



LPA Law Hong Kong

A MEMBER OF LPA LAW NETWORK OF LAW FIRMS

APRIL 2026

LPA Law: Who are we

A LEADING FULL-SERVICE FRENCH LAW FIRM WITH AN INTERNATIONAL NETWORK

- ▶ Head office in Paris
- ▶ A network of 300 lawyers and professionals worldwide, 140 in Paris with 35 partners
- ▶ Our teams, located in 15 offices in three continents, assist you in finding innovative solutions to any strategic and business issues you may face
- ▶ Highly regarded expertise in all areas of business law



● LPA Law offices

LPA Law: Who are we

OUR SERVICE: AGILE, VISIONARY, COLLABORATIVE

A RECOGNIZED LAW FIRM ON THE MARKET

- LPA Law ranked in the best international and French legal directories
- The firm won a **Special Jury Mention** in the **Best Law Firm: France 2022** category at ILASA (International Legal Alliance Summit & Awards) organized by Leaders League
- LPA Law won the **Gold Trophy** in the **Best Law Firm Strategy 2021** category at the Law Awards organized by Leader League
- LPA Law ranked 2nd in Legal Business's **The Euro Elite 100** ranking of France's top independent law firms



Best Lawyers



The Euro Elite 100



IFLR1000
Option 8
DROIT AFFAIRES



A COMMITTED CSR LAW FIRM

- Gender parity among the Partners
- ISO 9001 certification (by Bureau Veritas Certification France since 2021) to support our quality and continuous improvement policy
- A commitment to sustainable development and energy transition
- Legal and financial support for public interest causes
- The **Gold Trophy** in the **Best CSR Strategy 2023** category at the Law Awards (Trophées du Droit) ceremony organized by Leaders League
- A **Silver Medal by Greenly** for the firm's carbon commitment in 2023
- An **Engaged Company** label awarded by **EcoVadis** in 2025

