北京德和衡律师事务所
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Rachel Zhu practices in both Chinese and English, with a primary focus on outbound investment, foreign direct investment, corporate and M&A, project finance, compliance, and dispute resolution. Representative matters include? 1.Served as General Counsel of a multinational fin tech group, leading the development of the group's global compliance framework and successfully securing business licenses across multiple jurisdictions, while effectively managing regulatory inquiries in several key markets. Provided legal advice on the design and launch of financial products, as well as on the group's domestic and cross-border financing and investment activities. 2.Provided comprehensive foreign investment and compliance legal services to multiple multinational corporations, leading cross-border dispute resolution across various sectors, joint venture termination and liquidation, subsidiary compliance investigations, and business exit processes from end to end. Played an integral role in regulatory compliance, corporate governance, and commercial dispute resolution related to clients' operations in China, across industries including manufacturing, aviation, consumer goods, and professional services. 3.As in-house counsel for a multinational investment company, played a leading role in a range of core cross-border capital markets transactions, including a general offer and acquisition of a Hong Kong-listed company, a US SPAC listing and merger, and cross-border M&A and investment exits. Responsible for designing legal frameworks, reviewing key transaction documents, and leading commercial negotiations, successfully managing complex transactions and cross- border dispute resolution. 4.Represented a client in an arbitration involving a cross-border automotive distribution agreement dispute with a well-known brand, with claims valued at tens of millions of Australian dollars, developing a legal strategy centered on reliance-interest losses under Chinese law and leading multiple stages of proceedings to help the Australian client pursue an effective resolution. 5.Advised a media and entertainment company on core project matters, including financing, production, and talent engagement, managing legal risk through key agreements to ensure smooth project execution.