


## Mabel Lui

HEAD OF GREATER CHINA COMMERCIAL | HONG KONG


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 MABEL.LUI@WITHERSWORLDWIDE.COM

 +852 3711 1638

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SECRETARY WINCY TANG

 WINCY.TANG@WITHERSWORLDWIDE.COM

 +852 3711 1744



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### Mabel is head of our Greater China commercial team.

She is a recognised corporate lawyer with extensive experience in transactional work across Asia, particularly in Hong Kong and Mainland China. Mabel focuses on cross-border and international mergers and acquisitions and investment of diverse nature. She advises on investment structures to achieve regulatory compliance, tax and economic efficiency, investment treaty protection and political risk mitigation, and cover corporate governance, exit mechanics, allocation of rights and liabilities between partners and shareholders, which are important aspects of joint ventures and strategic alliances.

Mabel has more than 40 years of experience advising clients on China-related business matters. She was advisor to the foreign investor in the first Sino-foreign joint venture in China in 1979 and was on the Hong Kong team of counsel advising one of the first H share issues by Chinese corporations with dual listing in Hong Kong and New York Stock Exchanges in 1993. On both occasions, she participated in the clarification and formulation of important regulatory issues in the relevant areas.

Her clients include multinational and regional corporations, financial institutions, state-owned enterprises, listed companies, private companies, high net worth individuals and entrepreneurs, across a multitude of industries including food and beverage, hospitality, real estate, luxurious goods, renowned brands, education, advertising and media. Mabel advises them on the development and implementation of their international expansion strategies and the corresponding re-engineering of their business.

Mabel is a Justice of the Peace of Hong Kong, an international Notary Public and an Appointed Attesting Officer in Hong Kong appointed by the Ministry of Justice of the Government of the People's Republic of China. She was also government appointed member of, amongst others, the Administrative Appeals Board, Air Transport Licensing Authority, the Appeal Panel (Housing), the Inland Revenue Board of Review, Post-Release Supervision Board, Disciplinary Panel of the Hong Kong Institute of Certified Public Accountants and Deposit Protection Appeals Tribunal.

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## Track record

### Cambium Grove Capital

Represented Cambium Grove Capital as a lead arranger on a HK\$1.75 billion restructuring and refinancing of an existing senior facility of a real estate group in Hong Kong.

### Cornes Safe Navigation Holdings Limited

Represented Cornes Safe Navigation Holdings Limited in its acquisition of Safe Navigation (HK) Limited, Safe Navigation Pte. Ltd in Singapore and Safe Navigation Inc. in the US, a group of companies engaged in the supply/resale of navigational data and services to the marine market.

### Italian luxury brand

Represented an Italian luxury brand on the review of an e-commerce solutions agreement relating to the development, launch and management of their Chinese online channels, including their brand site and WeChat platform, through Chinese solutions provider D1M.

### Product manufacturing company

Represented a product manufacturing company on its two parallel joint ventures in Hong Kong and Shanghai regarding the manufacturing and distribution of products using the "Germagic" technology on antimicrobial coating for long-term disinfection of surfaces.

### Robotics business company listed on the Tokyo Stock Exchange

Represented a robotics business company listed on the Tokyo Stock Exchange in its subscription to and purchase of shares in Intelligent Cleaning Equipment Company, which group companies are manufacturers and distributors of commercial cleaning robot in several countries.

### Shun Ho Property Investments Limited

Represented Shun Ho Property Investments Limited, and its wholly-owned subsidiary, Houston Venture Limited, on the acquisition of Enhance Invest Inc., a wholly-owned subsidiary of Henderson Land Development Company Limited.

## Sky Shuttle Management Services Limited

Represented Sky Shuttle Management Services Limited on the relevant regulatory and compliance obligations in respect of the change of control of the holder of the Air Operator's Certificate and HKAR-1 Certificate issued by the Civil Aviation Department.

## Statutory technology and science body

Represented a statutory technology and science body set up by the HKSAR Government on the property and facilities management of Hong Kong Science Park and a series of properties in its portfolio, with emphasis on the installation and operation of smart-facilities.

## Tate Gallery

Represented Tate Gallery on a ground-breaking collaboration and exhibition with Shanghai's Pudong Museum to help Tate negotiate with the state-owned Shanghai Lujiazui Group and advised on English and Chinese law contracts.

## SOCAM Development Limited

Represented SOCAM Development Limited in the sale of the Four Seasons Hotel and Four Seasons Place in Shanghai to B.M. Holding Group for RMB1.323 billion.

