

2017

ALB

CHINA TOP 10 M&A LAWYERS

中国十佳并购律师

Against the backdrop of slowing macroeconomic growth, merger and acquisition (“M&A”) and reorganization have become important means for businesses to seek transformation and upgrading and diversify their operations. China’s M&A market has been very active and busy with reforms of State-owned enterprises, overseas asset acquisition, industrial restructuring and mergers between industry giants. Asian Legal Business (ALB) has been following the legal market of M&A closely, learning as much as possible about outstanding M&A lawyers and their role in M&A deals.

Top M&A lawyers need to have not only a solid foundation of knowledge and rich practical experiences, but also clear ideas and creative solutions. This year, ALB conducted a special survey on M&A lawyers, and came up with a list of top M&A lawyers based on law firm recommendations, lawyer achievements and other dimensions. Congratulations to all winners!



METHODOLOGY

Candidates are reviewed and selected based on the following considerations:

- 1) Representative deals handled throughout practice experiences;
- 2) Major transactions performed in the past 12 months;
- 3) Key clients;
- 4) Awards and accolades won; and,
- 5) Client evaluation

Domestic law firms and international law firms are listed in two separate tables for this ranking. Winners are listed below by their surnames in alphabetical order.

评选方法

评委会主要依据以下方面的成绩进行评审：

- 1) 候选人执业经历中的代表性交易；
- 2) 候选人过去12个月参与的重大交易；
- 3) 候选人的主要客户；
- 4) 候选人所获得的相关奖项；
- 5) 客户的评价。

本次排名就国内律所和国际律所编制了两个独立的排名表格。以下获奖人按姓氏首字母顺序排列。

在宏观经济增速放缓的大背景下，并购重组成为企业寻求转型升级和业务多元化的重要手段，中国的并购市场上国企改革、海外资产收购、产业转型、巨头合并等热点频现。《亚洲法律杂志》(ALB)一直关注并购法律市场，尽可能了解优秀的并购律师以及他们在并购活动中发挥的作用。

优秀的并购律师不仅需要具备扎实的基础知识，丰富的实战经验，还需要清晰的思路和创造性的解决方案等。今年，ALB特别对并购律师进行了调研，通过律所推荐、律师成就等维度切入，评选出了优秀的并购律师，让我们祝贺他们。

Domestic Law Firm

Top 10 M&A Lawyers 十佳并购律师	Law Firm 所在律所
Audrey Chen 陈子若	JunHe LLP 君合律师事务所
Wei (David) Chen 陈巍	DeHeng Law Offices 德恒律师事务所
Guanchun Dai 戴冠春	Jingtian & Gongcheng 竞天公诚律师事务所
Charles Guan 管建军	Grandall Law Firm 国浩律师事务所
Samuel. RQ. Jiang 江荣卿	Beijing Dentons Law Offices, LLP 大成律师事务所
Jinrong Liu 刘劲容	Global Law Office 环球律师事务所
Selena She 余铭	Llinks Law Offices 通力律师事务所
Annie Wu 邬国华	Jingcheng Tongda & Neal 金诚同达律师事务所
Frank Xu 徐莹	Jia Yuan Law Offices 嘉源律师事务所
Ping Xu 徐萍	King & Wood Mallesons 金杜律师事务所

AUDREY CHEN | JUNHE LLP

Since starting her practice in 1993, Audrey Chen has been providing legal services for a number of well-known companies, banks, funds and other institutions both at home and abroad, specializing mainly in M&A, reorganization, antitrust and competition, dispute resolution and other legal services. Industries covered by her practice include energy, mining, manufacturing, pharmaceuticals, food agriculture, among others. She has assisted energy companies such as BHP Billiton and Aluminum Corporation of China Limited in their domestic and overseas investment and M&A projects, and acted for shipbuilding and air transport giants, such as China State Shipping Corporation, Air France and KLM Royal Dutch Airlines in going about their M&A projects.

Chen believes that a good M&A lawyer, among other desirable traits, needs to “be sharp, hardworking and a team player”.

陈子若 | 君合律师事务所

自1993年从业以来，陈子若律师为一系列国内外著名公司、银行、基金和其他机构提供法律服务，主要从事收购兼并、重组、反垄断和竞争、争议解决等方面法律服务。其中涉及的行业涵盖能源、矿业、制造业、医药、食品农业等。协助能源公司如必和必拓、中国铝业的境内外投资并购项目；代表船舶制造和航空运输领域中的龙头企业如中国船舶工业集团、法国航空、荷兰皇家航空运作并购项目等。

陈律师认为，一名优秀的并购律师需具备“敏锐、勤奋和团队合作”等特质。



WEI (DAVID) CHEN |

DEHENG LAW OFFICES

Wei (David) Chen has a long track-record of providing legal advisory services and comprehensive solutions for large enterprises. Extremely experienced in cross-border M&As, Chen specializes in M&A transactions in a wide range of industries including medical and health care, semiconductor, TMT, new energy and mining. Chen has led many large-scale acquisition projects across countries in North America, Europe and Asia, and completed the privatization and acquisition of listed companies in a number of jurisdictions including the United States, Canada, Australia, etc.

In addition to solid legal knowledge and rich practical experiences, an outstanding M&A lawyer must be fully aware of clients' needs, have a profound understanding of the risks of projects and propose creative solutions, said Chen.

陈巍 | 德恒律师事务所

陈巍律师长期为大型企业提供常年法律咨询服务和综合解决方案；在跨境并购方面具有极其丰富的经验，擅长医疗、半导体、TMT、新能源、矿业等多个行业的并购交易。陈律师曾牵头负责多起跨北美、欧洲、及亚洲诸多国家的大型收购项目，以及完成美国、加拿大、澳洲等多个法域的上市公司私有化退市收购项目。

陈律师表示，除了扎实的法律知识和丰富的执业经验外，一名优秀的并购律师应该充分了解客户的需求、深刻理解项目的风险，并提出创造性解决方案。

2017年境外投资的政府审批挑战与应对措施

Regulatory challenges and opportunities for outbound investment in 2017

In China, stricter domestic controls curbing outbound capital threaten to dampen the volume of cross-border deals but we offer advice on getting the deal through by presenting more effectively to regulators and providing alternative financing. In the US, the Trump presidency might look to CFIUS as leverage in coming economic friction between China and the US with serious implications for investment by state owned enterprises. Lastly, there is a positive development in Russia as we expect an opening for previously prohibited investments in natural resources.

