

Virginia Tam

Partner

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OVERVIEW

Virginia Tam is a Private Equity and Mergers and Acquisitions partner in the firm's Corporate practice. She focuses on outbound acquisitions and private equity investments for corporate and financial institution clients in Greater China. A lawyer experienced in United States securities laws and Hong Kong Listing Rules, she has worked on a broad range of matters within this practice area, including private and public acquisitions, private investment in publicly traded equities (PIPEs), pre-IPO investments, joint ventures, capital market exits, and privatizations.

PROFESSIONAL BACKGROUND

Prior to joining the firm, Virginia was a partner in the Hong Kong office of another US law firm.

ACHIEVEMENTS

- Recognized by *The Legal 500 Asia Pacific* as a Recommended Lawyer
  - Corporate (Including M&A) in Hong Kong, 2024-2026
  - Capital Markets (Equity) in Hong Kong, 2025
  - Corporate and M&A: Foreign Firms in China, 2025

SPEAKING ENGAGEMENTS

Virginia has spoken and published regularly on mergers and acquisitions, private equity, and PIPEs at seminars and conferences in Greater China, including the Hong Kong chapter of Corporate Acquisitions and Mergers, a multi-volume, cross-border multi-jurisdictional guide published by Wolters Kluwer.

EDUCATION

- J.D., Columbia Law School, *(Harlan Fiske Stone Scholar; Editor of Journal of Asian Law)*

- M.Phil., Yale University, *(Gibbs Scholar)*
- B.A., University of Cambridge, *(Trinity College Senior Scholar; Sir Edward Youde Memorial Scholar)*

ADMISSIONS

- Bar of New York
- Solicitor, Hong Kong

LANGUAGES

- Chinese (Cantonese)
- Chinese (Mandarin)
- English

OTHER PUBLICATIONS

- "Put and Call Option Agreements," *Practical Law Global Corporate*, December 2024
- "Corporate Acquisitions and Mergers in Hong Kong," *Wolters Kluwer Law & Business*, December 2023
- Co-Author, "A Comparison of M&A Laws: Hong Kong," *Asia Business Law Journal*, November 2023
- "Finding the Right Listing Venue: Hong Kong, New York, Elsewhere or Nowhere?" *Hong Kong Lawyer*, May 2018

NEWS & EVENTS

- 5 January 2021, David K.Y. Tang and Virginia Tam named in China Business Law Journal's A-List 2020
- 22 June 2018, K&L Gates Advises Wattle Health Australia Limited on Organic Dairy Project Financing

OTHER MEDIA MENTIONS

- Quoted, Market Watch: Power Moves, *China Business Law Journal,* 15 August 2023

AREAS OF FOCUS

- Mergers and Acquisitions
- Capital Markets
- Private Equity Transactions

- Public Companies

INDUSTRIES

- Life Sciences
- Manufacturing
- Technology

REPRESENTATIVE EXPERIENCE

Capital Markets and Private Equity Financings

- Advising the controlling persons of a US listed company in various PIPE financing transactions.
- Advising various issuers in Hong Kong and China on their US initial public offerings and follow-on offerings.
- Advising a PRC commercial telematics service provider in its late-stage private equity financing.
- Advising a Hong Kong mobile software developer in its seed and venture capital financings.
- Advising a PRC financial group in its strategic investment in a US oil and gas developer.
- Advising a PRC listed motions picture producer in a pre-IPO investment in the Hong Kong listed China Fortran Media Group and the related exit transactions.

Private Equity Investments, Joint Ventures, and Acquisitions

- Advising TCL Corporation, a PRC listed technology company, in various offshore acquisitions, private equity investments, technology transactions, and tender offers.
- Advising a PRC fund manager in various pre-IPO, private equity, and venture investments in the biopharmaceuticals sector.
- Advising a Jersey company in its private equity investments in a Hong Kong logistics services provider and related exit.
- Advising China Regenerative Medicine International, a Hong Kong listed company, as anchor investor in the acquisition of Obagi Medical from the Canada listed Valeant Pharmaceuticals International.
- Advising China Dongxiang (Group), a Hong Kong listed company, in its acquisition of a US marine operator.
- Advising the Hailiang Group, a PRC conglomerate, in the hostile takeover of the UK listed Asa Resources Group plc.
- Advising a PRC institutional investor in its financing of a strategic investment in the US listed Nu Skin Enterprises.

- Advising a consortium of minority shareholders in its acquisition and privatization of the US listed Actions Semiconductor.
- Advising a consortium in its leveraged management buyout of Wonder Auto Group, a PRC automobile parts manufacturer, and its subsequent group restructurings and spin-offs.
- Advising Up Energy Development Group, a Hong Kong listed company, in its distressed acquisition of Grande Cache Coal, a Canadian coal producer.
- Advising a PRC family office in various lendings transactions secured by listed securities.
- Advising a consortium of investors in a PIPE investment in the US listed Sorrento Therapeutics.
- Advising a PRC pharmaceuticals manufacturer in a US joint venture and the joint venture's research and development, licensing, and manufacturing arrangements in China.
- Advising a PRC engineering company in a private equity investment and the establishment of a PRC joint venture with a European medical device manufacturer.
- Advising Kaisa Group, a Hong Kong listed company, in its acquisition of a controlling stake in the US listed Nam Tai Property.
- Advising a PRC technology company in the establishment of a PRC joint venture with a Japanese conglomerate.

Privatisations, Intragroup Restructurings, and Cross-Border Expansions

- Advising a China online education firm in its offshore operations.
- Advising a China automobile maintenance services franchisor in establishing its US operations.
- Advising a PRC bank in a private equity investment in the logistics sector.
- Advising a Korean conglomerate in its global intragroup restructuring.
- Advising the special committee of the board of directors of the US listed Exceed Company in a proposed privatization.
- Advising the special committee of the board of directors of the US listed 21Vianet Group in a proposed privatization.