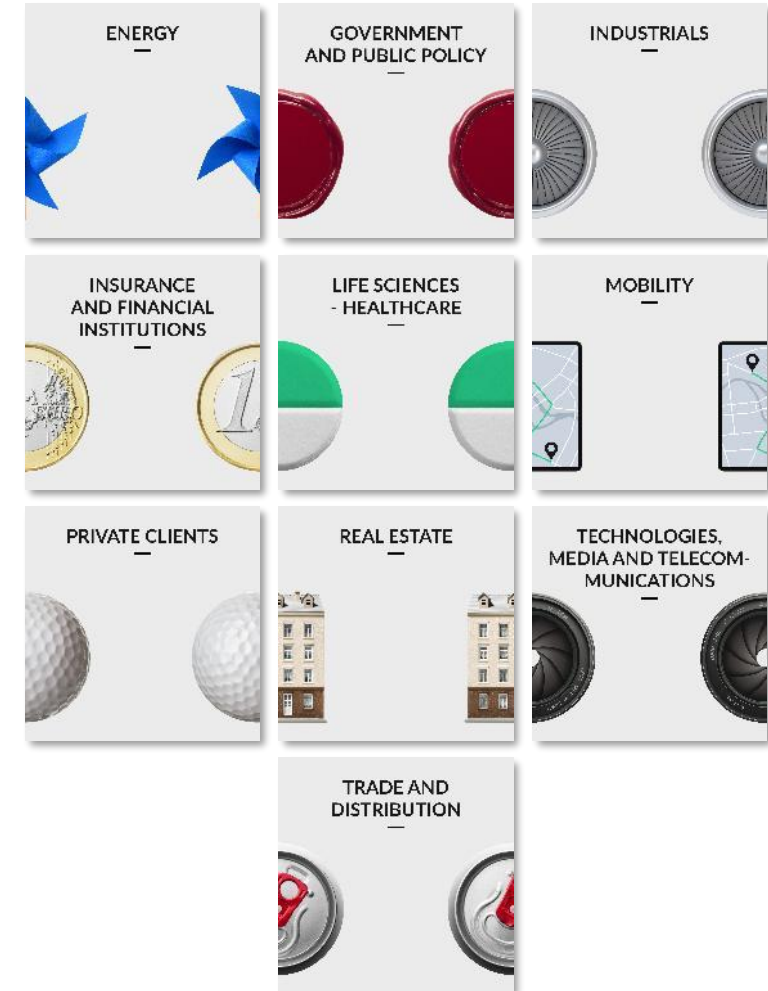


Our expertise

PRACTICE AREAS



INDUSTRY SECTORS



A strong footprint in Asia

- ▶ Strategic presence across key Asian markets with six offices
- ▶ A team of 50 lawyers, including 15 partners, experienced in mergers and acquisitions, private equity, tax, dispute resolution and employment
- ▶ Multilingual lawyers working in French, English, Mandarin, Cantonese, Japanese, Vietnamese and Italian
- ▶ Longstanding relationships with local business communities and trusted partners in other Asian countries



Hong Kong office

- ▶ For more than 25 years, our Hong Kong office has specialized in supporting companies of varying sizes with corporate and commercial transactions.
- ▶ The recognition of LPA Hong Kong as a Hong Kong law firm further enhances our ability to support clients under both Hong Kong law and French/European law.
- ▶ We possess extensive expertise in managing **cross-border mergers and acquisitions, crafting and executing commercial partnerships, and overseeing regional joint venture projects**. Our services extend to **venture capital, sophisticated legal and tax structuring, employment law, and navigating foreign investments in China**.
- ▶ A team of international lawyers qualified in France, Hong Kong, England and Wales, New York, and Australia (New South Wales) with a deep understanding of local business practices and the intricacies of Hong Kong law.
- ▶ We provide legal assistance across diverse business areas including pharmaceuticals, chemicals, cosmetics, energy, infrastructures/projects, service industry, retail, technologies, media and telecom, and e-business/digital marketing.
- ▶ Close cooperation with our other offices in Asia, Africa and Europe, as well as our China Desk based in Paris.
- ▶ Work in English, French, Cantonese and Mandarin.
- ▶ Our China desk: a team made of Chinese lawyers admitted to the Paris Bar and French lawyers with working experience in China. Raphaël Chantelot is Head of the China Desk.

Awards & Accolades:

- ▶ **Legal 500 Asia Pacific (Hong Kong):** Domestic And International Corporate Tax (Tier 3)
- ▶ **IFLR1000 (Hong Kong):** M&A; Restructuring & Insolvency – one partner individually ranked.



Our key expertise

OUR CAPABILITIES FOR ADVISING ON DOMESTIC AND CROSS BORDER TRANSACTIONS

CORPORATE / M&A



- Domestic and cross border mergers & acquisitions (asset and share deal)
- Pre- and post- acquisition due diligence
- Corporate reorganizations
- Corporate governance
- Regional and international joint venture
- Deal financing
- General corporate law: setting-up, post incorporation follow-up, capital increase and liquidation

VENTURE / GROWTH CAPITAL



- Absorption
- Private equity investments
- Investment vehicles
- Due diligence
- Transactional structuring
- Support for negotiations
- Disinvestment
- Regulatory / tax

IP / IT / DATA PRIVACY



- Registration of IP assets
- Protection of potential IP risks associated with business transactions
- Intellectual property audit
- IT contracts: development, licensing, outsourcing, integration
- Personal data protection (PIPL, CSL, Data Security Law, SCC)
- Digital law and internet regulation

COMMERCIAL



- Commercial leases and tenancy agreements
- Distribution, agency and franchise agreements
- Contracts with suppliers and manufacturers (procurement, supply, sourcing)
- Licence agreements (trademarks, know-how, etc.)

