



Hank H.F. Lo

Partner

Practice Area:

China Practice, Corporate Finance, Corporate Commercial Law, Corporate Services

Hank was admitted to practise as a solicitor in Hong Kong in 1989, in Singapore in 1995 and in England and Wales in 1996. He joined the firm in 1997.

Hank heads the Corporate Finance Practice in the firm. He specializes in capital markets, corporate finance, mergers and acquisitions matters. Hank has significant experience advising issuers, sponsors and underwriters on initial public offerings on both the main and GEM boards of The Stock Exchange of Hong Kong Limited; advising publicly listed companies on a broad range of corporate finance transactions; advising private equity funds, venture capital funds and Hong Kong listed companies on their investments in and exits from companies with an emphasis on China; and providing advice to companies in Greater China on matters including property transactions, foreign investment and initial public offerings.

Legal Specialisations:

Capital Market, Corporate Finance, China Investments, Private Equity and Mergers and Acquisitions Transactions

Mergers and Acquisitions:

- advises private equity funds, venture capital funds, Hong Kong publicly listed companies in their investments and exit from companies with special emphasis in China and including industrial sectors in mining and natural resources; real estate; manufacturing; retail; financial services; education; technology, media telecommunication; medical health care and elderly care services; and logistics
- takeovers of publicly-listed companies both on the main and GEM board of the Hong Kong Stock Exchange

Representative Matters:

- advising an American Taiwanese investment group in late 80's on a landmark office building in Guangzhou, triggering the passing of the first property mortgage legislation in China and paving the way the subsequent rapid development of the real estate sector in China
- advising a leading internet service provider in China in late 90's in a complex corporate reorganization with a view to attracting foreign investments at the time when this industrial sector was very restrictive for foreign investments in China, which resulted in investments by prominent foreign investors and subsequent take-over by a blue-chip IT listed company in Hong Kong. The investment structure was subsequently adopted by most of the China internet companies seeking overseas listing in Hong Kong and Nasdaq
- advising a real estate developer in its initial public offerings in Hong Kong in 2007 with a market capitalization exceeding

USD 1.5B

- advising the no.1 brand tissue paper company in China in its initial public offering in Hong Kong and assisting it to diversify into a full range of personal hygienic products company through a series of mergers and acquisitions, enabling it to achieve a market capitalization of about USD 1.5B within 3 years of its IPO and subsequently to consolidate the business of a fortune 500 operation to become a leading group in the personal hygienic section.
- advising on one of the earliest dim sum bond issue (an enhanced bond with the benefit of an irrevocable standby letter of credit provided by China Development Bank Corporation) by a financial holding company in Qianhai, China for the sum of RMB 1B with over 10 turn over subscription.
- advising on one of the earliest initial public offerings of eldering case business in Hong Kong; participation in the setting up of various elderly case operation in China and establishment of investment funds, specialized in elderly case section;
- advising on various natural resources companies (including gold, rare earth and marble) in their initial publish offerings in stock members Hong Kong, London, Canada and Australia.

Professional Qualifications:

- Solicitor of the High Court of Hong Kong - 1989
- Solicitor of the Supreme Court of Singapore - 1995 (non-practising)
- Solicitor of the Supreme Court of England and Wales - 1996 (non-practising)

Education:

- Faculty of Law, University of Bristol, England (LL.B. (Hons), 1986)
- College of Law, Lancaster Gate, London, England (Law Society Finals, 1987)
- University of East Asia, Macau (Diploma in Chinese Law, 1990)

Language:

English, Cantonese and Mandarin

Seminars / Talks:

- Former lecturer on PRC Laws in Management Executive Diploma Program organised by Chinese University of Hong Kong
- Speaker in a series of law seminars in Suzhou University on introduction to Hong Kong Laws
- Speaker in many PRC law conferences and seminars to Hong Kong professionals on:
 - "Debt Recovery in China"
 - "Enforcement of Security in China"
 - "PRC Retail Joint Venture"
 - "Setting up your Business in Shenzhen"
 - "PRC Tax"
 - "Listing PRC Companies in Hong Kong"
 - "Listing natural resources companies in Hong Kong"
- Speaker in a seminar on New Requirements for Listing and Placing of GEM IPOs organized by The Society of Chinese Accountants & Auditors.



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