



Vivian Lam

Partner, Corporate Department
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Vivian Lam is a Partner in the corporate practice of Paul Hastings and is based in the firm's Hong Kong office. Ms. Lam practices primarily in the areas of financing, debt issues, cross border acquisitions and investments, and general corporate restructuring, with a particular focus in advising financial institutions and PRC companies. She has advised on numerous high-profiled and award-winning transactions in China and has a particular strength in, and understanding of, this key market. Ms. Lam is one of the lead pro bono partners for the firm and is active in promoting diversity and gender equality within the firm and the broader community. She also works with organizations like the American Chamber of Commerce and the Women's Foundation, and speaks at various diversity events. Ms. Lam is fluent in English, Cantonese and Mandarin.

Recent Representations

M&A and Investment Funds

- Mapletree China Opportunity Fund II in its divestment of Mapletree Business City Shanghai and VivoCity Shanghai.
- CapitaLand in the formation of a 50:50 joint venture with a third party to acquire approximately 70% of Pufa Tower in Shanghai, China for RMB2,752 million.
- CDH Genetech Limited, part of the CDH Investments group, in its US\$1.4 billion acquisition of all the issued shares of Sirtex Medical Limited, an Australian medical device company, through a Scheme of Arrangement.
- Sino-Ocean Group, we represented Sino-Ocean Group, one of the largest real estate companies in China, in its US\$95 million acquisition of Soho House, a boutique hotel and members' club in Chicago's Fulton Market neighborhood.
- COSCO SHIPPING Holdings Co., Ltd., the largest integrated shipping company in China, in a voluntary general cash offer for all of the issued shares of Orient Overseas (International) Limited, made by the wholly-owned subsidiaries of COSCO SHIPPING Holdings and Shanghai International Port (Group) Co., Ltd. for a total value of up to US\$6.3 billion pursuant to the Hong Kong Takeovers Code. This complex transaction constitutes a very substantial

Hong Kong

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Practice Areas

Alternative Lender and Private
Credit
Corporate
Financial Services Litigation
Real Estate Finance
Real Estate
Asia
Mergers and Acquisitions
Finance
Restructuring
Real Estate Capital Markets
Bank Regulatory
Securities and Capital
Markets

Admissions

Hong Kong Solicitor

Languages

Chinese
Chinese (Cantonese)
Chinese (Mandarin)

Education

The College of Law (The
University of Law), L.P.C.
1989

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University of Oxford, B.A.
1988

acquisition of COSCO SHIPPING Holdings under the Hong Kong Listing Rules and involved global legal issues relating to M&A, anti-trust and competition, and CFIUS. The combination will create one of the largest global container liners in the world.

- CapitaLand in its US\$226 million sale of Innov Tower in Shanghai, China, to AEW Value Investors Asia II, a value-added pan-Asia fund of AEW Capital Management. Innov Tower is a 40,445 square meters en-bloc office building with 23 stories.
- Alpha Investment Partners in its US\$517 million divestment of 80% stake in Sparkle Bright Holdings Limited which owns Life Hub @ Jinqiao, a mixed-use development in Shanghai to Star Champ Development, a subsidiary of Chongbang Group.
- Alpha Asia Macro Trends Fund III, a private fund managed by Alpha Investment Partners, in its formation of a joint venture with Keppel Land China Limited for the US\$525 million acquisition of SOHO Hongkou, a 29-storey office tower with retail space located in Shanghai's North Sichuan Road business hub. Alpha Investment Partners is a Singapore-based premier asset manager and a subsidiary of Keppel Capital.
- Sino-Ocean Land, one of the largest real estate companies in China, in its partnership with Delos, a U.S. wellness real estate and technology firm pioneering WELL building standard, to advance built environment wellness in China.
- AEW Capital Management, one of the largest real estate investment management companies based in the U.S., in the sale of a premium grade commercial building in Shanghai to Ascendas-Singbridge, the Singapore-headquartered developer and fund manager jointly owned by Temasek Holdings and JTC Corporation.
- COSCO Shipping (Hong Kong) Group Limited on its acquisition of 67% of Piraeus Port Authority SA. This marks one of the most high profile Greek privatizations of recent years. This transaction was awarded "Deal of the Year 2016" by China Business Law Journal, as well as being commended as one of the "Most Innovative Deals 2017" by Financial Times Asia-Pacific Innovative Lawyers Report 2017.
- CDH Investments in its US\$900 million sale of shares in WH Group.
- Mapletree Investments Pte Ltd, a leading real estate development, investment and capital management company based in Singapore, in its sale of shopping mall VivoCity in Xi'an to SCPG, a leading shopping mall operator in China backed by Blackstone.
- China Everbright Limited in its US\$120 million disposal of 49% of the share capital of Everbright Securities (International) Limited to Everbright Securities

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Financial Holdings Limited.

- Fujian Grand Chip Investment Fund LP (FGC), through its indirect German subsidiary Grand Chip Investment GmbH (GCI), in its proposed voluntary public takeover offer for the Frankfurt listed chip maker AIXTRON SE. The takeover offer will be for all of AIXTRON's outstanding shares, including shares represented by American depository shares ("ADS"), and values the company at approximately €670 million.
- Evergrande Real Estate Group Limited in its US\$1.6 billion acquisition of Pioneer Time Investment Limited, a company incorporated in the British Virgin Islands with limited liability, from Chinese Estates Holdings Limited. The principal asset of the target is a Grade A office and commercial building in Hong Kong, in the core area between Admiralty and Wan Chai.
- China Orient Summit Capital - an offshore investment management platform established by China Orient Asset Management and China Summit Capital - and KKR, a leading global investment firm, in their co-investment in credit and distressed opportunities in the Chinese market. Paul Hastings advised on setting up the joint venture and the investment platform, and on the subsequent investments. China Orient is one of only four licensed national asset management companies and wholesalers of non-performing loans (NPL) in China. This transaction was highly commended as one of the "Most Innovative Deals 2016" by Financial Times Asia-Pacific Innovative Lawyers Report.
- WH Group (formerly Shuanghui International), the world's largest pork company, with global leadership across key segments of the industry value chain, including packaged meats, fresh pork and hog production, in its US\$7.1 billion acquisition of Smithfield Foods, Inc., the largest U.S.-listed pork processor and hog producer. This complex transaction involved global legal issues relating to M&A, employment, finance, global trade and tax. The combination created one of the largest global pork production, processing and packaged meat companies in the world. This transaction was awarded "China Outbound Deal of the Year 2014" by China Law & Practice; "Best Cross Border M&A Deal of the Year 2013" and "Best China Deal of the Year 2013" by FinanceAsia and "Deal of the Year 2013" by ASIAN-MENA COUNSEL and China Business Law Journal.
- Mapletree Greater China Commercial Trust, a leading Singapore real estate investment trust, in the RMB1,881 million acquisition of Sandhill Plaza, located in Zhangjiang Hi-tech Park, Pudong New Area, Shanghai from MSREF.
- AEW Capital Management L.P., a global real estate investment fund, in its acquisition and onshore and offshore financing of Shanghai Baolong Building in Shanghai.
- Haitong International (BVI) Limited, a wholly-owned subsidiary of Haitong

