



中伦文德律师事务所  
ZHONGLUN W&D LAW FIRM



**ZHONGLUN W&D LAW FIRM**  
**ANNUAL REPORT 2017**



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▲ January 20, 2017, Zhonglun W&D's founding partner Wen Chen and senior partner Zheng Li were invited to attend Donald Trump's inauguration as the 45th President of the United States.



▲ May 23, 2017, Zhonglun W&D established the Zhonglun W&D Law Research Institute, Financial and Investment Development of Xiong'an new district Institute and the Institute of Belt and Road Development Strategy.



▲ May 31, 2017, Zhonglun W&D's senior partner Lei Tian and Chuanlu Zhu warmly received the visit from UMKC (University of Missouri at Kansas City) Law School.



▲ September 19, 2017, Zhonglun W&D, the Institute of Belt and Road Development Strategy, Global Legal Alliance (GLA) and CHINA WEEK: Chinese provinces-California economy and commerce summit co-hosted the seminar entitled "California's role in One Belt One Road and related opportunities" in Beijing.



▲ November 20, 2017, Global Legal Alliance (GLA), which was leading established by Zhonglun W&D in 2016, held the annual convention in Cyprus. Lawyers, enterprisers and financier from countries all over the world attended the meeting, talking about new chance and cooperation under Belt and Road.



▲ December 19, 2017, Zhonglun W&D, the Institute of Belt and Road Development Strategy and Global Legal Alliance (GLA) co-hosted the seminar entitled "Impacts of Trump's Tax Reform Plan: to American and the world".

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## Chairman's Message

### Dear clients, friends and colleagues:

We just finished a busy year full of achievements, and ushered in a new year of challenges and opportunities. Please allow me to extend my sincere greetings and New Year's wishes to all of you, on behalf of all partners and staff of Zhonglun W&D Law Firm. I would like to express my gratitude to our colleague. Thank you for your hard working. And also to our clients, thank you for your trust, which is very important to every progress we have made.

In the past year, Zhonglun W&D Law Firm has established three branches, including Xiamen Office, Changzhou Office, Shenyang Office which make Zhonglun W&D Law Firm strength further in the country. These three branches all possess good local resources and advantages of legal services.

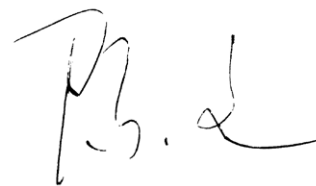
In 2017, Global Legal Alliance (GLA), which was leading established by Zhonglun W&D in 2016, held the annual convention in Cyprus. Lawyers, enterprisers and financier from countries all over the world participated in the meeting, talking about new chance and cooperation under Belt and Road. Zhonglun W&D Law Firm achieved 30 percent growth in 2017, ranking as Asian top ten law firm by Asian Law Business (ALB). Zhonglun W&D attracted many experienced senior partners last year.

In 2018, Zhonglun W&D Law Firm plans to strengthen the international and domestic publicity, to improve the professional ability and to hit a new high of performance. Up to now, we have established 18 branches at home and 10 co-operative firms abroad. Our purpose is to build a large-scale, comprehensive, internationalized and first-class law firm.

In 2017, Zhonglun W&D Law Firm has established the Zhonglun W&D Law Research Institute, Financial and Investment Development of Xiong'an new district Institute and the Institute of Belt and Road Development Strategy. In addition, Zhonglun W&D Institute of Insurance, Institute of Criminal Law and the Committee of REITs' Law Service are also established last year.

Our team closed a large number of due diligence cases in concern of National Equities Exchange and Quotations (NEEQ) market and private equity (PE) legal business in 2017. We are also excelled in providing legal service of insurance fund investment business, acquisitions and mergers of listed companies, real estate funds and trust business. Last year we founded the China Real Estate Brand Resources Alliance with other entities, which is a platform for all real estate companies share resources and make a complementary with each other and also the intrested financial institutions. We also participated in over 10 IPO legal business last year.

