

# XIAO, Junyan 肖骏妍



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City: Shanghai

Practices: Mergers & Acquisitions, Capital Markets, Private Equity, Outbound Investment, Banking & Finance, General Corporate Practice

## Basic Information

Ms. Xiao is a partner of Haiwen & Partners. Ms. Xiao's practice focuses on mergers and acquisitions, capital market transactions, general corporate works and banking and finance.

## Professional History

Ms. Xiao joined Haiwen in 2013.

## Experience Highlights

**Ms. Xiao's has represented many investment funds and large enterprises in private equity transactions, buyouts or establishment of joint ventures.** Ms. Xiao has extensive experience in cross-border transactions, particularly in "One Belt One Road" countries, where she has acted as leading counsel to assist clients with investments and subsequent disposals of equity. Ms. Xiao has liaised with local counsels and negotiated with overseas partners or invested companies. Ms. Xiao' s experience includes advising:

A USD Fund in connection with its various offshore and onshore equity investments and joint venture transactions, including investments in Vietnam, Singapore, India and Canada;

Several Chinese enterprises in connection with their outbound investments in the Middle East, including the structuring of their equity arrangements;

eWTPA Arabia in connection with its investments in Saudi Arabia, including establishment of a joint venture providing cloud service with Alibaba and STC;

China Genetics in connection with its subscription of shares in Youran Dairy, a Hong Kong-listed company;

Vision Plus Capital in connection with its investment in a solar power plant robotics company;

A foreign investor in connection with its investment in Alibaba's local service platform (operating Ele.me and Koubei);

A foreign investor in connection with its investment in Ant Financial in Series C round financing;

Hillhouse in connection with its investments in Xuzhou Construction Machinery Group (XCMG) Information and Hualan Biological Vaccines;

Hillhouse Health in connection with its various onshore investments in retail pharmacies;

eWTP Arabia in connection with its investment in Beijing Rcloud (an instant messaging cloud service provider) in Series D round financing;

Morgan Stanley RMB Fund in connection with its various onshore investment and post-investment restructuring of its portfolio companies;

IDG RMB Fund in connection with its investment in a new energy company;

KK Group, a retail company, in connection with its offshore Series F round financing;

Alibaba in connection with its various investments, including investments in 1KM and Speedy-Buying Holding;

Ant Financial in connection with its various investment, including investments in Sunmi Technology and Xinghaitu (an embodied AI company);

US-China Green Fund in connection with its investment in Corp (a returnable transit packaging company);

Beijing Shougang Fund in connection with its affiliate's investment in Wuxi Apptec;

China Petroleum & Chemical Corporation in connection with its restructuring in China.

**Ms. Xiao's recent experience in the areas of capital market includes advising:**

Guotai Junan Securities (601211.SH / 02611.HK) in connection with its share swap and merger with Haitong Securities (600837.SH/ 06837.HK);

Shoucheng Holdings (00697.HK) in connection with its issuance of Panda bonds;

Guotai Junan Securities (2611.HK) in connection with its private placement of new H-shares (around HKD 3.17 billion);

Guotai Junan Securities (2611.HK) in connection with its H-share IPO and listing on the main board of the Hong Kong Stock Exchange;

Guotai Junan Securities (601211) in connection with its A-share IPO and listing on the main board of Shanghai Stock Exchange;

Guotai Junan Securities in connection with its A-share convertible bonds offering;

Shenyin Wanguo Securities in connection with its merger with Hong Yuan Securities (an A-share listed company) and listing on the main board of Shenzhen Stock Exchange;

The underwriter in connection with the panda bonds offering of Skyworth Digital;

Guotai Junan Securities in connection with its offering of various kinds of bonds and debt instruments.

**For general corporate matters,** Ms. Xiao provides legal advices to Guotai Junan Securities, Beijing Shougang Fund and eWTP Fund. For banking and finance, Ms. Xiao advises Credit Suisse in connection with its various cross border banking and finance transactions, and also advised CITIC PE in connection with the finance for the acquisition of Hangzhou UCO. Ms. Xiao also advised the Hongkong and Shanghai Banking Corporation Limited in connection with its establishment of HSBC Qianhai Securities Co., Ltd, which is the first foreign-controlled securities company.

## **Accolades**

Ms. Xiao was honored with the 2024 "Stellar Accolade" by LegalOne and serves as a legal advisory expert for Shanghai State-owned Capital Investment Fund Management Co., Ltd.

## **Admissions**

Ms. Xiao is qualified to practice law in China and is also admitted to the New York State Bar in the United States.

## **Education**

Ms. Xiao received her LLB from Fudan University in 2012, and her LLM from Vanderbilt University in 2013.

## **Language**

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