

Wang Hongyan from Zhong Lun Law Firm gave a Lecture on “Overseas M&A in the Belt and Road Regions” to International Students

On 20 November 2018, Wang Hongyan (Grace Wang), partner of Zhong Lun Law Firm, gave a lecture on the topic of “Overseas M&A in the Belt and Road Regions” for international students from the School of Law. The lecture was hosted by Ms. Han Ning from the International Students Office. More than 80 international students from different grades participated in the event.



Grace Wang practices in the Hangzhou office of Zhonglun Law Firm. She specializes in the fields of overseas investment and intellectual property, and has undertaken a series of projects on the Belt and Road Initiative and international technology transfer and cross-border licensing to provide legal services for many Chinese companies’ investment and IP projects in Vietnam, South Korea, Bangladesh, Italy, Spain, UK, Israel, Australia and the Netherlands. She is experienced in dealing with legal issues on cross-border technology transfer and intellectual property protection. Her practice business including medical, technology, media, entertainment, environmental protection, energy, clothing, etc.

At the beginning of the lecture, Grace Wang greeted the students with fluent English. In the first part, she gave a brief introduction to the “Belt and Road” project and had a cordial interaction with students from countries along the “Belt and Road” countries such as Laos, Mongolia, Cambodia, Kazakhstan, Uzbekistan and Turkmenistan. Subsequently, Grace Wang introduced some technical terms such as technology, media and communications (TMT), mergers and acquisitions (M&A), overseas direct investment (ODI) and foreign direct investment (FDI), and explained the differences between them. In addition, Grace Wang also introduced the factors that

promote overseas mergers and acquisitions, as well as the current development of China's overseas mergers and acquisitions. In the second part, she gave a detailed explanation on the overseas merger and acquisition procedures, including the selection of target companies, preliminary business negotiations, due diligence and drafting of contracts, negotiation, contract signing, and post-acquisition integration. In the third part, Grace Wang briefly explained the domestic regulatory policy. In the last part, Grace Wang introduced the legal due diligence and pointed out that legal due diligence is the investigation of a series of legal issues such as the legality of the target company or the issuer's subject, the qualifications of the enterprise, assets and liabilities, external guarantees, and major contracts.



During the discussion and exchange session, students actively asked questions. For example, Kazuki Takahashi, a student of Class 18Q from Canada, asked questions about how to do legal due diligence in overseas M&A projects and how to quickly set up a team at the beginning of the project. Grace Wang gave professional and meticulous answers to the questions raised.

Through this lecture, the international students have had a deeper and more comprehensive understanding of the Chinese lawyer industry and overseas M&A procedures. Most of the students who attended the lecture said that they hope to have more opportunities to attend lectures given by experts from different fields. It will help them achieve the academic goal of "combination of theory and practice" and contributes to their future legal career planning.