


# Daniel Tang

PARTNER | HONG KONG

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## Daniel is a partner in the corporate team.

He focuses on cross-border and international mergers & acquisitions, joint ventures, private equity/venture capital and corporate and commercial matters relating to investment in the People's Republic of China and Hong Kong.

Daniel also assists Chinese companies navigate and mitigate risks and challenges throughout their outbound investment projects in Europe and the United States. He notably advises them in relation to country risks analysis, compliance with local laws and regulations, negotiations, transaction structuring, due diligence, company formation, financing, and exit mechanisms.

In each of these respective areas, Daniel advises clients (corporates, start-ups and individuals) across a diverse range of sectors, including advertising and marketing, retail, e-commerce, technology, fintech, insurance, family offices and financial institutions.

Daniel also advises senior executives and employers, from onboarding incentive schemes to exit packages and other employment related matters, like employment issues in tech.

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## Track record

## Australian-based software development company

Representing an Australian-based software development company, with their various corporate matters, including (i) an employee share option scheme; (ii) general corporate advice and (iii) employment law issues with its employees.

## Global marketing and advertising agency

Representing a global marketing and advertising agency in coming to a mutual termination agreement with its CEO who has been in service for more than 20 years and assisting the company in compiling a master employment contract template for its APAC region.

## Global sports marketing agency

Representing a global sports marketing agency in compiling a master employment contract template for its Hong Kong office.

## International investment management firm

Represented an international investment management firm in a Series C round investment in a leading Chinese smart electric vehicle by subscribing Series C preferred shares for a total consideration of US\$15,000,000.

## International investment management firm

Represented an international investment management firm in its investment in a Beijing-based developer of an open-source, distributed SQL database for real-time analytics by purchasing Series D preferred shares for a total consideration of US\$30,000,000.

## Senior executive / co-founder

Representing a senior executive / co-founder in negotiating a service agreement involving share option plans of the US holding entity. The group hiring the individual is a start-up company designing and manufacturing electric vehicles, which is listed on NASDAQ.

## 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.

## SOCAM Development Limited

Advised SOCAM Development Limited, a property and construction company listed on the Hong Kong Stock Exchange (HKSE Stock Code: 00983), in the sale of the Four Seasons Hotel and Four Seasons Place in Shanghai to B.M. Holding Group, a Shanghai-based conglomerate, for RMB1.323 billion.

## International brand consultancy

Advised an international brand consultancy group in the acquisition of a majority stake in the Hong Kong branch of a British customer experience design consultancy group.

## UL LLC

Represented UL LLC in its acquisition of Consumer Testing Laboratories, Inc., a multinational retail testing company with operations in the US, Hong Kong, China, Canada and Bangladesh.

## British multinational advertising and public relations group

Advised a British multinational advertising and public relations group in its acquisitions in HK, PRC and Mongolia.

## Acquisition

Advised a Japan-based products and services group in its acquisition of a business distributing production equipment, electronic testing systems, consumable materials and tools in Asian countries.

## Real estate fund

Advised a U.S. real estate fund in its secondary acquisition of a Tianjin real estate project by forming a joint venture with the existing private equity investor.

## Private equity sale

Advised a UK private equity firm in its disposal of a PRC manufacturing operation.

## Asian sovereignty fund

Advised an Asian sovereignty fund in its proposed acquisition of a state-owned PRC property development company through open bidding at an equity exchange.

## HK financial conglomerate

Advised a HK financial conglomerate on its proposed acquisition of a PRC brokerage firm.

## Insurance company

Advised a foreign insurance company in its proposed RMB200 million acquisition of a minority stake in a Chinese P&C insurance company.

## Post-merger sale

Advised a U.S. multinational corporation (MNC) on its post-merger divestiture of shareholding in a PRC joint venture fund management company by way of a bidding process.

## German multinational

Advised a German MNC on its acquisition of the single-largest shareholding in a state-owned listed company in the lighting industry in connection of the largest company's share segmentation reform.

## German multinational

Advised a German MNC on its €300 million acquisition of the majority stake in a Chinese hair-care group with multiple manufacturing facilities and extensive distribution network.

## Chinese financial services group

Advised one of the largest Chinese financial services groups in the formation of a UK joint venture with an Australian listed property company for the development of a residential project in London.

## Bank acquisition

Advised a PRC insurance and finance group in its acquisition of a licensed bank in HK.

## PRC insurance group

Advised a PRC insurance group in its two-stage divestiture of a B2C e-commerce platform to a U.S. retail group, the investment in a PRC third-party payment business and proposed debt/equity investments in a Portuguese wind farm.

## Joint venture

Advised a U.S. juvenile products brands in its proposed joint venture with a HK-listed group.

## Joint venture

Advised a HK-based private equity fund in forming a joint venture with a global art information platform.

## Fashion group

Advised a PRC-based, HK-listed fashion group in its acquisition of a Shenzhen apparel business and proposed joint venture with an Italian fashion group.

## U.S. energy fund

Advised a U.S. energy fund in its proposed joint venture with a Hong Kong listed company by way of buying out minority shareholders in PRC coal-fired power plants.

## PRC asset management company

Advised a PRC asset management company on its RMB200 million joint venture with a U.S.-based investment consulting group.

## UK industrial group

Advised a UK-based industrial group in its PRC acquisitions.

## US\$100m buyout

Advised a U.S. MNC on its US\$100 million buyout of the Chinese partner in a beverage packaging joint venture in China.

## German multinational

Advised a German MNC on its joint venture with a HK-based LED solutions provider with operations in various jurisdictions.

## Private equity fund

Advised a HK-based private equity fund in its JPY370 million refinancing with a Japanese lender, as well as a proposed joint venture with a Canadian finance group to provide investment management services in HK.