过去数年内，中国境外投资发展迅猛。但是，在国际投资的大环境下，政府投资审批的多变与不确定性一直存在。2017年，中资企业对外投资将面临来自境内以及境外投资政策变化的多重考验。如何采取妥善的应对措施，如何寻求新路径、新机遇也是中资企业2017年的重要课题。

一、中国：境外投资从严管控

2016年12月，国家发改委、商务部、人民银行及外汇局四部门加强境外投资监管。对于申请备案或核准的境外投资项目，监管部门将在受理之前开展真实性和合规性审查，并重点关注大额非主业投资、合伙企业对外投资、境外上市中资企业退市等类型及房地产、娱乐业、体育俱乐部等领域的投资项目。另外，在实践操作中，投资额超过500万美金以上的境外投资项目需要报告外汇局，通过核准后方可换汇。上述监管措施实施后，出现了“资金出境难”现象，不少筹划阶段或实施阶段的境外收购项目受到不同程度的影响。我们认为，本轮监管措施旨在对境外投资市场进行“去伪存真”的筛查、对非理性的及虚假的境外投资行为进行监管，并非要遏制境外投资交易，有真实商业需求的、理性的投资项目仍将得到监管部门的支持和许可。

德恒自去年12月以来，已成功协助多家中资企业完成境外收购项目顺利交割。根据我们的经验，以下几点有利于帮助企业顺利通过境外投资审查：1) 优良的境外标的资产、真实的商业需求及合理的交易价格是通过境外投资真实性审查的基础；2) 选择投资项目可尽量贴合“一带一路”及“中国制造2025”等国家政策导向；如项目涉及监管部门已明确将密切关注的投资类型和投资领域，则需与监管部门提前沟通；3) 与监管部门开展有效的沟通是关键，且应提前与关键部门重点开展沟通。



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此外，企业也可以采取其他方法来降低境外投资政策变化带来的交易不确定性的风险；如企业可以调整融资结构，通过境外现有收购主体并使用来源于境外的资金（例如境外自有资金、跨境直贷、境外银行贷款、境外发债融资、银行内保外贷等）完成交易。

二、美国：CFIUS审查或将对中资投资者收紧

外国投资委员会 (Committee on Foreign Investment in the U.S., “CFI-

US”) 主要职责为对可能影响美国国家安全的外国投资交易开展审查，如一项外国投资存在不可解决的危害美国国家安全的因素，则CFIUS可对交易施加限制或提请美国总统阻止交易。对于大多数美国收购项目或涉及在美标的资产的海外收购项目而言，通过CFIUS审查已经成为项目交割的关键审批环节之一。

值得注意的是，2016年11月，美国国会下属的美中经济和安全审查委员会 (U.S.-China Economic and Security Review Commission, “USCC”) 在向美国国会提交的专项报告中称中国国有企业并购美国企业可能会损害美国的国家安全，建议美国国会修正法律，授权CFIUS禁止中国国有企业开展对美国企业的取得控制权的交易。USCC的建议是否将被采纳尚未可知，但随着2017年特朗普入主白宫，其在经济贸易领域奉行的保护主义原则也令我们担心美国是否可能利用CFIUS审查收紧中资并购，尤其是中国国企的并购项目，从而加大中国投资者进入美国的难度。

虽然存在上述不确定性，但在被CFIUS认定为敏感领域之一的半导体行业内，德恒在过去一年内已成功协助具有国资背景的中资企业完成三起针对美国硅谷高科技企业发起的收购案。我们将就CFIUS对中资企业的审查标准及态度予以紧密关注。

三、俄罗斯：政府间投资协议解决现有法律的限制

俄罗斯法律限制外国国有企业在大规模石油、天然气和矿产等领域进行投资；例如，俄罗斯明确禁止外国国有企业持有储量50吨以上的俄罗斯金矿企业25%以上的股权。但是，随着中俄两国合作的加强，俄罗斯对于对中国投资的限制已呈现放宽迹象。

德恒目前正在为中国某国有矿业公司收购俄罗斯某战略储备级金矿提供法律服务；其中，中方投资者将联合其他金砖国家投资者收购标的金矿的控股股权。为了突破上述俄罗斯法律对外国国企收购股权的限制，本项目各方拟将通过推动中国政府与俄罗斯政府就本项目签订投资协议的方式豁免对于外国国企股权收购比例的限制。因此，我们希望上述金矿项目的政府间投资协议可以尽快达成，从而为中国企业在俄罗斯自然资源领域的投资提供新的可供借鉴的模式。

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GUANCHUN DAI | JINGTIAN & GONGCHENG

Guanchun Dai has 20 years of experience advising both Chinese private and state owned enterprises in their international corporate and commercial projects, including, cross-border M&A operations, China inbound corporate finance, real estate and infrastructure, corporate restructuring, securities matters and other commercial transactions. Guanchun Dai is specializes in handling large scale and complicated transactions and is trusted by his client for efficiency and diligence. He is also among the earliest of the Chinese lawyers to participate in the outbound M&A by Chinese private enterprises and has advised on dozens of successful transactions. Guanchun Dai is a member of the Chinese Bar Association and has also passed the New York State Bar Examination.

戴冠春 | 竞天公诚律师事务所

戴冠春律师拥有20年的律师执业经验，担任过诸多国企及民营企业跨国交易的法律顾问，执业的业务类型包括跨境并购、境内企业融资、房地产与基础设施建设、重组、证券市场等。戴冠春律师擅长于处理交易金额较大、交易结构复杂的项目，并因他的高效与勤勉尽责而深受客户的信赖。他也是中国最早参与民营企业跨境并购项目的律师之一，并参与了诸多成功的跨境交易项目。戴冠春律师是中国律师协会会员，并通过美国纽约州律师职业资格考试。



CHARLES GUAN | GRANDALL LAW FIRM

With over two decades of professional experiences, Charles Guan mainly practices in corporate M&A, investment and financing, private equity funds, capital markets, etc. Projects led by him include the privatization and domestic listing of Giant Interactive, the acquisition of Plateno by Jinjiang International Group, joint acquisition of the equities of Pakistan Stock Exchange by a Chinese consortium of three major exchanges, listing of Shanda Group, the acquisition of Huayu Logistics Group by international express giant TNT and many other deals with a profound industry impact and beyond.

Guan shared with ALB that an excellent M&A lawyer needs to have top-notch professional competency and rich M&A experiences, be skillful in operations and flexible in response, always be "client-oriented" and provide professional, dedicated, diligent and team-based services throughout the M&A process, thus offering creative solutions to clients.