We know that it will be encountered many difficulties along the way, but we firmly believe that with the effort of the crew, we will surely overcome all difficulties and walk toward the goal.



January 28, 2018



## About Us

Founded in 1992, Zhonglun W&D Law Firm is one of the earliest-established Chinese law firms approved by the Ministry of Justice. Primarily a large-scale full service law firm, Zhonglun W&D embraces substantial international elements. We are the first Chinese law firm setting up dual-jurisdictional office abroad. Headquartered in Beijing, the firm has China-based offices in Shanghai, Chengdu, Shijiazhuang, Tianjin, Wuhan, Taiyuan, Jinan, Guangzhou, Shenzhen, Nanjing Qianhai, Xiamen, Changsha, Changzhou, Chongqing and Shenyang, co-functioning with our dual-jurisdictional offices in London (UK) and Riyadh (Saudi Arabia) and our representative/associated offices in Hong Kong, Lyon, Paris and major cities in the US.

We have approximately 1000 lawyers and employees who are outstanding and experienced enabling us to provide first-class legal services to our clients. Brilliant multi-lingual partners and widespread branch offices are our advantages to provide legal service for clients all over the world. Our working languages include Chinese, English, French, Korean, Japanese and Arabic. We have partners who are licensed to provide legal advice under Chinese, Anglo-American as well as Islamic law.

Our ability to quickly get to grips with new developments in businesses and regulations is a key strength to our success. We are not only a leading Chinese law firm in traditional areas of law, but also a front runner in new areas such as private equity (PE), REITs, etc. Our practice not only gains us reputations among our clients over the world, but also a high recognition from the Chinese government. We are proud of having advised the government on various legislation revisions, as well as engaging in influential projects commissioned by the governmental departments such as Beijing 2008 Olympic Games, South to North Water Diversion Project, Sichuan-East Natural Gas Transmission Project, Central Asia Gas Pipeline Project and the 60th anniversary of the founding of the PRC, etc.

Zhonglun W&D maintains a good working relationship with government departments including the State-Owned Assets Supervision and Administration, Commission of the State Council, the National Development and Reform Commission, the Securities Regulatory Commission, the Ministry of Finance and the Ministry of Commerce. We keep communicating with the judicial departments and arbitration agencies at all levels. We have established extensive business cooperations with plenty of accounting firms and consulting companies.

At the same time, Zhonglun W&D established a cooperative relationship with internationally renowned law firms to ensure that customers receive quality legal services. Zhonglun W&D initiated the establishment of Global Legal Alliance (GLA) in May, 2016. Global Legal Alliance is a non-profit non-government organization made up of legal institutions and legal professionals, founded for members to exchange project information, investment information and legal services information. GLA provides a public service platform for worldwide legal service agencies and legal service providers to communicate, to learn and to cooperate.

Zhonglun W&D has 28 specialized legal practice committees. Our practice field covers the main aspects of the international lawyer business including corporate and securities, finance, real estate and construction engineering, intellectual property and information technology, international business, taxation, foreign investment and mergers and acquisitions, the use of insurance funds, trust and asset securitization, overseas listing, PE, energy and environmental protection, labor and personnel security, medicine, litigation and arbitration and other legal services.





## Our team

### Executive Committee

With a well-established management system and relevant regulations, Zhonglun W&D has set up an Executive Committee which is composed of seven experienced senior partners, Mr. Dengfa Fang, Mr. Gang Li, Mr. Qinggui Zhen, Mr. Yuqin Xia, Mr. Zheng Li, Mr. Dengkai Zhu and Mr. Lei Tian to draw up plans for the firm's operation, discuss and make decisions which shall make a significant impact on the firm's management and developing direction and to tackle with routine matters with delegation. Mr. Dengfa Fang is the Managing Director of the firm, Mr. Gang Li is selected as director of the Executive Committee, Mr. Qinggui Zhen, Mr. Yuqin Xia, Mr. Zheng Li and Mr. Dengkai Zhu are the vice directors. All seven members have practiced law for more than 10 years with rich practice experience and high professional quality.