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International, in its cash acquisition of Japaninvest Group PLC, to be effected by means of a UK Scheme of Arrangement under Part 26 of the Companies Act 2006. This marks the first UK Code takeover of a company listed on the Tokyo Stock Exchange by a Hong Kong-listed entity, and involved the firm working with regulators in three jurisdictions and resolving complex issues that had never been considered before. This transaction was highly commended as one of the “Most Innovative Deals 2015” by Financial Times Asia-Pacific Innovative Lawyers Report.

- CDH Investments in its acquisition of a 78.775% stake in Fujian Nanping Nanfu Battery Co., Ltd., Procter & Gamble’s (P&G) China-based battery joint venture, as part of the whole disposal by P&G of its global battery business. Fujian Nanping Nanfu is the largest alkaline battery manufacturer and supplier in China.
- Profit Plus Global Limited, a joint venture formed between China Everbright Limited and Everbright Real Estate Limited, in its US\$1.3 billion acquisition of all the shares of SEA (BVI) Limited, which indirectly owns Dah Sing Financial Center, a Grade A commercial building in Hong Kong.
- Mapletree Investments Pte Ltd., a leading Singapore-based real estate development, investment and capital management company, in a multi-billion dollar joint venture with Oakwood Worldwide. Mapletree will acquire a 49% stake in Oakwood Asia Pacific Pte Ltd., Oakwood’s serviced apartment business in Asia, and will target acquiring and developing US\$4 billion worth of corporate and serviced apartments in Asia, Europe and North America.
- China Everbright International Limited, a Hong Kong-listed company focusing on the development of environmental protection businesses, on the approximately US\$960 million injection of the entire share capital of its wholly-owned subsidiary China Everbright Water Investments Limited into Singapore-listed HanKore in exchange for a controlling stake of approximately 78% of HanKore’s shares. The disposal and acquisition will result in a reverse takeover of HanKore in Singapore.
- China Huarong Energy Company Limited (formerly China Rongsheng Heavy Industries) in relation to the US\$281 million acquisition of a 60% equity interest in Central Point Worldwide Inc. its indirectly wholly-owned subsidiary, Ocean Sino Holdings Limited. Central Point indirectly holds 100% interests in , a company incorporated in Kyrgyzstan with limited liability which has the right to cooperate with the national oil company of Kyrgyzstan in the operation of the five oilfield zones located adjacent to the Fergana Valley of Kyrgyzstan.
- CDH Investments, a leading asset fund manager focusing on investments in private equity, venture capital, real estate, mezzanine and public equity markets, in the US\$40 million acquisition of a 20% interest in the Eastern

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- Dragon project, a gold mine in Heilongjiang Province, China, from Eldorado Gold Corporation.
- Beijing Capital Land Ltd, in its strategic joint venture with J.P. Morgan Asset Management – Global Real Estates, to invest in the China real estate market.
 - Sino-Ocean Land and its subsidiary Gemini Investments (Holdings) Limited, on the establishment of a real estate investment fund with KKR China Growth Fund L.P., a China focused investment fund managed by Kohlberg Kravis Roberts & Co. The fund is managed by a 50:50 joint venture co-owned by affiliates of Sino-Ocean Land and KKR.
 - China Everbright International Limited in its joint venture with Macquarie to establish an offshore fund and an onshore fund to invest in infrastructure assets in Greater China. The onshore and offshore funds will seek to raise a total of US\$1.5 billion.
 - Mapletree Investments Pte Ltd, a leading real estate development, investment and capital management company based in Singapore, in its US\$2.4 billion (approximately HK\$18.8 billion) acquisition of Festival Walk, a shopping and commercial complex in Hong Kong, from Swire Properties. The acquisition marks the biggest-ever property acquisition in Hong Kong and is the third largest property acquisition in Asia-Pacific in 2011.
 - A global real estate investment manager in the acquisition of various floors of a commercial building in Western District, Hong Kong.
 - An Asian real estate fund management company in the acquisition of various floors of a commercial building in Kwai Chung, New Territories, Hong Kong.
 - Tan-Eu Capital, which manages funds and joint ventures in partnership with reputable local partners in Asia, as co-sponsor in the closing of the US\$400 million Sotan China Real Estate I, LP, a real estate private equity vehicle comprised of a club of prestigious European institutional investors.
 - China Everbright Limited, a Hong Kong listed-company which provides financial services in Greater China, in the US\$114 million disposal of 51% of the share capital of Everbright Securities (International) Limited to Everbright Securities Company Limited, a Shanghai-listed company.
 - China Everbright International Limited in the disposal of its 80% interest in Greenway Venture Limited, operator of the Fuzhou Qingzhou Bridge, together with the shareholder's loan due from Greenway Venture Limited, for approximately RMB384.8 million and HK\$188.6 million respectively to TransGlobal (Asia) Holdings Limited.
 - Alpha Investment Partners Limited in its disposal of Shama Serviced Apartments Causeway Bay in Hong Kong for HK\$1.2 billion.
 - Leader Fortune Holdings Limited in the entering of a Sale and Purchase Agreement with the subsidiaries of Kosmopolito Hotels International Limited for

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the HK\$515 million acquisition of Central Park Hotel in Hong Kong.