EMPLOYMENT / GLOBAL MOBILITY



- Restructuring strategy and implementation
- International mobility / relocation
- Split pay-roll
- Employment relationship (employment contracts, dismissal, negotiated departures, settlement agreements)
- Employee share option plans
- Regulations and compliance

TAX



- Corporate income tax (strategy and planning)
- Salaries tax / Stamp duty
- Tax structuring
- Transfer pricing and intra-group flows
- Tax for M&A transactions
- Tax enquiries / dispute with IRD and French tax authorities
- Tax diagnostic

Our vision – Our values

- ▶ Our team provides guidance on a wide array of corporate and M&A transactions for international clientele from Western Continental Europe and China, facilitating their expansion in Asia and France.
- ▶ We engage in a diverse spectrum of deals, encompassing **cross-border commercial transactions**, **venture capital funding** stages from Seed to Series A and B, and **M&A activities**, predominantly within the private sector.
- ▶ Our expertise includes drafting and negotiating **investment agreements** (share purchase agreements, subscription agreements, debt instruments), shareholder and joint venture agreements, and a variety of **commercial arrangements**, such as technology transfers, transition services, distribution agreements, licensing, employment contracts, and management package.
- ▶ Our team and methods allow us to be agile and cater to both growing businesses and well-established multinational companies. We collaborate with general counsels, CEOs, and CFOs, often located in Asia or in Europe, and provide strategic support to in-house legal teams of large multinational corporations. We frequently take the lead counsel role in jurisdictions beyond our physical presence, blending an in-depth knowledge of the local legal landscape with a nuanced understanding of our clients' business objectives and priorities.
- ▶ At LPA Hong Kong, we present a compelling alternative to the traditional UK and US legal market players, underpinned by a team of attorneys from international law firms. Our hallmark is agility, pragmatism, and a profound dedication to client service. In these competitive markets, known for their saturation of international and local law firms, our client-centric strategy stands out, garnering appreciation for our focus on delivering pragmatic solutions and clear, actionable advice.

LPA Hong Kong: A strategic partner for your expansion in Asia

HOW WE THINK WE CAN ASSIST

- ▶ We are committed to **effective** and **efficient** collaboration. You can expect us to:
 - Initiate our engagement with a strategic meeting that aligns your in-house expertise with our resources for optimal results.
 - Prioritize legal analysis at the outset, ensuring that strategic and structural considerations are promptly identified and discussed at our initial meeting.
 - Be accountable with respect to all aspects of our work through our key lead partner, Nicolas Vanderchmitt.
 - Proactively communicate about any tasks that may extend beyond our planned scope, establishing a fixed fee or budget in consultation with you beforehand.
 - Offer precise guidance to mitigate project completion risks and to amplify the project's value.
- ▶ We have a robust network of local lawyers across Asia, and we excel in fostering collaborative relationships with them.
- ▶ We have recognized expertise for our strategic advisory acumen in cross-border transactions, serving as the primary point of contact for multinationals corporations and fast-growing businesses.
- ▶ What clients say about us (M&A and Financial restructuring practices, source [IFLR1000](#)):
 - *“Efficiency, cleverness, close to their clients.”*
 - *“Pragmatic, business savvy, constructive attitude to solving problems.”*
 - *“Hands-on lawyers, ability to deal with cross-border operations.”*
 - *“Very business-driven. Looking for smart solutions. Deal-maker while defending the interest of clients.”*

Our Hong Kong team



Nicolas Vanderchmitt
Partner
M&A and Corporate law

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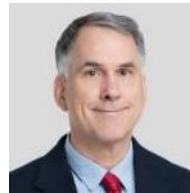
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Flora Chow
Company Secretarial Officer

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Nicolas Vanderchmitt

PARTNER

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Hong Kong
Paris Bar
Solicitor of the HKSAR
French, English

Nicolas Vanderchmitt is a partner and head of our Hong Kong office

Based in Hong Kong since 2008, Nicolas has developed a deep understanding of the local market, its legal framework, and its key business communities. Admitted in both France and Hong Kong, he advises on cross-border transactions across Asia, drawing on his dual expertise in common law and civil law systems.