### Directorate

Zhonglun W&D has set up the board of directors in which Dr. Wen Chen serves as the chairman, and Mr. Dengfa Fang, Mr. Gang Li, Mr. Qinggui Zhen, Mr. Wei Lin, Mr. Muzhi Zheng, Mr. Philip Li, Mr. Ahmad, Mr. Yindong Liu, Mr. Zhisheng Wen, Mr. Guoan Hong and Mr. Shulin Yu serves as vice chairman. Ms. Yuanyuan Xue serves as secretary-general. The members of the board of directors are as follows: Mr. Yuqin Xia, Mr. Dengkai Zhu, Mr. Zheng Li, Mr. Zhijian Wang, Mr. Xihua Li, Mr. Aiguo Wang, Mr. Haifeng Xu, Mr. Haibo Wang, Mr. Chengjiang Liu, Mr. Yongxing Chen, Mr. Yunfeng Chen, Mr. Chunming Yang, Mr. Yunfeng Ji, Mr. Xinqun Pan, Mr. Changjiang Wang, Ms. Haiqun Cheng, Mr. Yaoqiang Tang, Mr. Zhenyu Yue, Ms. Qing Gu, Mr. Daiheng Zhu, Mr. Xuejun Tian, Mr. Jian Chou, Ms. Lan Wang, Mr. Shuoqiu Huang, Ms. Rong Wang, Mr. Peijun Ning, Mr. Junwei Song, Mr. Haibo Wang, Mr. Tianyuan Chen.

### Directors of Offices

Shanghai Office: Mr. Yongxing Chen

Shijiazhuang Office: Mr. Xihua Li

Wuhan Office: Mr. Aiguo Wang

Taiyuan Office: Mr. Yindong Liu

Shenzhen Office: Mr. Guoan Hong

Xiamen Office: Mr. Xinqun Pan

Changsha Office: Mr. Xuejun Tian

Chongqing Office: Mr. Daiheng Zhu

Riyadh office: Mr. Ahmad T • Al-Kusayer

Chengdu Office: Mr. Zhijian Wang

Tianjin Office: Mr. Zhisheng Wen

Jinan Office: Mr. Haibo Wang

Guangzhou Office: Mr. Shulin Yu

Nanjing Office: Mr. Changjiang Wang

Qianhai Office: Ms. Haiqun Cheng

Changzhou Office: Ms. Qing Gu

Hong Kong pool: Mr. Jiachun Huang

London Office: Mr. Philip Li



## Partners of Beijing Head Office and Branch Offices

### Partners of Beijing Head Office

Dr. Wen Chen	Mr. Dengfa Fang	Mr. Gang Li	Mr. Qinggui Zhen	Mr. Yuqin Xia
Mr. Zheng Li	Mr. Dengkai Zhu	Mr. Lei Tian	Mr. Linjun Lawrence Guo	Mr. Wei Hao
Ms. Xianhua Jin	Mr. Zhongguo Lin	Ms. Xiaoqin Liu	Mr. Min Li	Mr. Zhengming Li
Mr. Dunping Wang	Mr. Jian Wu	Mr. Zhaohua Xu	Mr. Bo Xu	Mr. Yang Xie
Mr. Zhengwang Yao	Mr. Haijun Zhang	Mr. Yefei Zhang	Mr. Menghan Zhao	Mr. Xianfeng Zhang
Mr. Xiangyang Wang	Ms. Fei Yu	Ms. Jie Hu	Mr. Yunhai Li	Mr. Hongjiang Sun
Ms. Ye Xie	Ms. Lihua Xiao	Mr. Ming Zheng	Ms. Bing Zhai	Ms. Chunfen Cao
Ms. Ying Cai	Mr. Lutang Chen	Mr. Jie Feng	Ms. Zhaojun Feng	Ms. Yiran Huang
Mr. Lifeng Jia	Ms. Jing Li	Mr. Peifeng Liu	Mr. Xuening Li	Mr. Yue Liu
Mr. He Li	Ms. Huishan Pei	Mr. Dayu Song	Ms. Fei Shi	Ms. Zhimin Shi
Ms. Fang Wang	Mr. Min Wang	Mr. Yongfang Wang	Ms. Jinhua Wei	Mr. Yunfei Xu
Ms. Yali Zhao	Mr. Chuanlu Zhu			