- Far East Horizon in the US\$160 million investment from a consortium of investors, comprising GIC, KKR and CICC.
- Mapletree India China Fund in its acquisition of Gateway Plaza in Beijing from RREEF China Commercial Trust, a REIT listed on the Hong Kong Stock Exchange.
- GZI REIT in its acquisition of Metropolis Plaza in Guangzhou and the issue of consideration units to the vendor.
- Alpha Investment Partners Limited in its acquisition of four Shama serviced apartment properties in Hong Kong.

Capital Markets

- Mingfa Group, a leading PRC investment company focusing on property development listed on the Hong Kong Stock Exchange, on its issuance of US\$200 million of bonds due 2020. Head & Shoulders Securities acted as the placing agent.
- Sino-Ocean Group as the guarantor in relation to the issue by its wholly-owned subsidiary, Sino-Ocean Land Treasure IV Limited, of US\$500 million in 5.25% guaranteed notes due 2022. HSBC, UBS AG Hong Kong branch, Goldman Sachs (Asia), China CITIC Bank International, CICC, CMB International, DBS, Morgan Stanley, Silk Road International, The Bank of East Asia, Haitong International and Guotai Junan International acted as the joint lead managers.
- Yuzhou Properties, a leading PRC property developer listed on the Hong Kong Stock Exchange, on two transactions involving issuances of senior notes.
- US\$500 million 8.625% senior notes due 2022. BOCI, Credit Suisse, Goldman Sachs (Asia), Haitong International, CICC HK Securities and Yuzhou Financial acted as the joint global coordinators, joint bookrunners and joint lead managers; and
- US\$500 million 8.50% senior notes due 2023. Deutsche Bank, Morgan Stanley, BOCI, Credit Suisse, Goldman Sachs (Asia). and Yuzhou Financial acted as the joint global coordinators, joint bookrunners and joint lead managers.
- Yuzhou Properties, a leading property developer in China's Fujian province listed on the Main Board of the Hong Kong Stock Exchange, on its issuance of US\$425 million 7.90% guaranteed senior notes due 2021. Credit Suisse acted as the sole global coordinators, and Credit Suisse, BOC International and Yuzhou Financial acted as the joint lead managers and joint bookrunners.
- Sino-Ocean Group, one of the largest real estate companies in China, as the guarantor in relation to the issue by its wholly-owned subsidiary, Sino-Ocean Land Treasure IV Limited, of US\$700 million floating rate guaranteed notes due 2021. HSBC, Goldman Sachs, UBS, CITIC Bank International, Shanghai

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- Pudong Development Bank and Industrial Bank were the joint lead managers.
- Sino-Ocean Land in its issuance of US\$600 million of perpetual securities. Bank of China, CITIC Bank International, China Merchants Securities, DBS, Goldman Sachs, HSBC, Industrial and UBS were the joint lead managers.
- Yuzhou Properties in its issuance of US\$300 million of perpetual securities. BOCI, Citi, Credit Suisse, HSBC, Huatai, Industrial Bank, Haitong International Securities and Yuzhou Financial were the underwriters.
- Credit Suisse, Bank of China, Haitong International Securities, Guotai Junan Securities, Future Land Resources Securities and Central Wealth Securities Investment: We represented the initial purchasers in the issuance of US\$200 million senior notes due 2022 by Future Land Holdings Co., Ltd (“Future Land Holdings”), a property developer with its A shares listed on the Shanghai Stock Exchange. Future Land Holdings is a subsidiary of Future Land Development Holdings Limited, a Hong Kong-listed Chinese property developer.
- Deutsche Bank, Haitong International Securities, J.P. Morgan, Merrill Lynch International and HSBC as the initial purchasers in the issuance of US\$350 million senior notes due 2020 by Future Land Development Holdings Limited, a Hong Kong-listed Chinese property developer.
- Yuzhou Properties, a leading property developer in China, in its issuance of US\$350 million senior notes due 2022. BOC International, Haitong International Securities, Credit Suisse, Deutsche Bank, Yuzhou Financial, AMTD, China Galaxy International, Citi, HSBC and Zhongtai International were the joint lead managers.
- Mingfa Group in its issuance of US\$60 million guaranteed bonds due 2019. Haitong International Securities was the placing agent.
- Yuzhou Properties in its issuance of US\$250 million senior notes due 2023. BOC International, Credit Suisse, Haitong International Securities, HSBC, Deutsche Bank, Huatai Financial Holdings (Hong Kong) and Yuzhou Financial were the joint lead managers.
- CDH Investments, a Chinese private equity investor, in its US\$800 million placing of shares in WH Group, the world’s largest pork producer and processor. Morgan Stanley acted as the placing agent.
- China Everbright Limited in its issuance of US\$600 million (RMB\$4 billion) panda bonds denominated in RMB.
- Shaoxing City Investment (HK) Limited, a wholly owned subsidiary of Shaoxing City Investment Group Limited (“SCIG”), in the issuance of US\$300 million bonds due 2019. SCIG is the main urban infrastructure investment platform of the Shaoxing Municipal Government. This is one of the first offshore bond issue by a municipal government issuer in the PRC.
- Haitong International Finance Holdings 2015 Limited in its issuance of US\$670

