



Chloe Duan

Partner

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OVERVIEW

Chloe Duan is a partner at the firm. Her practice focuses on investment management, venture capital investment, and cross-border M&A. Since 2007, Chloe has advised numerous renowned international financial institutions, unicorns and high technology companies on their cross-border investments.

Chloe is a dual New York and PRC qualified lawyer with experience working in PRC law firms and international law firms.

PROFESSIONAL BACKGROUND

Prior to joining the firm, Chloe worked in both PRC and foreign law firms for more than 8 years.

ACHIEVEMENTS

- Recognized by *The Legal 500 Asia Pacific* as a Recommended Lawyer
 - Investment Funds: Foreign Firms in China, 2024-2026
 - Corporate and M&A: Foreign Firms in China, 2024-2025
 - Investment Funds in Hong Kong, 2024

PROFESSIONAL / CIVIC ACTIVITIES

- Member of Shanghai Interpreters' Association

EDUCATION

- LL.M., University of Glasgow, 2007
- LL.B., University of Sheffield, 2006

ADMISSIONS

- Bar of New York
- Bar of People's Rep. of China

LANGUAGES

- Chinese (Cantonese)
- Chinese (Mandarin)
- English

THOUGHT LEADERSHIP *POWERED BY HUB*

- 28 August 2023, People's Republic of China: State Council Issued New Policy for Attracting Foreign Investment
- 30 June 2023, China: CSRC Promulgated New Bond Issuance Guidelines
- 1 June 2023, China: MOU of ETF Products Between China and Singapore Exchanges
- 12 April 2023, People's Republic of China: Overseas Listing Via VIE Structure Becoming Subject to CSRC Filings
- 4 April 2023, People's Republic of China: CSRC Intends to Expand Business Scope for Futures Companies
- 27 March 2023, People's Republic of China: First QDLP Managed by WFOE PFM Launched in Shanghai
- 27 March 2023, People's Republic of China: CSRC Expanding Registration Based IPO Regime
- 13 March 2023, People's Republic of China: CSRC Released New Cybersecurity and Data Privacy Rules for Securities and Futures Institutions
- 7 March 2023, People's Republic of China: Standard Contractual Clauses for Export of Personal Information Were Officially Released

NEWS & EVENTS

- 6 October 2021, 2021 Investment Management Conference
- 24 February 2020, K&L Gates Names 41 New Partners Across Global Platform

AREAS OF FOCUS

- Mergers and Acquisitions

INDUSTRIES

- Family Offices
- Financial Services

REPRESENTATIVE EXPERIENCE

Investment Management

- Counselling a world famous family trust on its PRC securities investment through QFII, Stock Connect and CIBM.
- Counselling several U.S. endowment funds on their PRC securities investment through QFII, Stock Connect and CIBM.
- Counselling a family office on its onshore and offshore securities investment.
- Represented a SOE on a QDII financing project.
- Represented a US investment bank on a number of private fund projects.
- Counselling a U.S. asset manager on its QDLP application.
- Counselling a number of foreign asset managers on their PRC marketing strategies.

Fund Raising and Downstream Investment

- Represented a SOE backed PE fund on forming US\$ denominated fund in the United States and Cayman.
- Represented a SOE backed PE fund on a number of downstream investments.
- Represented IDG on a number of preferred shares financing projects (deal size ranging from US\$1 million to 5 million).
- Represented ACTIS on the restructuring investment portfolios.
- Represented a leading AI company on its series B (US\$30 million), series C1-6 (for an aggregate investment amount of US\$200 million), and series D (US\$200 million) preferred share financing.
- Represented qunar.com on its pre-IPO common share financing (US\$52 million).
- Represented a number of target companies on its preferred share financing (deal size ranging from US\$5 million to 30 million).
- Represented a leading AI company (a Cayman company with VIE structure) on its IPO on the SSE STAR Market (a China version NASDAQ board launched June 2019).

M&A

- Represented a UK fund on the acquisition of a series of private schools and colleges in China.

- Represented the world's leading tech company on the acquisition (both onshore and offshore) of a PRC company focusing on CMR business.
- Advised a U.S. PE fund on the acquisition of a PRC company manufacturing fastener products.
- Advised a SOE backed PE fund on the acquisition of a Taiwan pharmaceutical company.
- Represented an AI company on its global restructuring.
- Represented a UK-listed company on the acquisition of a PRC high tech firm.

General Corporate and Compliance

- Assisted a number of MNCs with their WFOE set up and closure.
- Advised a number of WFOEs with their daily operation, PRC investment and expansion.
- Represented a U.S. MNC on a FCPA project.

Dispute Resolution

- Represented the founder of an international food chain company on a redemption dispute (US\$10 million).
- Represented the founder of a training school on a redemption dispute (US\$10 million).
- Represented Standard Chartered and DBS on a number of non-performing debt projects.