

TABLE OF CONTENTS

<i>Preface to the Second Edition</i>	v
<i>About the Author</i>	vii
<i>Acknowledgments</i>	ix
<i>Table of Abbreviations</i>	xix
<i>Table of Cases</i>	xxi
<i>Table of Legislation</i>	xxiii

CHAPTER 1 INTRODUCTION TO PRIVATE EQUITY

What is Private Equity?	1
Private Equity in Hong Kong.....	1
How to Use This Book.....	1
Private Equity – Overview	2
Private Equity Investments	2
<i>Venture capital</i>	3
<i>Management buy-outs and buy-ins</i>	3
<i>Rescue capital</i>	3
<i>Expansion capital</i>	4
Exit Strategies.....	4
<i>Initial Public Offering (IPO)</i>	4
<i>Trade sale</i>	5
<i>Management buy-back</i>	5
<i>Sale to another private equity fund</i>	5

CHAPTER 2 STRUCTURING THE FUND

Firms and Funds.....	7
Private Equity Firms	7
Private Equity Funds.....	7
<i>Overview</i>	7
<i>Main parties to a private equity fund</i>	8
<i>Licensing of private equity funds in Hong Kong</i>	9
<i>Fund raising</i>	10
<i>Principal legal documents for private equity fund formation</i>	11
Offshore Structures	11
<i>Cayman Islands</i>	12
<i>British Virgin Islands</i>	14
<i>Conclusion</i>	15
Venture Capital.....	16
<i>Benefits of Venture Capital</i>	16

Reminders to the Seller.....	32
Heads of Terms	32
Reasons to use Heads of Terms in a	
Private Equity Investment	32
Binding Effect of the Heads of Terms	33
Deal Structuring Terms in The Heads of Terms.....	33
Other Typical Non-Binding Terms	35
Typical Binding Terms	36
Enforcement of Binding Terms.....	37

CHAPTER 4 FINANCING THE TRANSACTION

The Auction Process in Private Equity Transactions	39
Typical Process of an Auction Sale	39
Important Issues in Each Stage	40
Confidentiality	40
Information memorandum and process letter.....	41
Initial indicative offers.....	41
Due diligence and data rooms	42
Selection of the most preferred investor	42
Exclusivity	42
Private Equity Financing – Equity	43
Structure.....	43
Developmental capital	43
Buyouts	44
Investment Capital.....	44
Ordinary shares	44
Preferred shares	44
Notes	45
Rights and Restrictions on Share Transfers	46
Permitted transfers	46
Pre-emption rights	46
Drag and tag along.....	46
Syndication	47
Employee/Management Considerations	47
Ratchets/performance bonuses	47
Leavers.....	48
Governance and Fees	49
Board of directors	49
Management provision of information	49
Management covenants	49
Investor fees	50
Private Equity Financing – Debt	50
Types of Debt and Debt Providers.....	50

Certain Setbacks	17
<i>Steps of venture capital investment</i>	17
<i>Exit strategies for venture capital</i>	20
CHAPTER 3 PRELIMINARY MATTERS	
Preliminary Matters	21
Preliminary Steps.....	21
<i>Engaging professional advisers</i>	21
<i>Preparing a business plan</i>	22
<i>Setting up a data room</i>	22
Preliminary Legal Documents	22
<i>Heads of terms</i>	22
<i>Confidentiality agreement</i>	23
<i>Exclusivity agreement</i>	23
Due Diligence	24
Introduction.....	24
Due Diligence Questionnaire.....	25
Source of Due Diligence Information	25
<i>Data room</i>	25
<i>Public information</i>	26
<i>Management enquires</i>	26
Major Due Diligence Issues.....	26
<i>Incorporation status of the corporate seller and the target company</i>	26
<i>Corporate and management structure;</i>	
<i>basic financial information</i>	27
<i>Seller's title in and ability to sell the target company's shares</i>	27
<i>Regulatory and compliance issues</i>	27
<i>Material contracts and commitments</i>	27
<i>Intellectual property rights</i>	28
<i>Employment</i>	28
<i>Corruption risks</i>	28
<i>Disputes and litigation</i>	28
<i>Others</i>	28
Due Diligence Report	28
Confidentiality Undertakings.....	29
Setting up a Data Room	29
<i>Physical data room</i>	29
<i>Virtual data room</i>	30
Typical Due Diligence Documents	31
Confidentiality Issues and Data Room Rules	31
Minor Setback.....	31