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- million guaranteed bonds due 2020 (advised Haitong International Securities Company Limited, Standard Chartered Bank and CMB International Capital Limited as the managers).
- Sino-Ocean Land, one of the largest real estate companies in China, as the guarantor in relation to the issue by its wholly-owned subsidiary, Sino-Ocean Land Treasure Finance II Limited, of the US\$700 million guaranteed notes due 2020 and US\$500 million guaranteed notes due 2027 (advised HSBC, J.P. Morgan, Goldman Sachs, Morgan Stanley, BNP Paribas, BOC, Deutsche Bank, DBS and Wing Lung Bank as joint lead managers).
 - Baosteel Financing 2015 Pty Ltd. in its US\$500 million issuance of guaranteed bonds, guaranteed by Baosteel Resources International Company Limited. Deutsche Bank, Standard Chartered Bank, ANZ, Bank of China, DBS Bank and HSBC were the underwriters.
 - Haitong International Finance 2015 Limited, an indirect wholly-owned subsidiary of Haitong International Securities Group Limited (“Haitong International”) and a leading securities company in China in terms of total assets and net assets, in its US\$700 million guaranteed bonds due 2020. (advised Deutsche Bank AG, Singapore Branch, Haitong International Securities Company Limited, The Hongkong and Shanghai Banking Corporation Limited, and Huatai Financial Holdings (Hong Kong) Limited as the managers).
 - Yuzhou Properties in its US\$250 million senior notes due 2019. BOC International, Credit Suisse, Haitong International, HSBC, Huatai Financial and J.P. Morgan were the initial purchasers.
 - Haitong International Securities Group Limited, a subsidiary of Haitong Securities Co., Ltd., the second largest securities firm in China by total assets, in its approximately US\$150 million issuance of convertible bonds.
 - Ascendas Land International as the sponsor, Ascendas Hospitality Fund Management as the manager and Ascendas Hospitality Trust Management as the trustee-manager on the offering of the stapled securities of Ascendas Hospitality Trust, a Singapore-based REIT and the hospitality arm of Ascendas Group, Asia’s leading provider of business space solutions, on the Singapore Exchange. The US\$308 million spin off and listing of Ascendas Hospitality’s stapled securities marked one of the largest Singapore IPOs in 2012.
 - Mapletree Treasury Services Limited and Mapletree Treasury Services Private Limited as issuers and Mapletree Investments Pte Ltd. as guarantor, on the establishment of a US\$3 billion guaranteed Euro Medium Term Note Programme by the issuers. Citigroup, DBS, HSBC, CIMB Bank Berhad, Oversea-Chinese Banking Corporation Limited and United Overseas Bank Limited were the arrangers and dealers of the EMTN Programme.

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- Perennial China Retail Trust in its US\$627 million initial public offering on the Singapore Exchange. DBS, Goldman Sachs, Standard Chartered and Citigroup were the joint global coordinators and bookrunners (advised Perennial Real Estate as the sponsor of Perennial China Retail Trust's business trust). This marks the first pure-play PRC retail development business trust to list on the Singapore Exchange.
- RREEF China Commercial Trust in its US\$320 million Hong Kong IPO. Deutsche Bank and HSBC were the underwriters (advised the issuer). This was only the second-ever REIT backed by PRC properties to list on the Hong Kong Stock Exchange.
- CapitaRetail China Trust REIT in its S\$250 million Singapore IPO and global offering (advised the issuer). This was the first Singapore-listed PRC property REIT and was awarded "Best REIT Deal of the Year 2006" by FinanceAsia.
- GZI REIT (comprising four prime commercial properties in Guangzhou) in its US\$266 million Hong Kong IPO (advised GZI REIT Asset Management as the manager), which was the first REIT with a portfolio of PRC-based real estate assets to list in Hong Kong and was awarded "Equity Deal of the Year 2005" from Asian-Counsel.
- Kosmopolito Hotels International, a Hong Kong-based hotel operator, in its US\$153 million Hong Kong IPO and global offering and spinoff by Far East Consortium International, a leading conglomerate in the Asia-Pacific (advised Credit Suisse, Morgan Stanley and RBS as the underwriters).
- Deutsche Bank, Haitong International Securities, HSBC, and Huatai Financial Holdings as managers in the US\$700 million guaranteed bonds issued by Haitong International Finance 2015 Limited, an indirect wholly-owned subsidiary of Haitong International.
- West China Cement, one of the leading cement producers in Shaanxi Province, in its US\$400 million issuance of senior notes. Credit Suisse and Nomura acted as Joint Bookrunners and Joint Lead Managers for the transaction.
- Sino-Ocean Land, one of the largest real estate companies in China, as the guarantor in relation to the issue by its wholly-owned subsidiary, Sino-Ocean Land Treasure Finance I Limited, of the US\$500 million guaranteed notes due 2019 and US\$700 million guaranteed notes due 2024.
- CDH Investments, one of the largest alternative asset management institutions in China focusing on investments in private equity, venture capital, real estate, mezzanine and public equity markets, as the Subscriber in the US\$40 million convertible bond issuance by Hong Kong-listed China Grand Pharmaceutical and Healthcare Holdings Limited.
- Gemdale (Asia) Investment Limited, a wholly-owned subsidiary of Famous Commercial Limited, in its RMB1,050 million issuance of guaranteed bonds.

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- Standard Chartered, CICC, Credit Suisse, DBS Bank, Deutsche Bank, HSBC, and ICBC Asia acted as the underwriters. HSBC also acted as the trustee.
- Yuzhou Properties in its US\$300 million issuance of senior notes. BOC International, Deutsche Bank and HSBC were the underwriters.
 - Yuzhou Properties in its US\$300 million issuance of senior notes. BOC International, DBS, Deutsche Bank, HSBC, J.P. Morgan and UBS were underwriters.
 - China Huarong Energy Company Limited (formerly China Rongsheng Heavy Industries), a leading large-scale heavy industry enterprise group and the largest private shipbuilder in the PRC, in its issuance of US\$180 million guaranteed convertible bonds.
 - Haitong International Securities Group Limited, a subsidiary of Haitong Securities Co., Ltd., the second largest securities firm in China by total assets, in its HK\$1 billion (US\$129 million) issuances of convertible bonds. HSBC was the underwriter.
 - Mapletree Greater China Commercial Trust Treasury Company (S) Pte. Ltd. and Mapletree Greater China Commercial Treasury Company (HKSAR) Limited as the issuers, Mapletree Greater China Commercial Trust (MGCCT) as the guarantor and DBS Trustee Limited as trustee of MGCCT, in the establishment of a US\$1.5 billion Euro Medium Term Securities Programme. Citigroup and DBS were the arrangers and dealers.
 - China Daye Non-Ferrous Metals Mining Limited, a state-owned enterprise principally engaged in the mining and processing of mineral ores and the trading of metal products in the PRC, in its RMB820 million issuance of RMB denominated USD-settled convertible bonds. DBS and CIMB were the joint lead managers and joint bookrunners.
 - Future Land Development Holdings Limited, a leading PRC property developer focused on developing quality residential and mixed-use projects, in its RMB1.5 billion issuance of senior notes. Bank of America Merrill Lynch and Deutsche Bank were the joint global coordinators, and Bank of America Merrill Lynch, BOC International, CITIC Securities International, Deutsche Bank and Haitong International were the joint bookrunners and joint lead managers.
 - CDH Investments, an international alternative asset fund manager and one of the subscribers of the offering, in the HK\$850 million convertible bond offering issued by Hong Kong-listed Man Wah Holdings Limited.
 - Mapletree Investments Pte Ltd. as the sponsor and Mapletree Greater China Commercial Trust Management Ltd. as the manager in the US\$1.3 billion initial public offering of Singapore-based REIT Mapletree Greater China Commercial Trust. Citigroup, Goldman Sachs, DBS and HSBC were the underwriters. This transaction marked the largest-ever REIT initial public offering in Singapore.

