

## LAN, Jie 蓝洁



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City : Beijing

Practices : Capital Markets, Mergers & Acquisitions, Foreign  
Direct Investment, General Corporate Practice

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### Basic Information

Ms. Lan is a partner at Haiwen & Partners. Ms. Lan has over 20 years of legal experiences, and has widely been regarded by the clients and industry as an expert in the capital markets, M&A, FDI and general corporate areas.

### Professional History

Ms. Lan joined Haiwen in 2009 as partner. Before joining Haiwen, Ms. Lan was a counsel at Freshfields Bruckhaus Deringer, a magic circle firm, where she worked for more than five years in its Hong Kong and Beijing offices. Prior to that, she worked at Cravath, Swaine & Moore, a leading US law firm in its New York and Hong Kong offices for three years. Ms. Lan is a member of the New York State Bar Association and a qualified PRC practicing lawyer.

### Experience Highlights

In the area of capital markets transactions, Ms Lan's recent experience includes advising: Syngenta Group in connection with its initial public offering of shares and listing on the STAR Board of China; Hong Kong Broadband Network, Samsonite, Fast Retailing (the parent company of Uniqlo) and China Gold International Resources in connection with their initial public offering of shares and listing on the HKEX; the underwriters in connection with the IPO and listing on HKEX by Yidu Tech, Topsports; the underwriters in the H share IPOs by China Re, Bank of Jinzhou and Bank of Qingdao; the underwriters in connection with the IPO and listing on NASDAQ by Bona Film Group and on NYSE by BEST Logistics; BMW Automotive Finance (China) Co., Ltd. in its issuance of financial bonds in China's interbank market, etc.

In the area of M&A transactions, Ms Lan's recent experience includes advising: HSBC in connection with its establishment of a foreign controlled securities joint venture, the first of its kind in China, with Shenzhen Qianhai government in Shenzhen; Recruit Holdings Co., Ltd. as the largest shareholder in its participation in the privatization of

51job.com; Hang Seng Bank in connection with its establishment of a foreign controlled joint venture of public fund manager with Shenzhen Qianhai government in Shenzhen; Diageo in connection with its voluntary general tender offer for shares in Sichuan Shuijingfang Company; Deutsche Bank in connection with its sale of shares in Huaxia Bank to PICC; HSBC in connection with its sale of shares in PingAn; Standard Chartered Bank in its equity investment in NCI; Hillhouse in its various private equity investments and participation in reorganization of red-chip companies; CITICPE in connections with its equity investments in Didi and BEST Logistics, and its acquisition of Tiandi Huayu Logistics from TNT; Geely in connection with its acquisition of Volvo; Henry Schein, a worldwide distributor of medical equipment and devices incorporated in the United States, in connection with its foreign direct investment activities in China; Diageo in connection with its acquisition of additional equity interest of Sichuan Chengdu Quanxing Group and the subsequent mandatory tender offer for shares in Sichuan Shuijingfang Company; Hebei Iron & Steel Group in connection with its purchase of shares from Canadian listing company Alderon Iron Ore; China National Travel Service (HK) Group Corporation, in connection with its various acquisitions and restructurings; Baidu in connection with its acquisition of shares in Qunar Cayman Islands; China Gold International Resources in connection with its offering of shares and listing on the Hong Kong Stock Exchange and acquisition of Skyland Mining; United Information Technology in connection with its Series D preferred shares financing, in which Intel Capital Corporation is the investor, etc.

## **Accolades**

Ms. Lan was awarded the "Top 15 Female Lawyers in China" by ALB under Thomson Reuters in 2019 for her outstanding performance and good reputation, and the project that she advised on, Diageo's acquisition of Sichuan Shuijingfang Company, won "the Best M&A Deal of 2019" by the China Law & Practice Awards and the International Financial Law Review (IFLR) Awards.

## **Education**

Ms. Lan received her Bachelor's degree and a Master's degree in law from the Law School of Peking University in 1994 and 1997, respectively. She then went on to receive her LLM degree from New York University School of Law in 1999.

## **Language**

Ms. Lan is a native Mandarin speaker and is fluent in English.