## Shun Ho Property Investments

Represented Shun Ho Property Investments Limited, a public limited company incorporated in Hong Kong, in the acquisition of Newton Inn for HK\$1 billion.

## Fosun Property Holdings

Represented Fosun Property Holdings (Hong Kong) Limited in the HK\$990 million acquisition of Coastline International Limited.

## Brand consultancy group

Represented a brand consultancy group in the acquisition of a majority stake in the Hong Kong subsidiary of an independent British brand and customer experience design consultancy agency.

## Franchise rights

Represented a number of Hong Kong companies in various industries on the acquisition of franchise rights from U.S. or U.K. franchisors, whether solely or in joint venture with the franchisor.

## China International Marine Containers

Advising China International Marine Containers (Group) Co Ltd on its €108 million acquisition of 80% stake in Burg Industries BV, a Netherlands-based leading supplier of road transport equipment and special static tanks with operations in Amsterdam, Brussels, Germany, France, Finland and South Africa.

## Acquisition of Yantai Raffles Shipyard Limited

Advising China International Marine Container (Group) Co Ltd on its acquisition of 29.9% of the total equity of Yantai Raffles Shipyard Limited from its main stakeholder through offshore investments and holding companies. This transaction required special expertise in cross-border mergers and acquisitions.

## China Merchants Bank

Advising China Merchants Bank on its acquisition of a 53.12% controlling stake in Wing Lung Bank for HK\$19.3 billion, and in its general offer for the remaining shares in Wing Lung Bank for an additional HK\$17 billion.

## Chartis Insurance

Advising Chartis Insurance on the restructuring of its operation in Hong Kong including formation of a new insurance company subsidiary and transfer of existing insurance policy pursuant to a statutory scheme.

## US\$3.2bn acquisition

Advising Ping An Insurance (Group) Company of China Limited on its US\$3.2 billion acquisition of Shenzhen Development Bank Co Ltd. Our role included advising the client with respect to the transaction structure, compliance with the HKEx Listing Rules, negotiation and drafting of the share purchase agreement and share subscription agreement and due diligence.

## Ping An Insurance

Advising Ping An Insurance (Group) Company of China Limited on its US\$1.84 billion equity raising from listing its H shares on the main board of the Stock Exchange of Hong Kong.

## Ping An Insurance

Advising Ping An Insurance (Group) Company of China Limited in its negotiation with its strategic investor, HSBC Insurance Holdings, in relation to the subscription and the issuance of the Subscribed Shares of 10% of its share capital at the subscription price in the aggregate amount of US\$600 million.

## Bank acquisition

Advising Ping An Insurance (Group) Company of China Limited on the acquisition from Bank of China of a 50% interest in the registered capital of Fujian Asia Bank Ltd.

## Bank acquisition

Advising Ping An Insurance (Group) Company of China Limited on the acquisition of a 90% interest in Shenzhen Commercial Bank Company Limited in China, transaction value RMB4.9 billion.

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## Talks

- *'Redefining Hong Kong Series 2021/2022. Topics: How Hong Kong can cement and amplify its strategic role in the Greater Bay Area plan'* - SCMP Forum, Sep 2021
- *'The Future of Finance in Hong Kong: Family Office Series, Part 2: Digital Transformation'* - HKGCC, Oct 2020
- *'Structuring a deal in China, Asia or Belt & Road'* - Think Asia Think Hong Kong, Oct 2019

## External publications

*'Does the epidemic constitute a 'force majeure' event in Hong Kong? If so, what are the consequences?'* - 6 Mar 2020, co-author

*'How are 'force majeure' events regulated under PRC laws?'* - 6 Mar 2020, co-author

*'Coronavirus: how can luxury brands manage commercial risk across Asia and Europe?'* - 5 Mar 2020, co-author

*'Employment law around the COVID-19 outbreak in China'* - 5 Mar 2020, co-author

*'Employers' obligations in handling COVID-19 in Hong Kong';* 5 Mar 2020, co-author

## Admissions

Hong Kong, 1977

England and Wales, 1983

Victoria, Australia, 1983

New York, 1986

Singapore, 1991

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## Education

University of Hong Kong, LLB

University of Hong Kong, PCLL

University of Hong Kong, LLM

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## Languages

Cantonese

English

Mandarin

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# Memberships

Notary Public

China Appointed Attesting Officer in Hong Kong appointed by the Ministry of Justice of the Government of the People's Republic of China.

STEP (Society of Trust and Estate Practitioners)

Justice of the Peace of Hong Kong

Administrative Appeals Board

Disciplinary Panel of the Hong Kong Institute of Certified Public Accountants

Deposit Protection Appeals Tribunal

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## Key dates

Year joined: 2017

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