



## Kevin Tsen

### Partner

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Location:  
Hong Kong

Language:  
English, Mandarin,  
Cantonese, Malay

Qualification:  
England & Wales (2007),  
Hong Kong (2012)

### Profile

Kevin focuses his practice on M&A and wealth management.

Kevin commenced his legal practice in London, UK, having spent more than 10 years working for major UK and US international law firms. With over 20 years of practice, Kevin has played an instrumental role for SOEs, MNCs, private equity funds, family offices, global multilateral organizations and sovereign wealth funds in large-scale and complex M&A and capital markets projects spanning five continents across diversified industries.

Kevin also has over 7 years of combined experience as General Counsel at a family office focussing on private equity fund investments and a leading global IPO service provider. As part of the senior management of an SFC-licensed global financial institution, Kevin has tremendous insight into the legal service requirements of global MNCs and dealing with regulators across multiple jurisdictions.

Besides, Kevin is also a licensed financial planner in Hong Kong. He is adept at leveraging legal and commercial thinking in the financial planning profession to assist company founders and high net worth clients on matters pertaining to cross-border asset planning and management, global asset allocation and the preservation and succession of family wealth.

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### Professional Association and Appointments

- 2012–present-Member-Law Society of Hong Kong

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### Education

- 2002-2003 - The University of Law (formerly The College of Law of England and Wales (London)), Legal Practice Course (LPC)
- 2001-University of Wales, Cardiff, LLB (Hons)

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### Areas

Capital Markets & Financing, Mergers & Acquisitions, Funds & Asset Management, Wealth Management, Trusts & Family Offices

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### Key Achievements

- Advising an A-share listed company in the smart electronic products sector on its greenfield investment in Malaysia with its Malaysian counterpart, which is also a Malaysian listed entity. This deal involves the establishment of a joint venture and structuring of the complex technical services and intellectual property arrangements. The collaboration aims to leverage local resources and expertise while ensuring compliance with both Chinese and Malaysian regulatory frameworks. Detailed

negotiations cover equity distribution, operational control, and long-term strategic goals.

- Advising a leading Middle Eastern sovereign fund in its first major proposed investment in the PRC real estate sector. This deal, valued at approximately USD790 million, involves the (i) joint bidding of a sino-foreign consortium for land parcels designated for the construction of mixed use residential and commercial buildings and (ii) on-going management of the real estate project.
- Advising the International Finance Corporation (a member of the World Bank group) on its private equity investment in the medical infrastructure and services sector in the PRC. This deal involves unwinding part of the investment in the targetco by an existing US private equity fund, issuing various classes of preference shares and documenting a complex price ratchet anti-dilution mechanism.
- Advising Cathay Pacific in the establishment of a joint venture with Air China for a cargo airline in the PRC. The deal involves a novel hybrid debt-equity structure and complex PRC regulatory advice.
- Advising global leading chemicals manufacturing company in its proposed acquisition of a leading silicon dioxide manufacturer in the PRC. The deal was valued at approximately USD325 million and involves multiple closings.
- Advising a leading multi-lateral institution on its proposed debt investment in a Vietnamese entity (funded by a leading Vietnamese listed conglomerate, Warburg Pincus and other foreign investors) to develop real estate in Vietnam. This deal involves pre-investment due diligence on complicated shareholder rights of the existing investment platform given the multiple rounds of private equity financings through issuance of a combination of debt and equity securities.
- Advising on the proposed Series E investment into FM Himalaya, a market leading internet company in the online media broadcasting sector with a VIE structure either through a secondary sale or a Cayman fund platform.
- Advising on the investment into Jinri Toutiao (今日头条), a leading online news media start-up company then structured using a corporate investment holdco mirroring the economics of a fund structure.
- Advising on the investment into Meituan Dianping, a leading e-commerce platform for diversified services (including catering, on-demand delivery, car-hailing, bike-sharing, hotel and travel booking, movie ticketing, and other entertainment and lifestyle services) structured using a corporate investment holdco mirroring the economics of a fund structure.
- Advising on the co-investment with ABCI, Blackstone, China Orient among others, on the investment platform which in turn invested in the distressed acquisition of a North American entity focusing on cutting edge surgical equipment and the subsequent equity restructuring at Topco level to buy out an existing PE financier.