管建军 | 国浩律师事务所

管建军律师具20余年行业经验，主要从事公司并购、投融资、私募基金、资本市场等方面的业务。其牵头服务的项目包括巨人网络私有化收购及境内上市、锦江国际集团收购铂涛酒店集团、三大交易所联合收购巴基斯坦证券交易所股权、盛大网络上市、国际快递巨头TNT收购华宇物流集团等众多在业内外深具影响的项目。

他表示，出色的并购律师，需要具有优秀的专业素养、丰富的并购经验、娴熟的操作技能、灵活的应变能力，“以客户需求为导向”，将专业、敬业、勤勉和团队精神贯穿于服务始终，为客户提供创造性的解决方案。

SAMUEL RQ. JIANG | BEIJING DENTONS LAW OFFICES, LLP

A senior partner with Dacheng Law Offices, Samuel RQ. Jiang has 21 years of experience in cross-border investment and financing as well as dispute resolution, and has handled nearly 400 projects across Asia, Africa, Americas, Europe and Oceania. His main achievements include the acquisition of copper and gold mines in Ecuador by China Railway Construction Corporation Limited, the Jakarta-Bandung high-speed rail project of Indonesia, etc.

In Jiang's opinion, "planning and coherence are must-haves of an excellent M&A lawyer. I will first straighten out my own thinking when approaching a M&A project, work out the deadline of each stage, and have a comprehensive grasp of the main theme of this project. This also makes it possible for me to efficiently handle projects and coordinate team work."

江荣卿 | 大成律师事务所

江荣卿律师为大成律师事务所高级合伙人，在跨境投融资、争议解决领域有21年的经验，处理的近400个项目遍及亚洲、非洲、美洲、欧洲、大洋洲。代表性的案件包括中国铁建收购厄瓜多尔铜金矿项目，印尼雅万高铁项目等。

他表示：“规划性和条理性是一名优秀的并购律师必备的特质。我在处理并购案件的过程中首先会理清思路，梳理出每一个环节的时间节点，全面的把握案件的主旋律；这也使得我可以高效的处理案件和统筹团队工作。”

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Joining on the list of ALB China's 2017 Top 10 M&A Lawyers is Dai Guanchun, a partner of Jingtian & Gongcheng. Dai, who has achieved multiple high-profile successes in his specialization in recent years, talked to ALB about the secrets to become a top-notch lawyer in merger and acquisition ("M&A").

ALB: As a successful lawyer in the field of cross-border transactions, could you share with us the qualities essential to an outstanding M&A lawyer?

Dai: I believe the qualities are threefold: Fundamentally, they need basic skills, including a good command of legal and financial concepts, negotiation skills, English communication skills, among others. At the same time, they must have strong professional capabilities, good work habits and team spirits. The ability to provide clients with accurate advice is also a key trait. Furthermore, I believe lawyers should serve clients as a deal maker. Some M&A lawyers are very focused on distinguishing between legal and business issues, and avoid providing ideas of solutions with certain inclination for their clients. However, in complex business, many Chinese clients expect lawyers to play a more active role.

Under this circumstance, breaking through the legal professional restriction and providing clients with decisions on the basis of plenteous project experiences will bring more value to clients.

ALB: Do you have any suggestion to young lawyers?

Dai: For young lawyers finding their feet in the profession, the most important thing is to have patience. As members within larger teams, young lawyers must first recognize their own roles, and fully understand the inevitable path of progressing from low-rank soldiers to generals. They have to properly and patiently complete a number of tasks that are not technically difficult but are very trivial, such as basic tasks like documentation review, summarization of a large volume of contracts, etc. Such work may be a far cry from the expectations of many aspiring lawyers who are graduates of prestigious schools, but I believe that even in doing the most mundane work, whether one resorts to complaining of being under-valued or chooses to learn and observe everything with patience will make a huge difference in the long run.

ALB: As one of the lawyers and partners with the best business performance in terms of M&A practice not only within Jingtian & Gongcheng but also across the entire industry, what do you see as opportunities and challenges and what is your direction?

Dai: Lawyers specializing in M&A need to have a large client pool that includes a lot of institutional clients and large enterprises, and also have to familiarize themselves with the risk control mechanisms of the enterprises within the client pool and pay attention to their strategic orientations at all times. A high degree of focus is needed to be able to complete these tasks. Once a certain number of M&A projects have been successfully completed, clients will begin to show significant preference in choosing M&A lawyers. For me, the trust I have gained from clients over all these years in this area is the most critical opportunity.

In recent years, China's domestic listed companies, State-owned enterprises and government platform companies have been very active in cross-border M&A transactions, and the implementation of "One Belt, One Road" and other national strategies has presented opportunities to Chinese lawyers who are more familiar with China's legal environment and regulatory rules. This is a unique competitive advantage enjoyed by Chinese M&A lawyers. I hope I could lead the M&A practice team of Jingtian & Gongcheng to seize this historical opportunity to provide clients with even more targeted services in a larger market by keeping improving our professionalism and integrating all effective legal service resources.

北京市竞天公诚律师事务所合伙人戴冠春律师荣登2017年ALB中国十佳并购律师榜单，近年来，戴律师在专业领域中屡创佳绩，此次ALB就如何成为一名顶级并购律师与戴律师展开对话。

1、作为跨境交易领域的成功律师，您认为并购律师应具备怎样的素质？

戴律师：我认为有三个层面：首先是基本技能，包括法律功底和财务功底、谈判技巧，英语沟通能力等；在此之上，是工作能力，良好的团队精神，有条理的工作习惯；更高一层，是向客户提供明确的咨询意见，这是区分跨境交易律师优秀与否的关键，我推崇律师以Deal Maker的角色服务客户。

有些并购律师非常注重区分法律问题和商业问题，回避参与风险判断和决策，避免向客户提供有倾向的解决思路。我理解这种执业风险的考虑，但在复杂的跨境并购业务中，很多中国客户期望律师能够发挥更积极的作用。

这种情况下，突破法律专业限制，向客户提供基于大量项目经验的决策咨询，能够给客户带去更大价值。

2、您对新入行的年轻律师有什么建议？

戴律师：对新入行的律师而言，最重要的是耐心。作为团队一员，年轻律师首先要认清自己的角色，明白从小兵到将军的规律。耐心完成好一些技术难度不高但是繁杂的事务，诸如审阅、总结大量合同寻找控制权变更的条款，甚至装订复印这样的基础事务。这也许和很多出身名校、学业精良的年轻律师对自己角色的期望不完全一致，但同样是执行基础工作，是抱怨大材小用还是耐心观察项目执行，学习效果、收获我相信区别会非常大。