### Consultant

Mr. Xiaochen Fu	Mr. Yaoxiong Lou	Mr. Jianguo Tong	Ms. Hongmin Ma	Mr. Qigui Chen
Ms. Yuemei Bao	Mr. Yuncheng Lv			

(Note: the above partners are listed in alphabetical order of Chinese phonetic alphabet.)

### Partners of Shanghai Office

Dr. Wei Lin	Mr. Chengjiang Liu	Mr. Yunfeng Chen	Mr. Dahong Li	Mr. Hongwei Shi
Mr. Yu Deng	Mr. Min Huang	Ms. Yiwei Huang	Ms. Ying Wang	Mr. Xiangming Zhu
Ms. Wen Jiang	Mr. Qingxi Duan	Mr. Benqiao Wang	Mr. Nan Lv	

### Partners of Tianjin Office

Mr. Chunming Yang	Ms. Rong Wang	Ms. Changhui Tian	Ms. Qing Xiao	Mr. Ming Guo
Mr. Zhen Tang	Mr. Jingwei Zhou	Mr. Shiming Zhang	Mr. Zhigang Liu	Mr. Meng Dong
Mr. Weiming Yuan	Ms. Yanyong Ji			

### Partners of Chengdu Office

Ms. Lan Wang	Ms. Ziying Wang	Mr. Quyang Dai	Ms. Qian Wang	Mr. Fei Zhou
Mr. Guangjun Zhou				

### Partner of Shijiazhuang Office

Ms. Shuying Wang



### Partners of Wuhan Office

Mr. Youhua Deng      Mr. Yong Xiang      Mr. De'an Niu      Mr. Hongwu Xu

### Partners of Taiyuan Office

Mr. Yunfeng Ji      Mr. Xiaoming Hao      Mr. Jiancheng Deng      Mr. Qiufeng Zhang      Ms. Lili Fan  
Ms. Yan Zhang      Mr. Xijun Huo      Mr. Jianjun Chen      Mr. Hongwei Guo      Mr. Yunzhao Li  
Ms. Dongmei Feng      Mr. Baoxin Zhang      Mr. Feng Zhao      Mr. Gaohui Xie      Ms. Rui Zhang  
Mr. Tangxi Meng

### Partners of Jinan Office

Mr. Zhongru Qi      Mr. Yingzheng Zhang      Ms. Li Dang      Ms. Ying Liu      Mr. Haifeng Dong  
Mr. Chunfa Fu

### Partner of Guangzhou Office

Mr. Yaoqiang Tang

### Partners of Shenzhen Office

Mr. Weizhao Li      Mr. Peijun Ning      Ms. Rongmei Zhu      Mr. Tianlou Tang      Ms. Huilan Niu  
Mr. Houyu Wu      Ms. Ruina Liu

### Partners of Qianhai Office

Mr. Steven Lisi Zhou      Ms. Lingru Wang      Mr. Paul Lou (Hong Kong)      Mr. Qi Yang

### Partners of Chongqing Office

Mr. Shuoqiu Huang      Mr. Tianyuan Chen      Mr. Jie Zeng      Mr. Zhen Wang      Ms. Xueqin Zhou  
Ms. Zuhui Wang      Mr. Zhongshi Ling      Mr. Yu Shen      Ms. Na Wu      Ms. Fangxi Yu  
Mr. Donghao Shao





## Development

### ■ Zhonglun W&D Law Firm has been actively expanding international legal service business

In 2017, Zhonglun W&D conducted cooperation and exchange activities with Asia & Middle East International Law Group, School of Law, University of Missouri, Kansas City (UMKC), Becker & Poliakoff, P.A., ChinaWeek, Corrs Chambers Westgarth, Perkins Coie, LLP, Huang Tang & Marvin, LLP and other international legal service institutes. This has enhanced the cooperation between Zhonglun W&D and international legal service institutes, laid a solid foundation for our international legal business and improved our international influences.