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- Glorious Property, a leading PRC property developer based in Shanghai and listed on the Hong Kong Stock Exchange, in its US\$150 million further issuance of senior notes, which will be consolidated and form a single series with the original US\$250 million senior notes issued on March 4, 2013. Deutsche Bank, Haitong International, ICBC International, J.P. Morgan, RBS and UBS were the underwriters.
- Mingfa Group, a leading PRC investment company focusing on property development, in its US\$100 million issuance of senior notes. Credit Suisse, Citigroup, ICBC International Capital, RBS and Morgan Stanley were the underwriters.
- Future Land Development Holdings Limited, a leading PRC property developer focused on developing quality residential and mixed-use projects, in its US\$200 million issuance of US dollar denominated senior notes. Merrill Lynch International, Deutsche Bank, UBS and Haitong International were the underwriters.
- China SCE Property, a PRC property developer based in Fujian province, in its US\$150 million issuance of additional senior notes. Deutsche Bank, HSBC and ICBC International were the underwriters.
- Greatpart Limited, a wholly-owned subsidiary of Sinochem Group, on the share placing of Far East Horizon, a leading financial services company focusing on financial leasing. UBS was the placing agent.
- COSCO Finance Limited, a wholly-owned subsidiary of Hong Kong-listed China COSCO, in its US\$1 billion issuance of credit enhanced USD-denominated bonds. BOCI Asia and HSBC were the underwriters.
- China SCE Property, a PRC property developer based in Fujian province, in its US\$200 million issuance of senior notes. Deutsche Bank and HSBC were the joint lead managers and joint bookrunners.
- Jinmao Holdings (formerly known as Franshion Properties), a subsidiary of Sinochem Corporation, in its US\$500 million issuance of guaranteed notes. RBS, Deutsche Bank, J.P. Morgan and Standard Chartered Bank were the underwriters.
- Yuzhou Properties, one of the leading property developers in China, in its US\$250 million high-yield bond offering. BOC International, HSBC, UBS and J.P. Morgan were the underwriters.
- Sino-Ocean Land in its US\$400 million perpetual subordinated capital securities issue. This was the first perpetual capital securities issued by a Chinese property company. Goldman Sachs, BOC International and HSBC were the joint lead managers.
- Jinmao Holdings (formerly known as Franshion Properties), a subsidiary of Sinochem Corporation, in its US\$500 million issuance of senior notes. HSBC,

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RBS, Deutsche Bank and Nomura were the underwriters.

- China SCE Property, a PRC property developer based in Fujian province, in its RMB2 billion (US\$301 million) five-year synthetic offshore renminbi bond offering. Deutsche Bank and HSBC were the joint bookrunners. The bond is denominated in renminbi but settlement is in US dollars. This transaction was awarded "Deal of the Year 2011" by China Business Law Journal.
- Yuzhou Properties in its US\$200 million issuance of senior notes. RBS, Nomura and BOCI Asia were the underwriters. We also represented Yuzhou Properties in the US\$129 million fixed rate guaranteed bond offerings. The bonds will be issued in two tranches in China Life Trustees and will be due in 2013.
- Sino-Ocean Land in relation to the issue by its subsidiary, Sino-Ocean Land Capital Finance, of perpetual subordinated convertible securities in the aggregate principal amount of US\$900 million. BOCI Asia, J.P. Morgan and Macquarie were joint lead managers. The convertible securities are perpetual with no fixed redemption date and listed on the Singapore Exchange Securities Trading Limited. This was one of the largest equity-linked transactions in Asia in 2010 and the first convertible securities offering of its type in Asia. It was awarded "Debt and Equity-Linked Deal of the Year 2011" by China Law & Practice.
- Jinmao Holdings (formerly known as Franshion Properties) in its US\$600 million private placement of the perpetual subordinated convertible securities. BOCI Asia, Deutsche Bank, J.P. Morgan and Standard Chartered Bank were the placing agents.
- Mingfa Group in its US\$200 million convertible bond offering. HSBC and Morgan Stanley were the joint lead managers. In 2010, we also represented Mingfa Group in its US\$200 million convertible bond offering with US\$50 million of warrants. The subscribers are co-owned by Warburg Pincus Private Equity X, L.P. and Warburg Pincus X Partners, L.P., private equity investment funds managed by Warburg Pincus. UBS and BOCOM International acted as financial advisors.
- Glorious Property, a leading PRC property developer based in Shanghai and listed on the Hong Kong Stock Exchange, on its US\$300 million issuance of senior notes. Standard Chartered Bank was the Sole Bookrunner and Sole Lead Manager in respect of the offering.
- Far East Horizon, a leading financial services company and a subsidiary of Sinochem Group, in its US\$757 million Hong Kong IPO and global offering. China International Capital Corporation, Morgan Stanley, UBS and HSBC were the underwriters. This was the first finance leasing company to list on the Hong Kong Stock Exchange and it was awarded "Deal of the Year 2011" by China

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Business Law Journal.

- China Huarong Energy Company Limited (formerly China Rongsheng Heavy Industries), a leading large-scale heavy industry enterprise group and the largest private shipbuilder in the PRC, in the US\$1.8 billion Hong Kong IPO and global offering. Morgan Stanley, CCB International, J.P. Morgan, BOCI Asia Limited and Deutsche Bank were the underwriters.

