

Shanghai Team Makes its Mark at GIC Outbound Investment Summit

October 24, 2018 Liza Mark

PRACTICES Capital Markets and Securities, Corporate, Asia, International

Haynes Boone's (????????????) Shanghai office sponsored and played an active role in the Outbound Investment Summit on Oct. 19 at the Renaissance Pudong Hotel, Shanghai.

The event was hosted by Global Intelligence Communications (GIC), an international business information consultancy that is dedicated to global business intelligence and market information to help companies make strategic decisions. The annual summit helps companies learn the latest regulatory changes and best practices in China overseas direct investment and mergers and acquisitions. It attracts industry, private corporations, private equity fund managers who discuss pertinent issues, exchange ideas, and explore opportunities for cooperation.

Haynes Boone not only sponsored the summit but also gave presentations on key topics.

As Chief Representative and Administrative Partner of the Shanghai office, [Liza Mark](#) gave a presentation titled "How to Manage Legal Risks of Chinese Companies' Outbound Investment" and participated in a panel discussion titled "How to Find the Right Target, Manage Due Diligence and Effectively Negotiate for Overseas Investment and M&A: Lessons Learned and Experience Sharing."

The entire team from Haynes Boone's Shanghai office attended the event, joining other big law firms such as Baker McKenzie, White & Case LLP, and Allen & Overy.

Mark said the summit was well-attended by companies in various industries and private equity funds.

"Haynes Boone has extensive experience advising Asian-based clients considering outbound acquisitions and investments, and I was able to share some of what we have learned about those transactions," she said.

This was Haynes Boone's first time to sponsor and attend a GIC summit, although the Shanghai team has participated in numerous other conferences on outbound investments. Mark helped establish the Haynes Boone Shanghai office in 2013.

She has been working for U.S. firms in the U.S., Hong Kong and Shanghai for more than 20 years. She is familiar with the legal environments of these countries and is able to offer comprehensive legal advice. Mark has concentrated her practice on securities, private equity investments and cross-border M&A. She represents issuers, investment banks/financial intermediaries, and investors in financing transactions, including equity and debt public offerings and cross-border private placements in Hong Kong, India and the U.S.