He advises international corporations, family-owned groups, and entrepreneurs on their growth and investment projects in Asia, providing guidance on the legal, tax, and operational aspects of their transactions, including mergers and acquisitions, reorganizations and restructurings, joint ventures, and commercial agreements.

Recognized for his pragmatic, business-oriented approach, Nicolas helps clients structure their development projects, secure their investments, and align their strategic goals with local requirements.

Actively involved in the French–Hong Kong business community, Nicolas serves as Secretary General and Executive Committee Member of the French Chamber of Commerce in Hong Kong.

Practices

- ▶ M&A and Corporate law
- ▶ Employment
- ▶ Tax

Sectors

- ▶ Life sciences - Healthcare
- ▶ Energy
- ▶ Industrials

Awards and nominations

Legal 500 Asia Pacific (Hong Kong): Domestic And International Corporate Tax (Tier 3)

Décodeurs:

- Private Equity - Lower mid & small-cap LBO transactions
- Private Equity - Development capital transactions

Option Droit & Affaires:

- Mergers and Acquisitions < 200 M€ (3 stars)
- Capital innovation
- LBOs between €50 million and €300 million
- LBO - Advising management teams

IFLR1000 (Hong Kong):

- Individually ranked (Notable practitioner) in M&A
- M&A

Chambers (Hong Kong):

- Individually ranked (Band 3) in Tax: Hong Kong-based (International Firms) / Greater China Region



Jean-Yves Toullec

PARTNER

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Hong Kong
Nanterre Bar
Solicitor - Hong Kong, Solicitor -
England & Wales (NP)
French, English

Jean-Yves Toullec is associated to the Hong Kong office

Jean-Yves is an experienced French lawyer who was admitted as a solicitor in England and Wales in 1997 and as a solicitor in Hong Kong in 2006. He assists companies and young entrepreneurs who use Hong Kong as a platform for their developments towards China and Southeast Asia.

He assists and advises in the negotiation and setting up of commercial partnerships, distribution agreements and sourcing contracts.

He holds two certificates of specialization delivered by the Conseil National des Barreaux, one in enforcement of money judgments, guaranties and securities and one in International and European Law.

Practices

- ▶ M&A and Corporate law
- ▶ Dispute resolution

Sectors

- ▶ Trade and distribution
- ▶ Private clients
- ▶ Industrials

Awards and nominations

Legal 500 Asia Pacific (Hong Kong): Domestic And International Corporate Tax (Tier 3)

IFLR1000 (Hong Kong):

- M&A
- Restructuring & Insolvency



Marie-Gabrielle du Bourblanc

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Hong Kong | Paris

Paris Bar, Registered Foreign Lawyer in Hong Kong

Solicitor of England & Wales (NP)

French, English

Marie-Gabrielle du Bourblanc is a counsel and advises on cross-border legal and tax issues between France and Hong Kong

Marie-Gabrielle advises on international tax and corporate/M&A matters. She assists European and French clients with activities in Hong Kong at all stages of their development (setting-up, negotiations of regional joint-venture / shareholders' agreements, sale, restructuring of activities, etc.). Marie-Gabrielle also advises managers and employees (local or expatriate) on issues related to their mobility (departure to Asia, return to France) and the structuring of their packages.

Marie-Gabrielle has been a member of the Paris Bar since 2014 and Solicitor of the Senior Courts in England since 2018. After spending 11 years in LPA Law's Hong Kong office, she is now based in the firm's Paris headquarters.

Marie-Gabrielle is a graduate of the Magistère Juristes d'Affaires-DJCE of the University of Paris II – Panthéon-Assas (2010). She also holds a Certificate of Specialised Studies in Tax Law from the "Fédération Nationale pour le Droit de l'Entreprise" (Vice Major France – Class of 2010) and a Certificate of Legal Studies (LLB level) from University College London (2011).