Banking and Finance

- China Everbright Limited in its provision of a US\$350 million loan facility to Beyond Border Investments Limited for the purpose of financing the acquisition of, and capital contribution to, certain limited partnerships and limited liability companies.
- WH Group in its term loan facility provided by certain banks in the amount of US\$1.5 billion.
- Mingfa Group in its US\$100 million term loan facility from China Huarong International Holdings Limited.
- A major investment management company in relation to its participation in the B-round financing of Lufax Holding Ltd.
- Sino-Ocean Land in a 3-year multi-currency term loan facility in the principal amount of approximately US\$800 million-equivalent, with US dollar and HK dollar tranches. The facility will be provided by a syndicate of more than 10 banks.
- WH Group in entering into a facilities agreement with Bank of China Limited, Cooperatieve Centrale Raiffeisen-Boerenleenbank B.A. (also known as Rabobank International), Credit Agricole Corporate and Investment Bank, DBS, Natixis, RBS, Standard Chartered Bank and ICBC Asia, in its approximately US\$4 billion debt financing to fund its pending acquisition of Smithfield Foods, the largest U.S. publicly-traded pork processor and hog producer.
- China Everbright International Limited, a Hong Kong-listed company focusing on the development of environmental protection businesses, in its US\$70 million term loan facilities from International Finance Corporation to a wholly-owned subsidiary of China Everbright International engaging in the business of waste water treatment and other types of water projects.
- China Everbright International Limited in its US\$200 million term loan facilities provided by Asian Development Bank to two wholly-owned subsidiaries of China Everbright. The financing was in the form of a direct US\$100 million A-loan and a complementary B-loan of up to US\$100 million, to be funded by commercial lenders with ADB acting as “lender on record”.
- Sino-Ocean Land, one of the largest real estate companies in China, in its US\$600 million multi-currency syndicated loan facility provided by a syndicate of 10 banks with Bank of China, Agricultural Bank of China, HSBC and Hang

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- Seng Bank as mandated lead arrangers and bookrunners.
- China Huarong Energy Company Limited (formerly China Rongsheng Heavy Industries) in its US\$220 million syndicated loan financing from a consortium of banks led by Crédit Agricole CIB and guaranteed by the Import-Export Bank of China. This marks the first time that China Rongsheng has raised loan financing from overseas.
 - China Everbright International Limited in its US\$200 million A and B loan facilities from the Asia Development Bank to finance the development of waste-to-energy projects in China.
 - Sino-Ocean Land in a US\$700 million loan facility from 19 banks with Bank of China and China Construction Bank as mandated coordinating arrangers.

Accolades and Recognitions

- Named as a leading lawyer for debt and equity capital markets in the recent editions of Chambers Asia, Chambers Global and IFLR 1000 Asia Pacific (2012-2017)
- Awarded “Most Innovative Deals 2017” by Financial Times Asia-Pacific Innovative Lawyers Report 2017 and “Deal of the Year 2016” by China Business Law Journal for firm’s work on COSCO Shipping (Hong Kong) Group Limited’s acquisition of 67% of Piraeus Port Authority SA.
- Awarded “Most Innovative Deals 2016” by Financial Times US Innovative Lawyers Report for firm’s work on China Orient Summit Capital and KKR’s co-investment in credit and distressed opportunities in the Chinese real estate market.
- Awarded “Most Innovative Deals 2015” by Financial Times US Innovative Lawyers Report 2015 for firm’s work on Haitong International’s acquisition of Japaninvest Group PLC, completing the first UK-code takeover of a Tokyo-listed company.
- Awarded “China Outbound Deal of the Year 2014” by China Law & Practice; “Best Cross Border M&A Deal of the Year 2013” and “China Deal of the Year 2013” by FinanceAsia; and “Deal of the Year 2013” by ASIAN-MENA COUNSEL and China Business Law Journal for WH Group Limited’s US\$7.1 billion acquisition of Smithfield Foods.
- Awarded “Deal of the Year 2013” by ASIAN-MENA COUNSEL for the US\$1.3 billion Singapore IPO of Mapletree Greater China Commercial Trust
- Awarded “Debt and Equity-Linked Deal of the Year 2011” by China Law & Practice for the US\$900 million convertible securities of Sino-Ocean Land
- Awarded “Deal of the Year 2011” by China Business Law Journal for US\$757 million Hong Kong IPO and global offering of Far East Horizon

Vivian Lam (Continued)

Speaking Engagements and Publications

- 3rd International Bar Association Asia-based International Financial Law Conference, Conference Chair (March 2018)
- International Bar Association Annual Conference - Public and private M&A transactions from Asia Pacific to the West (October 2017)
- 2nd International Bar Association Asia-based International Financial Law Conference- Mergers and Acquisitions in Asia (March 2016)
- Media Roundtable: Chinese Outbound Real Estate Investment in the Year of the Monkey (March 2016)
- Media Roundtable: China's Inbound/Outbound Investment flows Under the Microscope (June 2014)
- Inaugural Asia-based International Financial Law Conference- The attractions and challenges in tapping the IPO market in Asia (February 2013)
- Media Roundtable: Maximizing Investment Opportunities and Strategic Partnerships in Beijing (February 2012)
- Media Roundtable: China's Legal Environment for Foreign Businesses and trends for Financial Regulation in China (February 2012)

Professional and Community Involvement

- Admitted to practice in Hong Kong
- England and Wales (non-practising), Singapore (non-practising)

Education

- Graduate of Trinity College, Oxford University (BA (Oxon), MA (Oxon)) and attended the College of Law at Guildford.

