

China Inbound – Selected Corporate/M&A Experience

We have worked for a large number of clients across a wide range of industries to support their businesses and operations in China. Our team has extensive experience in the acquisition of shares and assets of both Chinese domestic companies (some of them State-owned enterprises) and foreign-invested enterprises, as well as establishment of joint ventures, both greenfield projects, i.e. establishment of NewCos, and transformation of Chinese domestic companies into Sino-foreign joint ventures as result of the acquisition of shares. Below is an excerpt from our track record.

- **An innovator and provider of optics equipment, technology and solutions headquartered in Germany** | Advice on a series of acquisition projects in China, including acquisition of three domestic manufacturing companies in China; acquisition of a Chinese company and its subsidiaries; and establishment of a joint venture with two Shanghai companies for the production of smart glasses, including complex corporate governance advice
- **An Austrian plant engineering group** | Advice on a series of strategic acquisitions in China, including acquisition of a Chinese electrical equipment company; acquisition of shares in a Chinese provider of technology products and services; acquisition of a business group from a publicly listed company in the US with operations and subsidiaries in the US, UK and China; and acquisition of shares in an Italian target company with a subsidiary in China
- **A German provider of intralogistics solutions and material handling equipment** | Advice on investment in a listed company in China
- **A major German multinational automotive supplier** | Advice on acquisition of assets of a domestic State-owned PRC company Limited by Shares and establishment of a joint venture company, as well as the acquisition of a Chinese State-owned automotive filter manufacturer
- **An international private equity investor** | Advice on acquisition of shares in the Chinese subsidiary of a Spanish manufacturer of rubber and plastic components; acquisition of a business unit of an international machinery and manufacturing group; and establishment and corporate changes of a wholly foreign-owned enterprise
- **A company invested by a German PE fund** | Advice on acquisition of state-owned shares in a Sino-foreign joint venture company **A German investment bank** | Advice on acquisition of shares in a domestic PRC company and establishment of a joint venture company, also advice on acquisition of minority shares in a Chinese electrical and cable supplier
- **A European bank** | Advice on acquisition of shares in a Chinese domestic investment group
- **A German automotive supplier** | Advice on restructuring of a Sino-foreign joint venture and buy-out of the Chinese joint venture partner, which is a State-owned enterprise
- **A high-technology company which offers production solutions in the machine tool, laser and electronics sectors headquartered in Germany** | Advice on acquisition of a Chinese machinery company
- **A multinational electrical and electronic manufacturer** | Advice on acquisition of a Chinese equipment company in Henan Province and establishment of a joint venture

- **A German automotive supplier** | Advice on acquisition of shares in a Chinese start-up company, as well as acquisition of shares in a Chinese company through a capital increase and establishment of a joint venture
- **A mechanical and plant engineering company with extensive expertise in automation and digitalization** | Advice on carve-out of two business units
- **A photonics multinational in Germany** | Advice on acquisition of a Shanghai mechanical and engineering company, as well as acquisition of two Chinese companies in Wuhan, China engaged in the development, manufacture and sale of optical components and instruments
- **A German manufacturer of high-quality industrial glass products** | Advice on acquisition of Chinese domestic companies which operate household related glass business
- **A German manufacturer of solar inverters** | Advice on acquisition of a Chinese domestic new energy company in Suzhou and establishment of a joint venture company
- **A multinational manufacturer and distributor of dental anesthesia products** | Advice on acquisition of a domestic pharmaceutical trading company in China; advice on establishment of a wholly-owned medical device enterprise to produce dental anaesthetics and dental medical devices in China
- **A foreign invested healthcare company** | Advice on acquisition of a local pharmaceutical company
- **A European medical devices company** | Advice on acquisition of shares from the existing shareholders of its joint venture in China
- **A globally active vertical commerce company** | Advice on acquisition of assets from two Chinese e-commerce companies
- **A European luxury leather goods manufacturer** | Advice on acquisition of a Chinese company for providing repair services for luxury leather brands in China
- **A German waste management company** | Advice on establishment of a joint venture in the Shanghai Chemical Industry Park
- **A German producer of sensors and sensor solutions for industrial automation applications** | Advice on establishment of a joint venture for production and service provision in Beijing, China
- **A German robot manufacturer** | Advice on establishment of a joint venture with a Chinese company in Shenzhen
- **A global provider of cleaning technology** | Advice on establishment of two joint venture companies and related asset deals
- **A European medical device company** | Advice on establishment of a joint venture for the development and manufacturing of medical devices in China
- **A medical device company cooperating with hospitals** | Advice on establishment of a joint venture for the manufacturing of eye related devices with a Chinese company, which owns 7 ophthalmology hospitals in the north of China
- **A German medical device company** | Advice on localization of its imported medical devices into domestic medical devices in cooperation with a Chinese company listed in Shenzhen Stock Exchange Market
- **A French private hospital group** | Advice on establishment of a pre and post delivery mother and baby centre with a Chinese Grade 3 Class A Hospital in Shanghai

- **A medical technology company** | Advice on partnership cooperation with a French medical device company and conclusion of a licence and distribution agreement in China and the conclusion of a joint venture agreement with the French company, as well as series of cooperation agreements; also advice on the licence and distribution agreement with the American medical devices company to develop and manufacture of medical devices
- **A company offering expert solutions for advanced medical imaging processing** | Advice on the strategy of localisation of its imported medical devices products in China from the corporate, regulatory and tax perspective. This included advice on establishment of a WFOE
- **A Euronext listed company in textile market** | Advice on establishment and operation of a trading WFOE; advice on liquidation matters in China; also advice on the share transfer agreement and other transactions documents for the share transfer with its Chinese partner
- **A European bakery and mill group** | Advice on establishment and restructuring of a bakery retail chain joint venture in Shanghai
- **A European vacuum pumps manufacturer** | Advice on establishment of a production WFOE in Shanghai
- **A global manufacturer of printing machines and solution provider for the entire printing and publishing industry** | Advice on establishment of a WFOE for software development and e-commerce services in Shenzhen
- **A technology company** | Advice on establishment of a WFOE in China
- **A multinational advertising and public relations company** | Advice on establishment of a service WFOE in China
- **A Swedish bank** | Advice on establishment of a WFOE in Shanghai
- **A European stock exchange** | Advice on the establishment of a representative office in China
- **A German real estate bank** | Advice on the establishment of a consulting company in China
- **A stationery manufacturer** | Advice on its investment in China, including establishment of manufacturing and export processing facilities and domestic contractual relationships with wholesalers and retailers
- **A German wine company** | Advice on establishment of a WFOE for wine trading in China
- **An end-to-end VAT and customs clearing house in Europe** | Advice on establishment of a WFOE in China engaging in e-commerce
- **A German confectionery company** | Advice on setting up its branch in Shanghai and an online store
- **A European dairy company** | Advice on establishment of a branch office in Shanghai
- **A German multinational brewery** | Advice on a series of corporate and commercial issues to support its business in China

The above is only a selection of our experience. Please contact our China Desk team to learn more about our experience in Corporate/M&A and other practice areas.