<i>Reminders to the Seller</i>	32
Heads of Terms	32
Reasons to use Heads of Terms in a	
<i>Private Equity Investment</i>	32
<i>Binding Effect of the Heads of Terms</i>	33
<i>Deal Structuring Terms in The Heads of Terms</i>	33
<i>Other Typical Non-Binding Terms</i>	35
<i>Typical Binding Terms</i>	36
<i>Enforcement of Binding Terms</i>	37
CHAPTER 4 FINANCING THE TRANSACTION	
The Auction Process in Private Equity Transactions	39
Typical Process of an Auction Sale	39
Important Issues in Each Stage	40
<i>Confidentiality</i>	40
<i>Information memorandum and process letter</i>	41
<i>Initial indicative offers</i>	41
<i>Due diligence and data rooms</i>	42
<i>Selection of the most preferred investor</i>	42
<i>Exclusivity</i>	42
Private Equity Financing – Equity	43
<i>Structure</i>	43
<i>Developmental capital</i>	43
<i>Buyouts</i>	44
<i>Investment Capital</i>	44
<i>Ordinary shares</i>	44
<i>Preferred shares</i>	44
<i>Notes</i>	45
<i>Rights and Restrictions on Share Transfers</i>	46
<i>Permitted transfers</i>	46
<i>Pre-emption rights</i>	46
<i>Drag and tag along</i>	46
<i>Syndication</i>	47
<i>Employee/Management Considerations</i>	47
<i>Ratchets/performance bonuses</i>	47
<i>Leavers</i>	48
<i>Governance and Fees</i>	49
<i>Board of directors</i>	49
<i>Management provision of information</i>	49
<i>Management covenants</i>	49
<i>Investor fees</i>	50
Private Equity Financing – Debt	50
<i>Types of Debt and Debt Providers</i>	50

Senior debt.....	51
Senior facilities agreement	51
Other facilities	52
Junior debt.....	52
Mezzanine debt	52
Payment-in-kind (PIK) debt.....	52
Bonds, notes and other high yield debt.....	53
Securities.....	53
Inter-Creditor Arrangements.....	53
Completing the Transaction.....	53
CHAPTER 5 BUYOUTS AND EXITS	
Buyouts – Overview	55
Types of Buyout	55
Types of Transactions in a Buyout and Related Issues	55
Equity Transaction	56
Debt Finance	57
Acquisition	58
Rescue Buyouts.....	58
Hong Kong Corporate Rescues.....	59
<i>Lack of a statutory rescue mechanism in Hong Kong</i>	59
<i>Schemes of arrangement</i>	59
<i>Appointment of a provisional liquidator in a rescue buyout</i>	60
Structures, Procedures and Issues Relating to a Rescue Buyout from a Private Equity Investor Perspective.....	61
<i>Private equity investment as a prelude to a break-up and sale of assets</i>	61
<i>Process and documentation</i>	61
Buyouts – Documentation	62
Subscription and Shareholder Agreement	63
<i>Investment structure</i>	63
<i>Conditionality</i>	63
<i>Management warranties</i>	63
<i>Management covenants</i>	64
<i>Management provision of information</i>	64
<i>Limitation on management's liabilities</i>	65
Memorandum and Articles of Association.....	65
Credit Facilities Agreement and Security Agreement	66
Senior debt.....	66
Junior debt.....	67
Security interest	68
Inter-creditor agreement.....	68

<i>Sale and Purchase Agreement</i>	68
<i>Seller's warranties in a MBO</i>	68
<i>Warranty gap in a secondary buyout</i>	69
Exits	69
Flotation	70
Trade Sale	70
Secondary Buyout.....	71
Mandatory Redemption	71
Voluntary Winding-Up	72
CHAPTER 6 FOUNDER/EMPLOYEE SHARES AND TAX AT THE TIME OF SALE ISSUES	
Founder Shares and Employee Shares.....	73
Founder Shares	73
Incentivising Employees.....	73
Tax at the Time of Sale	74
<i>Hong Kong taxes</i>	75
<i>PRC taxes</i>	76
CHAPTER 7 DUE DILIGENCE QUESTIONNAIRE – PRIVATE EQUITY INVESTMENT	
Introduction and Background	79
Precedent Due Diligence Questionnaire	81
CHAPTER 8 INFORMATION MEMORANDUM	
Introduction and Background	101
Precedent Information Memorandum	103
CHAPTER 9 HEADS OF TERMS (EQUITY)	
Introduction and Background	107
Precedent Heads of Terms.....	108
CHAPTER 10 EQUITY COMMITMENT LETTER	
Introduction and Background	117
Precedent Equity Commitment Letter	118
CHAPTER 11 EXCLUSIVITY LETTER	
Introduction and Background	121
Precedent Exclusivity Letter	122
CHAPTER 12 SUBSCRIPTION AND SHAREHOLDERS' AGREEMENT	
Introduction and Background	127