Practices

- ▶ Tax
- ▶ M&A and Corporate law

Sectors

- ▶ Industrials
- ▶ Trade and distribution
- ▶ Private clients

Awards and nominations

Legal 500 EMEA (France): Tax (Tier 4)

Legal 500 Asia Pacific (Hong Kong): Domestic And International Corporate Tax (Tier 3)

ITR World Tax (France):

- Transactional tax (Tier 2)
- General corporate tax (Tier 3)



Daniel Duane

SENIOR ASSOCIATE

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Hong Kong
New York Bar
Registered Foreign Lawyer in Hong Kong
English

Daniel Duane is a Senior Associate advising on Corporate and M&A matters at our Hong Kong office

Daniel is an experienced U.S. lawyer who was admitted as an attorney in New York in 1996 and has been a Registered Foreign Lawyer in Hong Kong since 2018.

He advises primarily on corporate/M&A and commercial law matters, assisting companies, investors, and entrepreneurs who wish to develop their business in Hong Kong, and on cross-border matters involving Hong Kong and other jurisdictions, helping them to negotiate acquisitions, joint venture arrangements, shareholder arrangements, distribution agreements, supply agreements, and the like.

Prior to coming to Hong Kong, he practiced law with a leading U.S. firm in New York and Tokyo, where he advised on corporate and structured finance transactions, and was in-house counsel at the New York headquarters of a prominent global hedge fund.

He also worked for over a decade as a U.S. diplomat, for both the U.S. Department of Commerce and the U.S. Department of State, as an economic, consular and commercial officer, in consulates and embassies around the world.

Practices

- ▶ M&A and Corporate law

Sectors

- ▶ Trade and distribution
- ▶ Private clients
- ▶ Industrials



Camilla Venanzi

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Hong Kong
Solicitor (HKSAR)
French, English, Italian, Chinese,
Spanish

Camilla Venanzi is an associate working in the Hong Kong office

Camilla specializes in mergers and acquisitions, commercial contracts, and employment law. She further strengthens LPA-CGR's litigation and arbitration practice in association with Toullec Solicitors.

Camilla Venanzi is originally from Italy and relocated to Hong Kong to pursue her tertiary education. She obtained her Bachelor of Laws (LLB) and Postgraduate Certificate in Laws (PCCL) from the City University of Hong Kong.

She was admitted as a Hong Kong solicitor in 2019.

Practices

- ▶ M&A and Corporate law
- ▶ Dispute resolution

Sectors

- ▶ Trade and distribution

Awards and nominations

Legal 500 Asia Pacific (Hong Kong): Domestic And International Corporate Tax (Tier 3)

IFLR1000 (Hong Kong):

- M&A
- Restructuring & Insolvency



Flora Chow

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Hong Kong
Chinese (Mandarin and Cantonese)
English

Flora Chow is a company secretarial officer working in the Hong Kong office

With over two decades of experience in Corporate Services, Flora brings invaluable expertise gained through her tenure at several esteemed company secretarial firms. She has overseen a diverse portfolio of client entities across multiple jurisdictions, including Hong Kong.

Flora is well-versed in the intricacies of the Companies Ordinance and other regulatory frameworks, and is capable of handling the full spectrum of company secretarial duties. She works closely with our legal team and excels in providing seamless and comprehensive support to clients, including liaising with government authorities and stakeholders, managing corporate governance for Hong Kong, PRC, and international companies, overseeing KYC and due diligence procedures, and ensuring compliance across jurisdictions.

Flora's broad exposure to various industries and entity types enables her to handle a wide range of corporate scenarios with professionalism.

Practices

- ▶ Corporate Governance and Compliance for HK companies limited by shares and BVI Business Companies

Our offices

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