

## ZHANG, Juan 张娟



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City : Beijing

Practices : Mergers & Acquisitions, Private Equity, Fund Formation

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### Basic Information

Ms. Zhang is a partner of Haiwen & Partners. Ms. Zhang has over 15 years of legal experiences, and has widely been regarded by the clients and industry as expert in the areas of PE investment, M&A, fund formation and capital market.

### Professional History

Ms. Zhang joined Haiwen in 2006 and was promoted as a partner in 2015.

### Experience Highlights

In the area of PE investment and M&A transactions, Ms. Zhang has extensively represented international financial institutions, multinational corporations and international private equity firms, as well as large Chinese enterprises, including both SOEs and non-SOEs, in connection with multiple types of transactions. Ms. Zhang's clients include Hillhouse Capital, Universal Studio, CICC, Temasek, Alibaba Group, Tencent, Baidu, etc. In the area of PE investment and M&A transactions, Ms. Zhang's recent representative transactions include: representing Cowell Health in connection with its acquisition of several pharmacy retail chains as well as advising on legal matters during their ordinary course of business; representing Universal Studio in connection with its formation of a joint venture company to develop and operate the Universal Beijing Resort; representing Baidu in connection with its strategic investment in Zhihu; representing Alibaba in connection with its strategic investment in 1919 Wines & Spirits (830993), an NEEQ listed company; representing Bain Capital in connection with its acquisition of the English training business of Rise; representing Diageo in connection with its acquisition of the controlling stake in ShuiJingFang (600779.SH), an A-Share listed company, as well as its mandatory tender offer for the shares of ShuiJingFang; representing Sinopec Marketing in connection with its mixed ownership structure reform and introduction of social investors; representing ICBC in connection with its acquisition of 60% equity interests in Standard Bank; representing Best Buy, the largest electronics retailer of the world, in connection with its acquisition of Jiangsu Five Star Appliance; and representing many other domestic

and foreign PE funds and institutions in connection with their multiple investment and M&A transactions within or outside of China.

In the area of fund formation, Ms. Zhang's clients include Hillhouse, CICC, Haixia Assets, V Fund, etc. Her recent representative transactions in this area include: representing the privately-offered securities investment fund managers affiliated to Hillhouse in connection with their fund manager registrations with AMAC; representing Haixia Assets and V Fund in connection with their formation of multiple private investment funds as well as advising on legal matters related to their ordinary course of business, etc.

In the area of capital markets transactions, Ms. Zhang has represented both issuers and underwriters in various IPOs and listings on NYSE, NASDAQ and HKSE. Her representative transactions in this area include the initial public offering of shares of Yincheng Life Service, and Boshiwa, as well as the follow-on public offering of shares of Sinovac, etc.

## **Education**

Ms. Zhang received her LL.B. degree and her Master of Laws degree from Nanjing University and Peking University in 2003 and 2006, respectively.

## **Language**

Ms. Zhang's native language is Mandarin, and she speaks English fluently.