News

August 15, 2019

Paul Hastings Advises on Three Bond Deals with Combined Value of US\$1.2 Billion

February 13, 2019

Mingfa Issues US\$200 Million in Bonds Due 2020

February 13, 2019

Sino-Ocean Group Issues US\$500 Million in Guaranteed Notes

February 13, 2019

Yuzhou Properties Issues Two Senior Notes with Combined Value of US\$1

Vivian Lam (Continued)

Billion

August 06, 2018

Sino-Ocean Group Issues US\$700 Million Floating Rate Guaranteed Notes

August 06, 2018

Yuzhou Properties Issues US\$425 Million Senior Notes

June 14, 2018

CDH Investments to Acquire Sirtex for US\$1.4 Billion

April 25, 2018

Sino-Ocean Group Acquires Chicago's Soho House

April 09, 2018

Alpha Investment Sells Shanghai Mixed-Use Property

March 08, 2018

Yuzhou Properties Issues US\$375 Million Senior Notes Offering

July 10, 2017

COSCO SHIPPING Holdings' Proposed Acquisition of Orient Overseas

June 28, 2017

Alpha Investment Partners and Keppel Land China form JV to Acquire Shanghai Property for US\$525 Million

April 20, 2017

Sino-Ocean Land Partners with U.S. Wellness Firm Delos to Advance Health and Wellness in China

February 27, 2017

Paul Hastings Awarded Asia M&A Firm of the Year

February 01, 2017

Paul Hastings Advises Smithfield Foods on \$1.4 Billion Senior Notes Offering

January 25, 2017

Yuzhou Properties Issues Two Senior Notes Offerings with Combined Value of US\$600 Million

Vivian Lam (Continued)

October 31, 2016

CDH Investments Enters into US\$800 Million Placing Agreement for Shares of WH Group

August 25, 2016

CDH Investments Sells US\$900 Million Stake in WH Group

August 12, 2016

China COSCO Shipping Completes Phase I Acquisition of Piraeus Port in Greece

August 11, 2016

China Everbright's Disposal of 49% Share Capital of Everbright Securities (International) Limited

July 29, 2016

China Everbright issues \$600M Panda Bonds

May 25, 2016

Fujian Grand Chip Investment Fund Acquires Germany's Aixtron for €670 Million

April 08, 2016

COSCO Acquires Piraeus Port in Greece

March 17, 2016

China Market Volatility Expected to Stimulate Outbound Real Estate Investment and Diversification in the Short Term

February 29, 2016

China Everbright's US\$1.3 Billion Acquisition of Hong Kong Grade-A Commercial Building

January 26, 2016

China Orient and KKR's Distressed Debt Venture in China

January 18, 2016

Evergrande's US\$1.6 Billion Acquisition of Hong Kong Commercial Property Asset

April 22, 2015

Paul Hastings Advises Managers on Haitong International Finance Holdings

Vivian Lam (Continued)

2015 Limited's US\$670 Million Guaranteed Bonds Issuance

February 05, 2015

Paul Hastings Advises Sino-Ocean Land on US\$1.2 Billion Guaranteed Notes Offering

February 02, 2015

Paul Hastings Advises Baosteel Financing on US\$500 Million Guaranteed Bonds Offering

February 02, 2015

Paul Hastings Advises Managers on Haitong International Finance's US\$700 Million Guaranteed Bonds Issuance

December 09, 2014

Paul Hastings Advises Yuzhou Properties on US\$250 Million Senior Notes Offering

November 28, 2014

Paul Hastings Represents Haitong International in Acquisition of Japaninvest Group PLC

November 18, 2014

Paul Hastings Advises CDH Investments on Acquisition of Proctor & Gamble's China-Based Battery Joint-Venture Interest

November 04, 2014

Paul Hastings Represents Haitong in Convertible Bonds Offering

October 06, 2014

Paul Hastings Advises WH Group on US\$1.5 Billion Term Loan Facility

September 15, 2014

Paul Hastings Advises China Rongsheng's US\$281 Million Acquisition in Kyrgyzstan Company

September 12, 2014

Paul Hastings Represents West China Cement in US\$400 Million High-Yield Bond Offering

August 01, 2014

Vivian Lam (Continued)

Paul Hastings Advises Sino-Ocean Land on US\$1.2 Billion Guaranteed Notes Offering

July 21, 2014

Paul Hastings Identifies Top Inbound and Outbound China M&A Trends

June 25, 2014

Paul Hastings Advises CDH Investments on Convertible Bond Issuance and Proposed Acquisition

June 03, 2014

Paul Hastings Advises China Everbright on US\$960 Million Environmental Water Business Disposal, Acquisition and Reverse Takeover

May 02, 2014

Paul Hastings Represents Mapletree Investments in Multi-Billion Dollar Serviced Apartment Deal

March 05, 2014

Paul Hastings Advises Gemdale on Guaranteed Bonds Issuance

February 27, 2014

Paul Hastings Advises CDH Investments on Acquisition in China Gold Mine

October 23, 2013

October 11, 2013

Paul Hastings Advises on Haitong Internationals Further Issuance of Convertible Bonds

October 07, 2013

Paul Hastings Advises Yuzhou Properties on US\$300 Million Senior Notes Offering

September 23, 2013

Paul Hastings Report Examines the Pursuit of Gender Parity in Boardrooms Around the World

September 03, 2013

Paul Hastings Represents Shuanghui International in Securing Financing for Acquisition of Smithfield Foods

Vivian Lam (Continued)

August 08, 2013

Paul Hastings Advises China Rongsheng on Convertible Bond Offering

July 19, 2013

Paul Hastings Advises Haitong International on its Convertible Bond Offering

June 20, 2013

Paul Hastings Advises Mapletree Greater China on Establishment of US\$1.5 Billion Euro Medium Term Securities Programme

June 06, 2013

Paul Hastings Represents China Everbright International Limited in IFC Term Loan

May 29, 2013

Paul Hastings Represents Shuanghui International Holdings Limited in US \$7.1 Billion Acquisition of Smithfield Foods

March 22, 2013

Paul Hastings Advises on Glorious Propertys Further Issuance of US\$150 Million Senior Notes

March 08, 2013

Paul Hastings Represents Mapletree Investments in Singapores Largest REIT IPO

March 04, 2013

Paul Hastings Represents Glorious Property in US\$250 Million Senior Notes Offering

February 04, 2013

Paul Hastings Represents Mingfa Group in US\$100 Million Senior Notes Offering

February 01, 2013

Paul Hastings Represents Future Land in US\$200 Million Senior Notes Offering

January 29, 2013

Paul Hastings Represents China SCE in US\$150 Million Senior Notes Offering

January 07, 2013

Vivian Lam (Continued)

Paul Hastings Represents Sinochem Group Subsidiary on Share Placement

December 04, 2012

Paul Hastings Represents COSCO Finance on US\$1 Billion Bond Issuance

November 27, 2012

Paul Hastings Represents China Everbright on US\$200 Million Loan Facilities

November 15, 2012

Paul Hastings Represents China SCE on US\$200 Million Senior Notes Offering

October 29, 2012

Paul Hastings Represents Franshion Properties on Issuance of US\$500 million
Guaranteed Notes