## Japanese family

Advised a Japanese family-controlled trust in its subscription for exchangeable notes in a PRC-based mining firm, and proposed subscription for convertible note in a PRC-based education group.

## Dubai conglomerate

Advised a Dubai conglomerate in its equity/debt investment into a PRC food-processing business managed by a Taiwanese family.

## Private equity

Advised the PE arm of a major Chinese bank in its per-IPO investments in a natural resource business and real property developer both seeking listing on the main board of the Hong Kong Stock Exchange.

## Ship building companies

Advised a group of ship building companies on their cash advances and equity conversion arrangements with their customers to finance the construction of oil rigs.

## Hong Kong tech company

Advised a HK-based high-tech company in its proposed investments in start-up projects in China.

## U.S. insurance company

Advised a U.S. insurance company on its third party administrator arrangement in relation to auto warranty services.

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## Talks

- *'Preparing for the road ahead: The key asset management trends in Asia, Withers and MinShi Investment'*, Apr 2022
- *'A new fund vehicle for private equity in Hong Kong'* - Withers, Aug 2020
- *'Road to Success - Receiving Investment as a start-up'*, In-House seminar in collaboration with VAL Consulting, Hong Kong, Dec 2014

## External publications

*'The Global Rethinkers: Hong Kong: Your new crypto base?'* Withers Insight - October 4, 2023, co-authored

*'Cross-border Data Transfers between Hong Kong and mainland China - what do we need to know?'* - July 2022, co-author

*'To exercise or not: minority shareholders' and directors' right to inspect company books and records | Hong Kong'* - July 2022, co-author

*'Expensive lessons learnt? Recent court cases on missteps by money lenders in Hong Kong'* - June 2022, co-author

*'The Employment (Amendment) Bill 2022 in Hong Kong - a closer look'* - Mar 2022, co-author

*'China revamps overseas listing rules'* - Jan 2022, co-author

*'Fight against doxxing: The Hong Kong response and regional landscape in Mainland China and Singapore'* - Dec 2021, co-author

*'China's new personal information protection law setting new grounds'* - September 2021, co-author

*'Tackling Sexual Harassment in China: Shenzhen Rules Break New Ground'* - August 2021, co-author

*'An easy and convenient way to migrate funds to Hong Kong - Re-domiciliation option in the pipeline'* - August 2021, co-author

*'Profits tax exemption for private equity funds in Hong Kong'* - May 2021, co-author

*'Cross-border employment between Hong Kong and Mainland China'* - April 2021, co-author

*'Hong Kong to introduce the long-awaited corporate rescue regime in 2021'* - April 2021, co-author

*'An evolving regulatory landscape of cryptocurrency in Hong Kong'*, An update - Jan 2021, author

*'A Glance at China's Draft Personal Information Protection Law'* - 16 November 2020, co-author

'Highlights of the Civil Code of the People's Republic of China' - 4 September 2020, co-author

'Hong Kong to launch Limited Partnership Funds to boost PE/VC sectors' - 22 April 2020, co-author

'Stay Tuned - Hong Kong to resurrect Chapter 11-style corporate rescue bill' - 31 March 2020, co-author

'Virtual assets in Hong Kong - an evolving regulatory approach' - 19 Mar 2020, co-author

'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

'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

'Winding up of Companies in Hong Kong: Key Legislative Updates Pending Implementation', Keep Your Counsel (Winston Asia client newsletter) - Dec 2016, co-author

'Recent Liberalisations for Hong Kong and Macau Service Providers that Provide Certain Types of Telecommunications and Online Services in China', Hong Kong Lawyer - Oct 2016, co-author

'New Regulations Imposing New Duties upon Internet Content Providers in China', Keep Your Counsel (Winston Asia client newsletter) - Sept 2016, co-author

'Investing in Chinese Media, Cultural Services & Entertainment Sectors: Challenges and Opportunities', Keep Your Counsel (Winston Asia client newsletter) - May 2016, co-author

'The Reincarnation of VIE Structures', Keep Your Counsel (Winston Asia client newsletter) - Mar 2016

'Modifications of China Rules on Accreditation of High and New Technology Enterprises', Keep Your Counsel (Winston Asia client newsletter) - Mar 2016, co-author

'Private Fund Raisings in Hong Kong - Avoiding Pitfalls', Keep Your Counsel (Winston Asia client newsletter) - Dec 2015, co-author

'Reverse Takeover Trends in Hong Kong', Keep Your Counsel (Winston Asia client newsletter) - Sept 2015, co-author

'New Regulations for Foreign-Funded Enterprises Conducting E-Commerce Business in China', Keep Your Counsel (Winston Asia client newsletter) - July 2015, co-author

'New PRC Foreign Investment catalogue', Keep Your Counsel (Winston Asia client newsletter) - May 2015, co-author

'Notable Developments of Chinese IP Laws in 2014', Keep Your Counsel (Winston Asia client newsletter) - Feb 2015, co-author

'China Releases Draft Foreign Investment Law for Public Comments', Keep Your Counsel (Winston Asia client newsletter) - Feb 2015, co-author

'Structuring a Joint Venture in China', Daily Journal - Jan 2015

'The Hong Kong Competition Commission Releases Draft Guidelines for Comment', Keep Your Counsel (Winston Asia client newsletter) - Nov 2014, co-author

## Admissions

Hong Kong, 2003

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## Education

University of Hong Kong, PCLL

University of Hong Kong, LLB

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## Languages

Cantonese  
English  
Mandarin

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## Memberships

Law Society of Hong Kong

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## Key dates

Year joined: 2017

Year became partner: 2017

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