3、戴律师作为竞天公诚乃至业内并购业务业绩最突出的律师合伙人，请您从行业的角度谈谈机遇、挑战以及发展方向？

戴律师：律师以并购业务作为业务方向，需要拥有一个包括很多机构客户和大型企业的客户池；对客户池内的企业，并购律师还需要熟悉他们的风控机制，随时关注这些客户的战略取向。这要求律师在并购业务上必须非常专注。

足够的专注也会有它的回报，大量并购项目成功完成后，客户也会在选择并购律师时表现出明显的倾向性。对我来说，这些年在这个领域积累了客户的信任，算是最关键的机遇吧。

中国的境内上市公司、国有企业和政府平台公司在跨境并购交易中的活跃，“一带一路”等国家战略的落实，给更熟悉中国法律环境和监管体系的中国律师带来了机遇。这是中国并购律师的独特竞争优势。我希望能够带领竞天公诚的并购服务团队，抓住历史机遇，在本土化优势的基础上，不断提升专业化水准，整合国际上的各种有效法律服务资源，在更大的市场里对客户提供更具有针对性的服务。

JINRONG LIU | GLOBAL LAW OFFICE

Jinrong Liu's main practice areas are M&A, private equity investment, asset restructuring, capital markets and taxation. He was the lead lawyer for a large number of representative large M&A projects, including major asset reorganization of listed companies, foreign investment, corporate outbound investment, large fund investment, industry M&A and other types of transactions, counting many well-known domestic and overseas large State-owned enterprises ("SOE"), private enterprises, multinational corporations, domestic and foreign funds, international financial institutions, etc. as his clients.

For Liu, "A M&A lawyer needs to have two unique qualities in addition to the diligence, professionalism and expertise generally required of lawyers: first, very strong ability to judge and assess legal and commercial risks, in particular, the ability to assess risks; second, the ability to have a thorough understanding of the commercial objectives of all parties to a M&A transaction, and find a solution that effectively balances the core interests of all stakeholders. This second ability is of particular importance."

刘劲容 | 环球律师事务所

刘劲容律师的主要执业领域为收购与兼并、私募股权投资、资产重组、资本市场以及税务。刘劲容律师主办了众多具有代表性的大型并购项目，包括上市公司重大资产重组、外商投资、企业境外投资、大型基金投资、产业并购等各类交易，服务的客户包括众多国内外知名的大型国企、民营企业、跨国公司、境内外基金、国际金融机构等。

刘律师认为：“一名并购律师除了应该具体律师普遍具有的勤奋尽责，专业技术精湛的特质以外，还需要具有两个特质，首先是很强的法律和商业风险判断和评估的能力，特别是风险评估的能力；其次是充分理解交易各方的商业诉求，找到能够有效平衡各方核心利益的解决方案的能力。最后这种能力尤为重要。”

**SELENA SHE | LLINKS LAW OFFICES**

Specializing in M&A, corporate law, foreign direct investment, fund-raising and establishment, private equity investment and venture capital, Selena She also has rich experiences in intellectual property and technology transfer, strategic investment and cross-border transactions. According to She, a good M&A lawyer needs to fully understand the needs of clients, and combine business objectives and legal requirements to provide clients with practical transaction solutions. Furthermore, a top M&A lawyer should have a comprehensive and in-depth understanding of all the various legal issues that may be involved in M&A transactions, and even a deep understanding of accounting and taxation matters.

余铭 | 通力律师事务所

余铭律师的主要执业领域为兼并与收购、公司法及外商直接投资、基金募集和设立以及私募股权投资和风险投资。余律师在知识产权和技术转让、策略性投资及跨境交易方面也有着非常丰富的经验。余铭律师认为，作为一位优秀的并购律师，需要充分了解客户的需求，将商业目的和法律要求予以结合，为客户提供切实可行的交易方案。进一步的，优秀的并购律师应该对于并购交易中可能涉及各类法律问题均有全面深刻的了解，甚至对于财务税务也需有深入的认识。



Number of Partners: 73

Number of Lawyers: 295

Firm Overview:

We are the first Chinese law firm. Our history dates back to 1979, when we became the first law firm in the PRC.

We are a leading Chinese law firm. We have long been recognized by both international and domestic league tables and legal institutions as an elite Chinese law firm.

We are one of the largest Chinese law firms. We have more than 290 lawyers practicing in Beijing, Shanghai and Shenzhen offices, with qualifications and hands-on experience gained from law schools and firms throughout Asia, North America, Europe and Australia.

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ANNIE WU | JINGCHENG TONGDA & NEAL

Annie Wu is a senior partner of Jincheng Tongda & Neal, in charge of the firm's outbound investment practice. In recent years, Wu, serving as chief legal adviser, has led her team to act for multinational corporations, SOEs, private enterprises and investment institutions in numerous high-profile cross-border investment and M&A transactions. Prior to joining Jincheng Tongda & Neal, Wu has practiced for nearly ten years at an international firm's US headquarters.

In her view, the qualities that a top M&A lawyer needs to have can be summarized as "STAR", that is, "Solution", "Teamwork", "Adding Value" and "Responsiveness", with "Solution" being the most important among the four. Usually, a few seemingly insolvable "dead ends" will emerge in a transaction. What makes a lawyer outstanding or merely good is that an outstanding lawyer is able to find, with keen insight and judgment, a delicate balance between legal compliance and business solutions in the shortest possible time during rapidly changing negotiations to facilitate the successful conclusion of the transaction.

邬国华 | 金诚同达律师事务所

邬国华律师是金诚同达律师事务所高级合伙人，主管该所对外投资业务。近年来，邬律师带领她的团队在众多备受瞩目的跨境投资并购交易中担任跨国公司、国有企业、民营企业和投资机构的首席法律顾问。加入金诚同达之前，邬律师曾在国际律师事务所美国总部执业近十年。

在她看来，一名优秀的并购律师需具备的特质可总结为“STAR”，即“Solution”“Teamwork”“Adding Value”及“Responsiveness”。在以上特质中，最重要的是Solution。通常在，在交易中会遇到几个看似无法解开的“死结”。优秀与卓越律师的最大区别在于后者可以在瞬息万变的谈判中，以敏锐的洞察力和判断力，在最短时间内找到法律合规与商业解决方案之间的微妙平衡，促成交易。

**FRANK XU | JIA YUAN LAW OFFICES**

During 23 years of practice, Frank Xu mainly focuses on corporate law and securities law. He participated in M&A projects such as CITIC Pacific Limited's acquisition of CITIC shares, Midea Group's acquisition of KUKA AG, and IPO projects such as China Communications Construction's H/A share listing and China Railway Group Limited's A/H share listing. He also acted for Beijing WKW Automotive in a series of non-compete disputes with its German shareholder WKW. Xu also has a wealth of experience in enterprise restructuring, domestic and foreign listing, M&A, dispute resolution, to name a few.

