

## Lu Zhou

Partner  
Beijing

### Biography

Lu Zhou has extensive experience representing multinational corporations, corporate ventures, private equity fund clients, and bank institutions in complex cross-border transactions, including in bound and outbound mergers and acquisitions, and joint ventures, private equity, and venture capital matters. She has vast experience in advising clients in the TMT, life sciences, and education industries.

Prior to joining Hogan Lovells, Lu worked as an associate at a New York law firm. She has also worked for The Honorable Michael Davis in the U.S. District Court, District of Minnesota as a judicial extern. She has also clerked for the judges in the Board of Veterans' Appeals in Washington, D.C.

### Representative experience

Advising a leading Chinese E-commerce company on the proposed formation of an e-commerce and logistics joint venture in Indonesia.

Advising Unisplendour Corporation Limited on its acquisition of a US\$3.8bn stake in Western Digital Corporation, a computer data storage company.

Advising Alstom on its €700m acquisition of GE's Intelligent Transportation Solutions business.

Advising LabCorp on a joint venture with a PRC lab



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### Languages

English  
Chinese

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### Practices

Business Structures  
Commercial  
Education  
Health Law  
Investment Funds  
Joint Ventures  
Medical Device and Technology  
Regulatory  
Mergers and Acquisitions

testing business.

Advising global insurance firm Starr Companies on its various pharmaceutical, medical clinic, and telemedicine investments.

Advising USANA Health Sciences, a U.S. listed company, on its acquisition of a nutritional supplements company.

Advising a U.S. listed medical device company on its expansion into Mainland China and Taiwan.

Advising Intel and Google on their multiple strategic investments in leading edge technology companies in Asia.

Advising Kingfisher PLC, a Fortune 500 company, on its RMB1.4bn sale of the controlling stake of its PRC home improvement retail business in China.

Advising a PRC state owned company on its acquisition of a UK-based in-wheel motor manufacturing company.

Advising a Cayman Islands company on its US\$140m sale of its PRC English training business to a U.S. private equity fund.

Advising a U.S. company on its RMB840m acquisition of a PRC real estate company.

Advising a U.S. listed company on its RMB230m acquisition of a PRC bio-technology company.

## Latest thinking and events

- Insights
  - China to establish pharmaceutical patent linkage and restoration under U.S./China trade deal
- Hogan Lovells Publications
  - The Foreign Investment Law gets wings: draft implementation regulations released for public consultation *Corporate Alert*

Pharmaceuticals and Biotechnology  
Regulatory

Private Equity

Unmanned Aircraft Systems

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## Industries

Automotive and Mobility

Education

Financial Institutions

Life Sciences and Health Care

TMT

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## Areas of focus

Cross-border Mergers and  
Acquisitions

Digital Health

Health Care Services

Hospitals and Health Care Providers

M&A and Tax

M&A, Business Transfers, and  
Restructuring in Financial Services

M&A and Joint Ventures

Medical Devices

Medical Foods and Dietary  
Supplements

Private Equity and Venture Capital

Automotive Regulatory

Rail

Getting the Deal Through:  
Automotive 2019

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- Hogan Lovells Events
  - Tokyo: Life Sciences and Health Care Horizons 2019
- News
  - China implements new foreign exchange rules in the Free Trade Zones
- Published Works
  - Getting The Deal Through Automotive 2019 – China
- Hogan Lovells Publications
  - China updates negative list and encourages sector catalogue for foreign investments: a step in the right direction *International Trade and Investment Alert*

## Education and admissions

### Education

J.D., University of Minnesota Law School, cum laude, Dean's List, 2005

M.A., University of Wisconsin-Madison, 2002

LL.B., Shandong University, 2000

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### Bar admissions and qualifications

New York

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