanese.

#### UK

Our UK capital markets practice comprises 17 partners who have together advised on more than 60 AIM IPOs since January 2004. No law firm has acted for more AIM companies than we have, and Chambers ranked us in the top tier of its Best of the UK – AIM table in 2008.

#### US

We have one of the leading capital markets practices in the US, acting for issuers and underwriters in public equity and debt transactions, including IPOs and follow-on equity transactions, investment grade and high yield debt, Rule 144A offerings, PIPES and other private placements.

As well as our leading capital markets lawyers in New York, Silicon Valley and elsewhere throughout the US, we have more than 20 US qualified lawyers in Beijing, Hong Kong, Shanghai, Singapore and Tokyo.

## OUR SERVICES

Our lawyers in Asia, Europe and the US regularly advise issuers and underwriters on:

- Initial public offerings (IPOs) and secondary offerings of debt and equity on the Hong Kong Stock Exchange, AIM, NASDAQ and the main market of the London Stock Exchange
- Variant IPOs, including fast-track, dual-track, step-up and accelerated IPOs, and also IPOs of investment entities including special purpose acquisition companies (SPACS)
- Public takeovers, both recommended and hostile
- IPO restructuring, including IPO-conditional schemes of arrangement

Our public market know-how also includes mergers and acquisitions, joint ventures for public companies and regulatory guidance in all aspects of the securities industry. We offer companies tailored guidance on corporate governance strategy and compliance to enhance their business effectiveness, manage regulatory risk and maximise the benefits of accessing the public equity markets.

## WE ALSO ADVISE ON:

- Mergers and acquisitions: representing strategic and financial investors in their M&A activities in China and globally, including many companies, both international and domestic
- Regulatory and compliance: advising management, boards, board committees, audit committees and individual executive officers and directors on compliance with local and international securities laws and regulations
- Private equity: providing legal services to leading private equity firms, venture capital investors, underwriters and financiers across the full range of private equity transactions, such as asset and company acquisitions, early and expansion-stage venture capital investment in both emerging and mature industries, and exits via IPOs, trade sales, private placements etc
- Reorganizations: companies may be motivated to reorganize their worldwide tax and legal structure for a variety of reasons, and our corporate and tax lawyers work together to assist multinational enterprises in structuring and restructuring their domestic and international transactions and operations

## MARKET RECOGNITION

Our industry leadership in this area is evidenced by the following industry recognition in Asia and internationally:

- Recognised by Legal 500 (2009–2010 edition) as a leading firm in the area of Corporate M&A in China, Hong Kong, Japan, Singapore, Thailand, Korea and Vietnam
- Won “International Law Firm of the Year” at the ILO Client Choice Awards 2010
- Winner of “Best Corporate Practice Law Firm” title at the Corporate Governance Asia Recognition Award by *Corporate Governance Asia* magazine in recognition of our significant and committed practice in the region. (2006–2010)
- Won “China CFO most trusted Law Firms” title at the 2009 China CFO’s Trusty 100 Awards, held by CFO World magazine
- Winner of the “M&A Deal of the Year” Award at the ALB Hong Kong Law Awards 2009
- Winner of “2009 Asia Pacific M&A Law Firm of the Year”, “2009 Asia Pacific Energy Sector Deal of the Year” and “2008 Deal Achievement Award of the Year” by The M&A Atlas Awards
- Won Asian Counsel “Asia Deals of the Year” Awards 2009
- Ranked first in Asia Pacific by *M&A Asia* in its year end Legal Advisor League Tables for completed deals with targets in Asia Pacific (2008)

## OUR TEAM IN ASIA

For further information about our corporate finance services in Asia, please contact a member of our regional team below:

### HONG KONG

#### Mabel Lui

Partner

T +852 2103 0888

mabel.lui@dlapiper.com

#### Stephen Peepels

Partner

T +852 2103 0808

stephen.peepels@dlapiper.com

#### Esther Leung

Partner

T +852 2103 0570

esther.leung@dlapiper.com

#### Jeffrey Mak

Partner

T +852 2103 0793

jeffrey.mak@dlapiper.com

### BEIJING

#### Dr Liu Wei

Partner

T +8610 6561 1788 ext 806

wei.liu@dlapiper.com

#### Steven Liu

Partner

T +8610 6561 1788 ext 889

steven.liu@dlapiper.com

### SHANGHAI

#### Roy Chan

Partner

T +86 21 5037 2726

roy.chan@dlapiper.com

### SINGAPORE

#### Sheela Moorthy

Partner

T +65 6512 9553

sheela.moorthy@dlapiper.com

### TOKYO

#### Koji Ishikawa

Partner

T +813 4550 2825

koji.ishikawa@dlapiper.com

### KOREA

#### Jae Chul Lee

Partner

T +852 2103 0855

jc.lee@dlapiper.com

### UK

#### Alex Tamlyn

Partner

T +44 (0) 20 7796 6185

alex.tamlyn@dlapiper.com

### US

#### Matt Adler

Partner

T +1 206 839 4816

matt.adler@dlapiper.com

[www.dlapiper.com](http://www.dlapiper.com)

In the People's Republic of China, we are restricted for regulatory reasons (as are most international law firms) from practising local law. This means we work with local law firms if a matter needs advice on local law (eg the production of local law legal opinions).

In Singapore, we are restricted for regulatory reasons (as are most international/foreign registered law firms) from practising local law. This means that if a matter needs advice on any Singapore law issues we will arrange for this advice to be provided and issued by a separate local law firm.

DLA Piper is a global law firm operating through various separate and distinct legal entities.

Further details of these entities can be found at [www.dlapiper.com](http://www.dlapiper.com) | HK switchboard +852 2103 0808

Copyright © 2011 DLA Piper. All rights reserved. | MAR11 | 2017189