In Xu's eyes, the qualities most needed by an outstanding M&A lawyer are to first structure a framework in complex transactions and then find common interests and areas of disagreement of the parties.

徐莹 | 嘉源律师事务所

徐莹律师执业23年，主要领域为公司法、证券法。参与了中信泰富收购中信股份、美的集团收购库卡集团等并购项目，中国交建H/A股、中国中铁A/H股等IPO项目，并代理京威股份与其股东德国威卡威同业竞争争议系列案件。在企业重组、境内外上市、收购兼并、争议解决等领域积累了丰富的经验。

他认为作为一名优秀的并购律师，最需要具备的特质首先是在复杂的交易中搭建交易架构，并发现双方共同的利益点和不同的分歧点。

PING XU | KING & WOOD MALLESONS

Focusing on legal services for cross-border investment and M&A, Ping Xu has, over more than 20 years of practice, acted for a number of Chinese enterprises to complete cross-border M&A transactions that are well-known on the market with solid professional skills and international experiences. As a lead lawyer for these transactions, Xu has played a key role in structural design, transaction negotiation and solution presentation, and is widely recognized by clients as a trustworthy M&A adviser with strategic visions. Major M&A deals that Xu participated in in 2016 include: acting for Apex Technology in its acquisition of US-listed Lexmark; advising Qingdao Haier in its acquisition of General Electric's white goods business; representing a Chinese financial consortium in acquiring Global Switch, the world's leading data center operator, among others.

Xu believes that each M&A transaction is a systematic project. In addition to legal expertise, an outstanding M&A lawyer also needs to have comprehensive knowledge in fields such as accounting, finance and management, etc. so as to better understand client needs and all aspects of a M&A transaction. In terms of capabilities, it is desirable that a top M&A lawyer have good understanding, communication skills, and analytical and judgment abilities, and be able to propose creative solutions to help clients achieve their commercial and strategic goals.

徐萍 | 金杜律师事务所

徐萍律师专注于跨境投资和并购的法律服务。徐律师以二十余年的执业经验、扎实的业务功底和国际经验，代表多家中国企业完成了市场知名的跨境并购交易。作为这些交易的牵头律师，徐律师在结构设计、交易谈判和提出解决方案等各方面起到关键作用，被客户公认为是一位值得信赖、具有战略眼光的并购顾问。2016年徐律师参与的重大并购交易包括：代表艾派克收购美国上市公司Lexmark；代表青岛海尔收购通用电气的白色家电业务；代表中国财团收购全球领先的数据中心运营商Global Switch等。

她认为每一个并购交易都是一项系统工程。除法律专业知识外，一名优秀的并购律师还需要掌握财务、金融、管理等领域的综合知识，才能更好理解客户需求及并购交易的各个环节。在能力方面，需要具备良好的理解能力、沟通能力、分析判断能力，并能够创造性地提出解决方案，帮助客户实现商业和战略目的。





北京金诚同达律师事务所创立于1992年,在上海、深圳、沈阳、西安、成都、济南、合肥设有分所,目前已发展成为中国境内规模最大、最富活力的律师事务所之一,拥有470余位优秀专业律师。

金诚同达能够为客户提供全方位的法律服务,包括但不限于公司、证券、金融、房地产、项目融资、基础设施建设、资产管理、保险、并购、税务、知识产权、反垄断、劳动法、外商投资、国际贸易、WTO争端解决、商事仲裁诉讼等。金诚同达的客户包括政府部门、大型跨国公司、中央企业、国内外金融机构、保险公司、对冲基金、私募基金、风险投资基金、房地产企业、基础设施开发商、制造商、IT公司、高新技术产业、传媒娱乐业等。

金诚同达集萃了众多跨领域的专家,秉承“守信金诚,励志同达”的理念和“同心合力,事业腾达”的目标,倡导“法理精神、一品服务”和“服务创造价值”,运用资深的专业技术和丰富的实践经验竭诚为每位客户提供最为专业和完备的法律服务。金诚同达律师能够切实地从每位客户的立场和观点出发,同时坚持结合具体情况,在每个业务层面提供高水准的优质服务。金诚同达以学者型的严谨态度、专家型的服务水平、团队型的合作模式和国际化的质量标准严格要求自己,正在成为客户最信赖的重要资源。

金诚同达亦是中国公共法律服务的推动者和热衷实践者。金诚同达律师经常受邀在政府机构、专业协会、民间团体主办的会议上发表演讲,参与人大和政协提案的草拟,参与中央与地方的立法或者修法,参与相关司法解释的讨论,担任政府法律顾问,进行法律实施的调研,积极投身于中国的法制化建设进程。

金诚同达多次被司法部命名为“部级文明律师事务所”,被中华全国律师协会评为“全国优秀律师事务所”。

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ASIAN LEGAL BUSINESS

SCHEDULE OF RANKINGS 2017 2017年榜单安排



亚洲法律杂志 - 中文版 CHINA

NAME OF RANKING 榜单	MONTH OF PUBLICATION 发布月	NOMINATIONS OPEN* 提名开始日*
ALB China Firms to Watch 2017 • ALB 2017年中国精品律所	January 一月	21-November-2016
2017 ALB Top 15 China Litigators • ALB 2017年中国十五佳诉讼律师	February 二月	16-December-2016
2017 ALB Top 10 M&A Lawyers in China • ALB 2017中国十佳并购律师	March 三月	28-December-2016
ALB Employer of Choice 2017 • ALB 2017年最佳雇主	April 四月	6-February-2017
ALB IP Rankings 2017 • ALB 2017年知识产权排名	May 五月	21-February-2017
ALB Top GCs in China 2017 • ALB 2017年最佳总法律顾问	June 六月	23-March-2017
ALB Rising Lawyers in China 2017 • ALB 中国2017年律师新星	July 七月	25-April-2017
ALB Client of Choice 2017 • ALB 2017年客户首选律师	August 八月	23-May-2017
ALB M&A Rankings 2017 • ALB 2017年并购排名	September 九月	15-June-2017
ALB Fastest Growing Firms in China 2017 • ALB 2017年中国最佳成长律所		22-June-2017
ALB Top Female Lawyers in China 2017 • ALB 2017年中国最佳女律师	October 十月	25-July-2017
ALB 2017 Top 50 Largest Law Firms • ALB 2017年亚洲最大50家律师事务所	November 十一月	22-August-2017
ALB Top In House Teams in China • ALB 2017年中国最佳公司法务团队	December 十二月	7-September-2017
ALB Top IP Lawyers in China 2017 • ALB 2017年中国最佳知识产权律师		14-September-2017

