

## Adviser Profile



Name: Robin Ruu Pin Teow  
Position: Deputy Head of Corporate and Commercial Practice Group – China Desk  
Location: Phnom Penh, Cambodia  
Nationality: Malaysian

## Curriculum Vitae

### Key Qualifications:

Robin is the Deputy Head for the Cambodian Corporate and Commercial Practice Group – China Desk. Prior to joining DFDL, Robin was practicing as a Partner/ Senior Foreign Consultant in various leading Chinese law firms in China for more than 10 years. He specializes in cross-border mergers, acquisitions and joint ventures, and other related advisory matters. In particular, he assists both local and international clients in private M&A, public takeovers, project development and general commercial arrangements in the, among others, energy, resources, infrastructure, pharmaceutical, financial services and consumer goods sectors. In addition, Robin has years of experience in international arbitration and cross-border dispute resolution, having represented both Chinese and foreign clients at the China International Economic and Trade Arbitration Commission (CIETAC); and Chinese clients before Stockholm Commercial Arbitration Board (SCC), Hong Kong International Arbitration Centre (HKIAC), Singapore International Arbitration Centre etc. He holds an LL.B. degree from King's College London, UK and was admitted to the Malaysian bar in 2004.

### Education:

- 2000 – LLB Law, King's College London, London, UK

### Employment Record:

- DFDL, Phnom Penh (May 3, 2016 – Present)  
*Deputy Head of Corporate and Commercial Practice Group – China Desk*
- Guantao Law Firm, Beijing, China (Oct 2014 – May 3, 2016)  
*Partner*  
Areas of practice include FDI, International Investment and Trade, and Cross-border M&A.
- King & Wood Mallesons, Beijing, China (Dec 2007 – Sept 2014)  
*Senior Foreign Legal Consultant*  
Areas of practice include Cross-border M&A and Dispute Resolution/ Compliance.
- Lehman, Lee & Xu, Beijing, China (Nov 2005 – Nov 2007)  
*Foreign Legal Consultant*  
Areas of practice include FDI and Corporate & Commercial

- **Sivananthan**, Kuala Lumpur, Malaysia  
*Legal Associate*  
Litigation
- **Wong & Partners (Malaysian Correspondent Law Firm of Baker & McKenzie)**,  
Kuala Lumpur, Malaysia  
*Pupil*  
Areas of practice include Corporate & Commercial, Banking, Dispute Resolution and Intellectual Property.

(March 2004 – Nov 2005)

(March 2004 – Nov 2005)

#### Details of Major Projects Undertaken:

Focus on Various Sector

Corporate and Commercial / M&A

Represented a Chinese SOE in its proposed joint venture with a Lao government-linked enterprise in respect of the commercial operation of a Lao satellite project in Vientiane, Laos.

Advised a SOE, which is mainly involved in contracting and engineering in the domestic and international markets, on market entry in Cambodia.

Represented a research-driven Chinese biopharmaceutical company in its proposed collaboration with a US biotechnology company on the development and commercialisation of certain antibody drugs in China.

Advised a centrally-administered SOE, which is a leading provider of information technology and commercial service in China's air travel and tourism industry, on its proposed acquisition of a US-based market leader in technology solutions for the airline and railway industries.

Advised one of Malaysia's largest property groups on its proposed cooperation with a large-scale State-owned Chinese construction company in relation to the development of the largest financial centre in Ho Chi Minh City, Vietnam.

Advised one of the largest State-owned producers of telecom equipment in China on its acquisition and post-acquisition restructuring of an American Nasdaq-listed global fables provider of analog and mixed-signal semiconductor solutions.

Represented a private Chinese company in its investment in an Australian company to collaborate and develop oil resources in Trinidad.

Represented a Chinese SOE in its proposed joint venture with a UK-based company to develop and operate a power plant and a thermal coal mine in Mozambique.

Represented Hunan Valin Steel in its proposed cooperation with Shell on unconventional gas exploration and development and natural gas development and utilisation in China.

Represented a Chinese SOE in its proposed financial leasing joint venture with a South African financial services provider.

Represented a Chinese SOE in its proposed acquisition of a majority stake in an European innovative high-tech company that develops, produces and distributes, among other things, isolation products and system components for electrical energy.

Represented China International Television Corporation in its acquisition of a 20% stake in Independent News and Media, one of South Africa's biggest news publishers.

Assisted Chinese manufacturing company Weichai Power Co., Ltd. on its direct investment of EUR 738 million in German forklift truck manufacturer Kion Group.

Advised Guohua Energy Investment Co. on its acquisition of a 75% stake in Hydro Tasmania's 168MW Musselroe wind farm project.

Represented a Shenzhen-listed company to acquire, through competitive bidding, a controlling stake in one of the biggest manufacturers and distributors of health and wellness products in New Zealand and Australia.

## Focus on Various Sector

Represented an Australian telecom giant in its restructuring, which involved severing the existing VIE contracts and transitioning the existing China business activities to a new business activity.

Represented a Shenzhen-listed company in its proposed acquisition of an interest in kaolin mineral assets in Western Australia.

Represented an Australian banking giant in its acquisition of interests in major ports and water projects in China.

Assisted a Chinese SOE to establish a partnership with a Chinese private petroleum group to engage in the exploration, acquisition, processing, and distribution of potash mineral resources in Saskatchewan, Canada.

Represented a Chinese SOE in its acquisition of interests in coal mines in Tasmania, Australia.

Represented a Chinese SOE in its acquisition of interests in several mining assets in Chile.

Advised Huntsworth plc on its multi-million dollar acquisition of a leading Chinese public relations enterprise.

Advised on the subscription by Suzlon Energy of equity interest in a prominent Chinese energy company.

Acted for a US-based global leader in eyewear on its acquisition of one of China's leading premium optical chains.

Advised a major Italian machinery manufacturer in its subscription to the capital increase of a former Chinese State-owned enterprise.

Advised a Mexico-based multinational that provides telephonic medical assistance services on its China entry strategies.

Involved in the negotiations of a free trade agreement between China and New Zealand.

## Dispute Resolution / Compliance

Represented an investment arm of the Government of Singapore Investment Corporation Pte. Ltd. in a CIETAC arbitration brought by a leading Chinese chlor-alkali, fine chemicals and agrochemical producer concerning claims arising out of the termination of a share subscription agreement.

Successfully defended Hangzhou Wahaha Group in a series of legal proceedings brought by its former joint venture partner, Groupe Danone, achieving the dismissal of arbitration and other claims exceeding EUR 1.2 billion by private agreement.

Represented a Chinese pharmaceutical giant in the resolution of its dispute against one of the world's leading pharmaceutical retail chains before the HKIAC, achieving the dismissal of arbitration by private agreement.

Acted for one of Asia's leading smart card producers in a shareholder dispute involving claims of minority shareholder oppression with its joint venture partner, which is a world leader in digital security; successfully negotiated a favourable commercial resolution for our client involving the restructuring of the joint venture company; advising client on restructuring options.

Advised a US-based multinational conglomerate corporation on law enforcement investigations into potential anti-smuggling activities by its employees, and in relation to its PRC anti-bribery compliance policies.

Assisted a US-based multinational information technology corporation in conducting internal investigations into alleged criminal conduct by its employees.

Advised several multinational companies, including Alcon, VISA, UBS, and Hitachi, in relation to their PRC anti-bribery and corruption compliance policies.

**Languages:**

	Speaking	Reading	Writing
English	Excellent	Excellent	Excellent
Mandarin	Excellent	Excellent	Excellent
Malay	Excellent	Excellent	Excellent
Cantonese	Good	Good	Good

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