Precedent Subscription and Shareholders' Agreement	128
CHAPTER 13 INVESTMENT AGREEMENT – SINGLE INVESTOR	
Introduction and Background	213
Precedent Investment Agreement	214
CHAPTER 14 ARTICLES OF ASSOCIATION – SINGLE INVESTOR	
Introduction and Background	271
Precedent Articles of Association	272
CHAPTER 15 COMPLETION AGENDA	
Introduction and Background	297
Precedent Completion Agenda.....	299
CHAPTER 16 CHINA'S ANTI-MONOPOLY LAW AND MERGER CONTROL	
Introduction.....	303
Filing Requirements.....	303
Triggering Event for the Filing of a Notification of Concentration	304
Initial Considerations.....	304
<i>Is the activity or transaction a 'concentration'?</i> <i>Review whether there will be a change in the 'control' of a company or business</i>	304
<i>Do the parties involved in the transaction cross the turnover thresholds?</i>	305
Financial Institutions	305
The Notification Process	306
Who Has to File	306
When to File	306
Gathering of Information.....	306
Timeline for MOFCOM Notification Process	307
Pre-Acceptance Stage	307
Stage 1	307
Stage 2 and Extended Stage 2.....	307
Pull and Re-File	308
Accelerating the Review.....	308
MOFCOM's Main Assessment Criteria.....	308
Risks and Penalties	309
Prohibition or Clearance Subject to Conditions	309

Sanctions in Case of Early Implementation of the Transaction Without Approval.....	309
Other Penalties.....	309
Challenging MOFCOM's Decisions Before Chinese Courts.....	310
Statistics to Date	310
Annex: The Calculation of Merger Filing Thresholds for Financial Institutions	311
CHAPTER 17 REGULATORY REGIME ON OUTBOUND INVESTMENT FROM CHINA	
Overview.....	313
Key Regulatory Bodies and Regulations	313
Key Regulatory Bodies.....	313
Key Regulations and Rules Related to Recent Developments	314
Recent developments.....	314
Differences between certain definitions	315
Major Steps	316
Step One — Project Approval or Record-Filing by NDRC	316
<i>Approval/record-filing bodies and their authorities</i>	316
<i>Project information report</i>	317
<i>Approval procedures, timeline and conditions</i>	317
<i>Record-filing procedures, timeline and conditions</i>	318
<i>Effect of approval/record-filing documents</i>	319
<i>Online documentation filing system</i>	319
Step Two — Approval or Record-Filing by MOFCOM on the Establishment of an Offshore Enterprise	320
<i>Approval/record-filing bodies and their authorities</i>	320
<i>Approval procedures, timeline and conditions</i>	320
<i>Record-filing procedures, timeline and conditions</i>	321
<i>Effect of approval/record-filing documents</i>	321
Step Three — Foreign Currency Registration by Qualified Banks	322
CHAPTER 18 AN INTRODUCTION TO THE VIE STRUCTURE IN CHINA	
Structure of the VIE	323
Typical Contractual Arrangement under the VIE Structure	324
Agreements Providing Sufficient Control and Security over the VIE and its Shareholders.....	324
<i>Loan agreement</i>	324
<i>Equity pledge agreement</i>	325
<i>Call option agreement</i>	325

<i>Proxy agreement and power of attorney</i>	325
<i>Consent letters of spouses</i>	325
<i>Contracts Related to the Transfer of Profits from the VIE to the WFOE</i>	326
<i>Exclusive consulting and service agreement</i>	326
<i>Licensing agreement</i>	326
<i>Primary Risks of the VIE Structures</i>	326
Regulatory Risks.....	326
Structural Risks.....	326
<i>Expanded Use of VIE Structures</i>	327
<i>Recent Developments</i>	327
<i>Schedule 1: Precedent Loan Agreement</i>	329
<i>Schedule 2: Precedent Equity Pledge</i>	340
<i>Schedule 3: Precedent Exclusive Call Option Agreement</i>	351
<i>Schedule 4: Precedent Letter of Consent</i>	364
<i>Schedule 5: Precedent Exclusive Consulting and Services Agreement</i>	365
<i>Schedule 6: Precedent Power of Attorney</i>	375
<i>Index</i>	379

TABLE OF ABBREVIATIONS

AIC	Administration for Industry and Commerce
AMC	Anti-Monopoly Commission
AML	Anti-Monopoly Law
Articles	Articles of Association
BC	Business Company
BVI	British Virgin Islands
BVIBC Act	BVI Business Companies Act
C(WUMP)O	Companies (Winding up and Miscellaneous Provisions) Ordinance (Cap 32)
Cayman	Cayman Islands
CO	Companies Ordinance (Cap 622)
ECs	Exempted Companies
ELP Law	Exempted Limited Partnership Law
ELPs	Exempted Limited Partnerships
FIE	Foreign-Invested Enterprise
HKAS	Hong Kong Accounting Standards
HKIPD	Hong Kong Intellectual Property Department
IAS	International Accounting Standards
IBO	Institutional Buy-Out
ILP	International Limited Partnership
IPO	Initial Public Offering
IPRs	Intellectual Property Rights
IRO	Inland Revenue Ordinance (Cap 112)
IRR	Internal Rate of Return
ITF	Innovation and Technology Fund
JV	Joint Venture
Local DRCs	Local Development and Reform Commission