* These dates are subject to change. Please contact ALB for the most up-to-date schedule.
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International Law Firm

Top 10 M&A Lawyers 十佳并购律师	Law Firm 所在律所
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Fang Jian 方健	Linklaters 年利达律师事务所
Ulrike Glueck 邬丽福	CMS, China CMS, 中国
Shaolin Luo 罗绍林	Simpson Thacher & Bartlett LLP 盛信律师事务所
Arthur Mok 莫雅德	Ropes & Gray LLP 瑞格律师事务所
Jun Wei 魏军	Hogan Lovells 霍金路伟律师事务所
Xiaoyu Greg Liu 刘晓宇	Paul, Weiss, Rifkind, Wharton & Garrison 宝维斯律师事务所
Sherry Yin 尹小微	Morrison & Foerster 美富律师事务所
Howard Zhang 张新华	Davis Polk & Wardwell LLP 达维律师事务所
Z. Alex Zhang 张钊	White & Case LLP 伟凯律师事务所

DANIEL DUSEK |

SKADDEN, ARPS, SLATE, MEAGHER & FLOM LLP

Daniel Dusek is a corporate partner concentrating in mergers and acquisitions, complex cross-border transactions and general corporate matters. Dusek has represented public and private clients in a variety of corporate transactions, including acquisitions, dispositions, mergers, auctions, private equity and leveraged buyouts, going-private transactions, spin-offs, joint ventures and other corporate matters. Recent mandates include: representing the special committee of the board of directors of Qihoo 360 Technology Co. Ltd. in its US\$ 9.3 billion going-private acquisition by a buyer consortium, which was the largest-ever going-private deal for a Chinese company listed in the U.S.; representing Anbang Insurance Group Co., Ltd. as lead member of an investor group in its proposed but unconsummated US\$ 14 billion acquisition of Starwood Hotels & Resorts Worldwide Inc.

While technical expertise is integral to being an effective lawyer, Dusek believes that the very best counsel are those who have a keen commercial awareness, a deep understanding of their clients' businesses, and a genuine commitment to helping their clients reach their goals.

杜赛克 | 世达律师事务所

杜赛克是世达律师事务所公司业务合伙人，专注并购、复杂跨境交易和一般公司业务。他于各类公司交易中代理公私客户，包括收购、处置、兼并、拍卖、私募股权和杠杆收购、私有化、分拆、合资企业和其他公司业务。其最近的业务包括：代表奇虎360科技有限公司董事会的特别委员会，以93亿美元被一个买方联合体收购，完成私有化，这是在美国上市的中国公司有史以来规模最大的私有化交易；代表安邦保险集团作为投资者团体的牵头成员，处理其拟议但尚未完成的140亿美元收购喜达屋酒店及度假村国际集团的交易。

虽然专业知识和技能对好律师来说不可或缺，但杜赛克认为最优秀的律师是那些具有敏锐的商业头脑，对客户的业务有深入了解，以及真正致力于帮助客户实现其目标的人。



FANG JIAN | LINKLATERS

Fang Jian, the Managing Partner of Linklaters China, specializes in China-related M&A, both inbound and outbound, as well as in markets regulations. He advises international corporate and financial institutions on their PRC activities and advises PRC SOEs and other enterprises on their strategic outbound investments. Fang Jian has more than 20 years' experience in advising cross border acquisition of assets/businesses across various sectors.

He states that excellent legal skill is a given. An MA lawyer should also well understand the business of clients and the business rationale for a transaction, and be commercial and practical in addressing issues and seeking solutions. From cross border transactions, a superior capability of combining international experiences and global vision with leading local expertise is essential.

方健 | 年利达律师事务所

方健是年利达律师事务所中国业务的管理合伙人，专门从事中国相关的并购业务，包括对内和对外业务以及市场监管业务。他为国际公司和金融机构的在华活动提供咨询，并就中国国企和其他企业的战略性境外投资提供建议。方健在跨境收购各行业的资产/业务方面有超过20年的执业经验。

在方健眼中，拥有优秀的法律技能自然不必多言。此外，并购律师还应该很好地了解客户的业务和并购交易的商业理由，在解决问题和寻求解决方案时注重商业性和实用性。从跨境业务中，能很好地将国际经验和全球愿景与领先的本地专业知识相结合是至关重要的能力。

**ULRIKE GLUECK | CMS, CHINA**

Glueck is the managing partner of CMS, China Shanghai office. After practicing law in Germany for several years, Dr. Glueck has been working on-site in China since 1998 and has over 20 years' experience in China-related work. As the Head of Corporate Practice Area Group of CMS, China, she has advised companies in various industry sectors in projects relating to M&A, foreign direct investment and restructuring. Glueck is the client relationship partner for a large number of the firm's key clients, in particular in industrial sectors such as manufacturing, automotive, machinery and engineering and in cross-border transactions. The cases she worked on include: advise Schuler AG on the acquisition of a Chinese domestic machinery company; advise SMA Solar Technology AG on the acquisition of a Chinese domestic new energy company in Suzhou and establishment of a joint venture company; and advise TRUMPF Pte. Ltd. on the acquisition of a Chinese machinery company.

She believes a good M&A lawyer should not only have an excellent legal knowledge, be able to structure deals and draft contracts and be a good negotiator. He or she should also have a good understanding of the financial and tax implications of a transaction as well as the business goals and needs of the client. In addition to providing good legal advice, he or she should also be capable of putting himself/herself in the position of the investor, of giving entrepreneurial advice and providing feasible solutions for the client.