October 26, 2012

Paul Hastings Advises Yuzhou Properties on US\$250 Million Senior Notes
Offering

July 30, 2012

Paul Hastings Advises Manager, Trustee-Manager and Sponsor on Ascendas
Hospitality Trusts Singapore IPO

June 20, 2012

Paul Hastings Advises Mapletree Investments on Establishment of US\$3 Billion
Euro Medium Term Note Programme

June 18, 2012

Paul Hastings Advises Sino-Ocean Land on US\$600 Million Multi-Currency
Syndicated Loan Facility

May 29, 2012

Paul Hastings Advises China Everbright on Greenway Venture Share and Loan
Disposal

May 02, 2012

Paul Hastings Advises Alpha Investment Partners Limited in the HK\$1.2 billion
disposition of Shama Serviced Apartments Causeway Bay

February 14, 2012

Paul Hastings Advising Ascendas in Acquisition of Rosedale Hotel Kowloon

Vivian Lam (Continued)

January 12, 2012

Paul Hastings Advises China Everbright on US\$100 Million Facility from ADB

December 12, 2011

Paul Hastings Wins Award for Womens Initiative Program

September 23, 2011

Paul Hastings Secures Multiple Wins at China Law & Practice Awards 2011

September 08, 2011

Paul Hastings Advising Leader Fortune in Acquisition of Central Park Hotel

September 07, 2011

Paul Hastings Advises Sino-Ocean Land in Establishment of Real Estate Investment Fund with KKR in China

August 18, 2011

Paul Hastings Advises Mapletree on US\$2.4 Billion Acquisition

August 11, 2011

Paul Hastings Advises China Rongsheng on US\$220 Million Syndicated Loan

June 09, 2011

Paul Hastings Advises the Sponsor in Perennial China Retail Trusts Singapore Business Trust Listing

May 25, 2011

Paul Hastings Advises Mingfa Group on its US\$200 Million Convertible Bond

May 17, 2011

Paul Hastings Advises Sino-Ocean Land in its US\$400 Million Perpetual Subordinated Capital Securities Issuance

April 27, 2011

Paul Hastings Advising China Everbright in Sale of its Brokerage Business

April 19, 2011

Paul Hastings Advises Franshion Properties in its US\$500 Million Issuance of Senior Notes

March 30, 2011

Vivian Lam (Continued)

Paul Hastings Advises Far East Horizon on its US\$757 Million Hong Kong IPO

March 25, 2011

Paul Hastings Advises Tan-Eu Capital in Closing of US\$400 Million Real Estate Private Equity Vehicle

January 17, 2011

Paul Hastings Advises China SCE on RMB2 Billion Synthetic Offshore Renminbi Bond

December 10, 2010

Paul Hastings Advises Yuzhou Properties On US\$200 Million Senior Notes Offering

November 26, 2010

Paul Hastings Advises Mingfa Group on US\$200 Million Convertible Bond Offering

November 19, 2010

Paul Hastings Advises Rongsheng on US\$1.8 Billion Hong Kong IPO

October 20, 2010

Paul Hastings Advises Glorious Property Holdings on US\$300 Million Senior Notes Offering

October 11, 2010

Paul Hastings Advises Credit Suisse, Morgan Stanley and RBS in Kosmopolitos US\$153 Million Hong Kong IPO and Global Offering

September 28, 2010

Paul Hastings Advises Franshion Properties on Issue of US\$600 Million Perpetual Subordinated Convertible Securities

July 20, 2010

Paul Hastings Advises Yuzhou Properties On US\$129 Million Bond Issue

July 16, 2010

Paul Hastings Advises Sino-Ocean Land In Landmark US\$900 Million Convertible Securities Offering

February 22, 2010

Vivian Lam (Continued)

Paul Hastings Advises Mapletree on Acquisition of Assets from RREEF REIT

October 23, 2009

Paul Hastings Advises Far Eastern on US\$160 Million Investment from Consortium of Investors

September 15, 2009

Paul Hastings Advises China Everbright On US\$200 Million Loan Facility to Finance Waste-to-Energy Projects in China

September 09, 2009

Paul Hastings Advises Sino-Ocean Land Holdings Limited On US\$700 million Loan Facility

August 26, 2009

Paul Hastings Advises China Everbright On Joint Venture to Establish New Infrastructure Fund

March 01, 2007

Paul Hastings Awarded "Asia Securitization Deal of the Year" by IFLR

December 08, 2006

Paul Hastings Advises on First Chinese Property REIT in Singapore

October 19, 2006

Paul Hastings Advises Citigroup Global Markets Asia Limited and Macquarie Bank Limited on Landmark CMBS

December 21, 2005

Paul Hastings advises GZI REIT on first Chinese Property REIT to list in Hong Kong

December 19, 2005

Paul Hastings Capital Markets Group advises on US\$2.3 billion of Asian securities transactions in 2005

Insights

February 11, 2019

China - U.S. Trade Relations at Possible Turning Point

Vivian Lam (Continued)

May 19, 2015

Changing Regulatory Landscape Could Mean a Strong Year for M&A and Capital Raising in China

October 28, 2013

China Outbound M&A Report

September 23, 2013

Breaking The Glass Ceiling: Women in the Boardroom, 3rd Ed.

August 28, 2013

What's Happening Now: Evaluating Market Opportunities

May 27, 2013

Capital Markets Outlook

May 13, 2013

Hong Kong Capital Markets

September 24, 2012

Breaking The Glass Ceiling: Women in the Boardroom, 2nd Ed.

February 24, 2009

China Matters: Beijing Adopts New Measures to Ease Restrictions in the Real Estate Market

June 29, 2007

China Matters: New Rules Further Restrict Foreign Investment in China Real Estate

February 02, 2006

China Matters: Creating Value from Real Estate Investments in China

February 02, 2006

China Matters: Creating Value from Real Estate Investments in China

Rankings & Awards

December 08, 2017

Recognized by Chambers Asia 2018

Vivian Lam (Continued)

November 29, 2017

2018 Legal 500 Asia

June 01, 2017

Financial Times Innovative Lawyers Asia-Pacific Report