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City: Beijing

Practices: Mergers & Acquisitions, Private Equity, Foreign Direct Investment

Basic Information

Ms. Lu is a partner based in the Beijing office. Ms. Lu's practice focuses on cross-border M&A, private equity and foreign direct investment transactions. She has extensive experience in advising Chinese companies in their overseas investments, in particular in the U.S., EU, East Africa, Central and Southeast Asia, as well as multinational corporations in their investments in China.

Professional History

Prior to joining Haiwen in 2015, Ms. Lu worked at Cleary Gottlieb Steen & Hamilton for about eight years.

Experience Highlights

Ms. Lu's experience includes:

Represented the buyer consortium or the special committee in the going-private transactions of Isoftstone, Pactera, Trunkbow, Simcere, Syswin, Yucheng Technologies and FunTalk;

Represented a leading Chinese mining company in its \$3 billion investment in Tanzania to implement an integrated coal mine and power plant project and an integrated iron ore mine and steel mill project, through a joint venture with Tanzania's National Development Corporation, which represents the single largest foreign investment project ever in East Africa;

Represented a leading Chinese mining company in its proposed \$250 million acquisition of a controlling stake in the largest lead-zinc mining company in the Republic of Kazakhstan;

Represented a central SOE in its proposed acquisition of a German company listed on the Frankfurt Exchange;

Represented a central SOE in a proposed investment in a Russia-based railcar leasing company;

Represented a PE investor in a proposed investment in a Belgium-based developer and manufacturer of clean powertrain technologies and products;

Represented PE investor in a proposed acquisition of a UK-based potato crisps and other snack food manufacturer;

Represented PE investor in a proposed acquisition of a controlling interest in a Luxembourg-based logistics and materials handling solutions company;

Represented Citigroup as solicitation agent in connection with the consent solicitation by Nexen and offer of guarantees by CNOOC;

Represented a Chinese state-owned steel manufacturer in its proposed Regulation S high-yield notes offering, the proceeds of which were intended to be used to finance the development of certain iron ore mining assets in Australia;

Represented Reliance Power Limited in its \$2.9 billion initial public offering on the Bombay Stock Exchange, with Rule 144A/Regulation S tranches, which represented the then largest IPO ever in India;

Represented PETRONAS in its \$3 billion Rule 144A/Regulation S notes offering and concurrent \$1.5 billion Rule 144A/Regulation S offering of Sharia-compliant trust certificates (Sukuk);

Represented the underwriters led by JP Morgan and ING in the Regulation S offering of US\$250 million senior notes, with a SGX-ST listing, by Indo Integrated Energy, a financing subsidiary of a leading Indonesian energy conglomerate;

Represented McDonald's Corporation in its RMB200 million "dim sum bond" offering, the first offshore RMB bond offering by a foreign nonfinancial company;

Represented Bank of America in the sale of approximately 10.34 billion H shares of China Construction Bank for an aggregate price of approximately US\$6.6 billion, through privately negotiated sales to several international institutional investors, and the sale of its shares in CCB Leasing, a joint venture company of Bank of America and China Construction Bank, to China Construction Bank.

Education

Ms. Lu received a joint degree of bachelor of laws and bachelor of economics from Peking University in 1999 and a J.D. degree from Cornell Law School in 2005. Ms. Lu is a member of the bar in New York and Hong Kong.

Language

Her native language is Mandarin Chinese and she is fluent in English.