邬丽福 | CMS 中国

邬丽福是CMS中国上海办事处的管理合伙人。在德国执业多年后，邬丽福博士自1998年以来一直驻扎在中国工作，在中国相关业务方面有超过20年的经验。作为CMS中国公司业务组的负责人，她为各行业的公司提供有关并购、外商直接投资和重组项目的建议。邬丽福是CMS许多主要客户的客户关系伙伴，特别是在制造业、汽车、机械和工程等工业领域以及跨境交易业务方面。她处理过的交易包括：就舒勒公司收购某中国国内机械公司提供建议；代理 SMA Solar Technology AG在苏州收购某中国国内新能源公司并成立合资公司；代理TRUMPF Pte. Ltd.收购某中国机械公司等。

邬丽福认为优秀的并购律师应具备良好的法律知识，能够构建交易和起草合同，是一名出色的谈判者。同时，他/她还应该很好地了解一项交易在财税方面的影响，以及客户的业务目标 and 需求。除了提供优质的法律建议，并购律师还应该能够将自己置于投资者的位置，给出创业建议和为客户提供可行的解决方案。

SHAOLIN LUO |

SIMPSON THACHER & BARTLETT LLP

Luo is a partner in the firm's Beijing Office who experiences in mergers and acquisitions, foreign direct investment, private equity and securities transactions. He has represented Chinese, US and European corporations in stock and asset purchase transactions, venture capital and private equity transactions. His core practice includes representation of large Chinese State-owned and private companies in connection with their overseas business development transactions and strategic cooperation with foreign investors, and representation of US and European companies and private equity firms in connection with their investments in China.

"A good M&A attorney should be able to fully understand the relevant business and objectives of a transaction, focus on key issues, creatively bridge gaps in commercial points and risk allocation and write concisely, precisely and quickly. A good M&A attorney must also be able to work and think calmly under pressure and be decisive and creative in providing legal advices to the clients," explains Luo.

罗绍林 | 盛信律师事务所

罗绍林是盛信律师事务所北京办事处的合伙人，在并购、外商直接投资、私募股权和证券交易方面有着丰富经验。他曾代理中国、美国和欧洲公司进行股票和资产购买交易、风险投资和私募股权交易等。他的核心业务领域包括代理大型中国国企和私企处理其海外业务发展交易和与外国投资者的战略合作，以及代表欧美公司和私募股权处理与中国投资有关的业务。

罗绍林说：“优秀的并购律师应该能充分了解交易的相关业务和目标，关注关键问题，创造性地弥补商业考量和风险配置之间的差距，并简洁、准确和快速地起草法律文书。他/她还必须能够顶住压力，冷静地开展工作和进行思考，向客户提供决定性且具有创造性的法律建议。”



ARTHUR MOK | ROPES & GRAY LLP

Arthur is the regional managing partner of Ropes & Gray's Asia offices and is a member of the firm's life sciences and private equity groups. He has over a decade of on-the-ground experience in China advising clients on mergers and acquisitions, private equity and venture capital financings, cross-border joint ventures, and complex commercial arrangements. Arthur primarily serves multinational pharmaceutical and medical device companies, biotechs and scientific entrepreneurs, and life sciences and healthcare investment funds pursuing opportunities in China. Arthur also devotes his time to advising leading US based hospitals and other healthcare services institutions on their transactions in China.

Mok told ALB that "the ability to identify key stakeholders in a transaction, and to navigate those individuals or parties to their desired end points on either specific issues or the deal itself," contribute to a distinguished M&A lawyer.

莫雅德 | 瑞格律师事务所

莫雅德律师是瑞格律师事务所上海办事处的管理合伙人，以及本所生命科学和私募股权团队的合伙人。他具有超过十年的丰富经验，为客户在中国提供并购、私募股权和风险资本融资、跨境合资和复杂商业安排方面的法律服务。莫律师主要为跨国制药和医疗器械公司、生物技术和科技行业的企业家、以及在中国寻求机会的生命科学和医疗保健投资基金提供服务。此外，莫律师还致力于为领先的美国医院和其他医疗保健服务机构就其位于中国的交易提供法律服务。

莫雅德告诉ALB：“能够辨别出交易中的关键利益相关者，并将这些个人或当事方引导到其就特定问题或交易本身的所期望达到的目标位置”，这是杰出的并购律师应具备的能力。

JUN WEI | HOGAN LOVELLS

Jun Wei regularly assists multinational companies and financial institutions with structuring their proposed investments and operations in China to achieve economic objectives, playing an important role in a wide array of cross-border mergers and acquisitions, financings and infrastructure development. Jun has rich experience in corporate and commercial law, mergers and acquisitions, private equity, and project financing. She advised HNA Group, IBM, Corning, Ford Motor, Unisplendour Corporation, LabCorp, KPP Trustees Ltd. on their major cross-border mergers & acquisition and investment transactions.

In her view, the most important trait of an excellent M&A lawyer is seeing the forest and the trees. No detail of a transaction is too small to be overlooked, but at the same time every detail – and how and whether it fits in – must be understood within the big picture of the transaction and the client's objectives. She felt very happy when other side cross the table said they want her to represent us next deal.

魏军 | 霍金路伟律师事务所

魏军长期协助跨国公司和金融机构构建其中国的投资和运营，以实现它们的经济目标，并在大量跨境并购、融资和基础设施发展项目中发挥重要作用。她在公司法和商法、并购、私募股权和项目融资方面有着丰富的经验，曾为海航集团、IBM、康宁、福特汽车、紫光股份、LabCorp、KPP Trustees Ltd.等就其主要的跨境并购和投资交易提供咨询。

在她看来，优秀的并购律师最重要的特质是要看到整片森林又不忽略每棵树木。一个交易的每个细节都至关重要，不能被忽略；但同时每个细节，以及它是如何且是否能与该交易融合，必须结合整个交易的大背景和客户的商业目的来理解。每当客户说希望由她来代表他们处理下一个交易时，魏军都会感到由衷的高兴。



XIAOYU GREG LIU |**PAUL, WEISS, RIFKIND, WHARTON & GARRISON LLP**

Xiaoyu Greg Liu is a partner in the Corporate Department of Paul, Weiss and is based in the firm's office in Beijing. He has worked on a variety of cross-border M&A transactions involving companies based in Greater China, including inbound investments in Greater China, take-private and PIPE transactions in the U.S., China, Hong Kong, Singapore, Taiwan, Thailand and other jurisdictions, and outbound investments, acquisitions and joint ventures. Liu has completed numerous transactions for clients including Apollo, Baidu, Belle International, CDH Investments, Goldman Sachs, IDG Capital, Kate Spade, KKR Asia, Morgan Stanley Private Equity Asia, PAG, Trendy International Group and Universal Parks & Resorts.

