

## IVY LIU

Partner

Fangda Partners

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### PRACTICE AREAS

MRS. LIU SPECIALIZES IN CROSS-BORDER CORPORATE TRANSACTIONS, INCLUDING M&A, CORPORATE FINANCE, REGULATORY AND COMPLIANCE, AND GENERAL CORPORATE AND COMMERCIAL MATTERS.

Born and raised in China, Mrs. Liu is a pioneering lawyer living and working in Southeast Asia for over a decade, primarily in Singapore, Thailand, Vietnam, and Lao PDR. Since 2014, she has guided Chinese state-owned enterprises and private conglomerates through complex and unfamiliar regulatory landscapes in those jurisdictions, working closely with local legal teams across Southeast Asia. As a result, she is uniquely adapted to working in different cultures and serves as a bridge between clients and local stakeholders.

She has significant expertise in advising investors, lenders and contractors on deal structuring, due diligence, transactional documents, implementation strategies and local compliance across a broad range of industries. She is adept at distilling intricate information and legal frameworks into clear and concise narratives and providing proactive and solution-oriented advice on complicated legal issues.

Mrs. Liu is recognised by leading legal directory Legal 500 for her expertise in China outbound investment and is ranked as a Recommended Lawyer in Legal 500 Asia Pacific Corporate/M&A.

She is currently based in Singapore while maintaining her international outlook.

### REPRESENTATIVE MATTERS AND CASES

- Represented Hainan Rubber in its acquisition of a 36% stake in Halcyon Agri Corporation (“HAC”), a Singapore mainboard-listed company, from Sinochem International for USD 180 million, and assisted with the ensuing mandatory general offer to public shareholders triggered by the acquisition. The work involved supervising the local teams in Indonesia, Thailand, and

Singapore to provide regulatory and deal structuring advice, to prepare transactional documents and governmental filing materials, and to conduct due diligence on HAC and its 32 subsidiaries. Both the acquisition transaction and the mandatory general offer were successfully consummated

- Represented Za Tech in its 100% acquisition of the insurance brokerage company Gobear in Thailand and assisted with post-acquisition compliance work, such as applying for a foreign business license and advising on other daily operations
- Assisted a state-owned renewable energy company in China with the acquisition of three companies in Thailand engaged in waste-to-energy projects
- Assisted Chongqing Chang'an in establishing its business in Thailand, including advising on personal data protection requirements, company incorporation, and commercial contract review
- Represented a bank syndicate, including Bank of China and ICBC, on a THB 4 billion financing project in Thailand. The work involved reviewing loan documentation, preparing the land and building mortgage agreements and the business security agreements for accounts and machinery, assisting with mortgage registration, and issuing legal opinions
- Advised Yutong Bus on its business operations in Thailand, including financial leasing structures and security options
- Advised NetEase on its potential investment in a game publisher in Vietnam through Series B financing. The work involved conducting due diligence on the company and its 9 subsidiaries, reviewing the term sheet, preparing transactional documents, and advising on foreign investment restrictions and governmental procedures. The transaction was canceled due to concerns about local compliance issues identified during due diligence
- Advised a leading energy company in China on its acquisition of a Vietnamese company involved in a solar project
- Advised a leading Chinese construction company on its disputes with a Thai employer regarding a construction project in Phuket. The work involved advising on strategies to facilitate payment collection, assessing the likelihood of success in arbitration, preparing amendments to main contracts, and representing the company in HKIAC arbitration proceedings. The tribunal dismissed the defendant's counterclaim, while the tribunal's award on the company's claim is still pending

## **OTHER INFORMATION**

### **Education**

- University of California Berkeley School of Law, LL.M. (2014)
- Nanjing University School of Law, LL.M. (2008)
- Nanjing University School of Law, LL.B. (2005)

### **Professional Qualification**

- Admitted to practice in the PRC (non-practicing since 2011)
- Admitted to practice in New York (2016)

### **Work Language**

- Mandarin (Native)
- English (Fluent)

### **Presentations/Speeches**

- Panelist, “Energy Storage Era: International Legal Practice in the New Energy Industry,” Chinese-speaking Lawyers Convention, Shenzhen, November 2023
- Speaker, “Chinese Investment into Thailand from a Legal Perspective,” Wolters Kluwer Webinar, October 2023
- Speaker, “Investment Opportunities and Challenges of Thailand (Legal Perspectives) under the RCEP,” Outbound Investment Forum by the Bureau of Commerce, Zhanjiang, Feb 2023
- Speaker, “Overview of Legal Framework in Thailand and Vietnam,” China (Shenzhen) Corporate International Compliance Forum, November 2022

### **Professional Background**

Mrs. Liu joined Fangda as a partner on 1 August 2024. Before joining the firm, she was a partner at the Singapore office of a British law firm for over four years.