



**KAREN IP**  
PARTNER

[Hong Kong](#)

Karen is a corporate partner who advises on cross-border transactions relating to China.

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## KEY SERVICES

[Compliance Advisory](#)  
[Corporate](#)

## KEY SECTORS

[Financial Buyers](#)  
[Banks and other Financial Institutions](#)

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## EXPERIENCE

Karen is a corporate partner who advises on cross-border transactions relating to China. Based in Hong Kong, she has more than 20 years experience advising clients on inbound and outbound transactions.

Karen helps businesses – mainly in the financial, real estate, retail, telecommunications and healthcare sectors in China – handle cross-border mergers and acquisitions (M&A) transactions, establishment of presence, and meet regulatory compliance requirements (including in relation to consumer protection, competition and employment issues).

Karen's expertise is reflected by her listings in *Legal 500 Asia Pacific*, *Chambers Asia-Pacific*, and *IFLR1000*. According to *Chambers Asia-Pacific 2016*, Karen is 'a very capable corporate partner', while the 2009 edition noted 'her capacity to really understand clients' problems and give the most appropriate response in a timely manner'.

She is fluent in English, Cantonese and Mandarin, and is admitted as a solicitor in Hong Kong, and England and Wales.

Karen's experience includes advising:

- CBRE Group, Inc. on its acquisition of Johnson Controls, Inc.'s Global Workplace Solutions business in China by way of share transfer and business transfer, which involved the transfer of more than 1,000 employees in China;
- Chindex International Inc., which operates a number of hospitals and clinics in China, on its US\$461 million takeover by TPG and a subsidiary of Shanghai Fosun Pharmaceutical;
- Vista Group International, a NZX/ASX-listed cinema software developer, on its sale of majority equity in its People's Republic of China (PRC) subsidiary to Weying, a leading online ticket sales agent invested by Tencent, which has exclusive access to the WeChat API;
- Lendlease on its proposed acquisition of a foreign-invested real estate development company, involving retail real estate in China under construction; and a joint venture with a leading Shanghai developer for the development of retail properties in China;
- a leading German automobile manufacturer and its subsidiaries in China on behavioural antitrust issues in China, including a retail price maintenance investigation of the sales of passenger cars in China by the PRC antitrust regulator, the National Development and Reform Commission; and
- a PRC insurance group on its acquisition via an auction bid of an overseas infant product company.