Liu shared his view of a good M&A lawyer: "a good M&A lawyer must have a good business sense and the ability to provide both legal and strategic advice that helps clients achieve their business goals. Attention to details and understanding of the big picture are both important to protect clients' interest and reach the finish line on transactions."

刘晓宇 | 宝维斯律师事务所

刘晓宇是宝维斯律师事务所公司业务部门的合伙人，在该所的北京办事处执业。他处理过大量涉及总部位于大中华地区的公司的跨境并购交易，包括大中华地区的对内投资，在美国、中国大陆、香港、新加坡、台湾、泰国和其他司法管辖区的私有化和私人投资公开股票交易，以及对外投资、收购和合资企业业务。刘晓宇为大量知名客户完成了多项交易，包括阿波罗、百度、百丽国际、鼎晖投资、高盛、IDG资本、凯特丝蓓、KKR亚洲、摩根士丹利亚洲私募股权、太盟投资集团、赫基国际集团和环球主题乐园及度假村等。

刘晓宇分享了他眼中的优秀并购律师：“好的并购律师必须具备良好的商业意识，能够同时提供法律和战略建议，帮助客户实现他们的商业目标。注重细节和了解大局对保护客户利益和最终完成交易都是至关重要的。”

**SHERRY YIN | MORRISON & FOERSTER**

Yin is a partner in the Beijing office who specializes in corporate structuring, mergers and acquisitions, private equity, fund formation, and securities matters. She has advised both multinational and Chinese clients involved in a range of industries, such as telecommunications, energy, retail, and logistics. Recently she has been supporting Chinese companies in their outbound M&A transactions. She actively assists multinational clients with anti-monopoly filings in China, and also with compliance matters. Beyond her work, she has been presenting various foreign and Chinese NGOs working in China and currently is helping Pacific Environment in registering office in China and otherwise complying with China's overseas NGO Law. Partnering with local and indigenous communities in Russia, China, California, and the Alaskan Arctic for more than two decades, Pacific Environment protects the living environment of the Pacific Rim.

As for her, a M&A lawyer would need to be calm, confident and able to control personal emotions in the course of a complicated and difficult transaction. In order to get a M&A transaction done, it would eventually request the parties' ability to make a compromise. Therefore, an excellent M&A attorney should be able to keep clients and counterparties focused on their common interests.

尹小微 | 美富律师事务所

尹小微是美富律师事务所北京办公室的合伙人，专门从事公司业务架构、并购、私募股权、基金成立和证券业务。她为各行各业的跨国公司和中国客户提供咨询服务，涉及电信、能源、零售和物流等。最近她专注于支持中国公司的境外并购业务。她还积极协助跨国客户在中国的反垄断申报及合规事宜。工作之余，她还一直代表在中国开展业务的各中外非政府组织，目前正在帮助太平洋环境组织在中国注册办事处，并在其他方面遵守中国的境外非政府组织法。太平洋环境组织与俄罗斯、中国、加利福尼亚州和阿拉斯加北极的当地土著社群合作超过二十年，宗旨是保护太平洋沿岸的生活环境。

尹小微认为，并购律师需要冷静自信，能够在复杂且困难的交易过程中控制住个人情绪。为了达成并购交易，最终各方必须有做出妥协的能力。因此，优秀的并购律师应该有能力使客户和交易对手方将焦点集中于他们的共同利益上。

HOWARD ZHANG |

DAVIS POLK & WARDWELL LLP.

Zhang focuses on mergers and acquisitions, including public company M&A, private equity portfolio investments, buyouts, joint ventures and strategic investment transactions. He has represented leading PRC SOEs, entrepreneurial technology companies and multinational companies in some of the most significant cross-border M&A transactions, including IDG Capital's acquisition of International Data Group together with China Oceanwide, Huatai Securities' acquisition of AssetMark, Dalian Wanda's acquisition of AMC and CNOOC's acquisition of Nexen.

Zhang believes in addition to superb legal skills, a good M&A lawyer must be commercial, creative and have good judgment.

张新华 | 达维律师事务所


张新华专注于并购，包括上市公司并购，私募股权组合投资，收购，合资公司和战略投资交易等业务领域。他曾在一些极其重要的跨境并购交易中代理领先的中国国企，创业科技公司和跨国公司，包括IDG资本与中国泛海控股集团联合收购国际数据集团，华泰证券收购AssetMark，大连万达收购AMC和中海油收购尼克森等。

在张新华看来，除了卓越的法律技能，优秀的并购律师还必须具有商业头脑，创造力和良好的判断力。



Z. ALEX ZHANG | WHITE & CASE LLP

Zhang is the Head of White & Case's operation in China as well as the firm's China corporate and M&A practice. He has spent more than 28 years advising US, European and Asian clients on all types of cross-border corporate transactions in the U.S, Hong Kong and China. As a recognized leading lawyer for China-related transactions, Zhang has a balance of experience working with multinational corporations, Chinese corporates (both public and private), state-owned or private companies and financial institutions. Clients come to him for insights and advice on complicated equity financing and investment, mergers and acquisitions, corporate restructurings, joint ventures and strategic alliances, corporate matters and regulatory issues.

As for him, a good M&A lawyer needs to be commercial in their advice and understand the business needs and pressures of their clients. It is equally important for an M&A lawyer to have the personality and enthusiasm to work very closely with your client and the advisor group on all aspects of a transaction to overcome the difficulties and challenges in the process of any particular transaction and drive the transaction to a successful close. 

张钊 | 伟凯律师事务所

张钊是伟凯律师事务所中国运营主管，及该所中国公司和并购业务主管。他为美国、欧洲和亚洲的客户就其在美国、香港和中国大陆的各类跨境公司业务提供咨询超过28年。作为中国相关交易的公认行家，张钊在与跨国公司、中国公司（包括上市和私有）、国企或私企和金融机构合作方面均经验丰富。客户就复杂的股权融资和投资、并购、企业重组、合资企业和战略联盟、公司事务和监管问题等寻求张钊的洞察和建议。

张钊觉得，好的并购律师需要提供具备商业考量的建议，了解客户的业务需求和压力。同样重要的是，并购律师必须具备与客户和本所执业团队在交易的所有方面都密切合作的个性和热情，这样才能克服任何特定交易过程中的困难和挑战，并推动交易取得成功。 