On November 20, 2017, the Global Legal Alliance (hereinafter referred to as "GLA"), initiated by Zhonglun W&D, held the 2nd GLA Global Annual Conference in Cyprus. GLA aims to build a cooperation and communication platform for major and large international law firms to share business information and provide services for the "going global" of Chinese enterprises under the strategic background of "Belt and Road".

### ■ Zhonglun W&D expanded the domestic legal service market

In 2017, Zhonglun W&D set up Xiamen, Shenyang and Changzhou offices. These three offices are renowned local law firms, embracing great legal service resources and advantages. Setting up those office will enhance Zhonglun W&D's capability of providing legal services and expand the legal services market in those regions.

### ■ Zhonglun W&D developed legal business

Professional is our principle. In 2017, Zhonglun W&D provided legal services to large scale clients like CNAF, Sinopec, Minmetals, CITIC, China Development Bank, etc. Meanwhile, Zhonglun W&D developed its advantages and kept the leading position in the field of real estate and construction project. Mr. Wen Chen, the founding partner of Zhonglun W&D, has continued to be awarded as "Giant in Real Estate and Construction Project", and Mr. Chen is the only lawyer who obtained this award. Zhonglun W&D lists as top 10 Asian law firm by Asian Law Business (ALB) in 2017.



## Honors and Awards

### ■ Zhonglun W&D was listed as Chambers and Partners 2017 China Best Lawyers and Law Firms

Chambers and Partners, the leading global provider of legal rankings, issued the 2017 Asia-Pacific Guide on January 12, 2017.

Mr. Chen Wen, founder and Chairman of Beijing Zhonglun W&D Law Firm, was listed as the Senior Statesman in Band 1 under Real Estate category again after 2016's nomination. Mr. Wang Zhijian, Director of Zhonglun W&D Law Firm Chengdu, was nominated under the Health Care category consecutively after first nomination in 2016.

This is the fifth consecutive nomination for Zhonglun W&D since its ranking in 2017.

### ■ Zhonglun W&D was listed as Legal Band 2017 China Best Lawyers and Law Firms for three consecutive years

On April 17, 2017, the international legal ranking institute Legal Band issued the 2017 China Best Lawyers and Law Firms Ranking.

Beijing Zhonglun W&D Law Firm was listed as the Leading Law Firms under the "Real Estate and Construction" and "Healthcare & Life Sciences" categories; Mr. Chen Wen, founder and Chairman of Zhonglun W&D Law Firm, and Mr. Wang Zhijian, Senior Partner and Director of Zhonglun W&D Law Firm Chengdu, were nominated as the Leading Lawyers under the "Real Estate and Construction" and "Healthcare & Life Sciences" categories respectively.

This is the third consecutive nomination for Zhonglun W&D since its ranking in 2015.

### ■ Zhonglun W&D ranked at 10th on the ALB 2017 Top 50 Asian Law Firms

In the November Journal of Asian Legal Business, the outstanding legal media under Thomson Reuters, Zhonglun W&D Law Firm was listed as Top 30 China Domestic Law Firms and Top 50 Asian Law Firms and ranked at the 10th.



## Performances of Departments

This annual report lists the most representative and outstanding performances with major regional or national influences of Beijing headquarters and local offices in our major business sectors of 2017.

- Legal services for joint venture enterprise of SK (China) Enterprise Management Co., Ltd.
- Acquire the 85% equity of Shenzhen Construction (Group) Co., Ltd. held by Evergrande Real Estate Group Limited representing Shenzhen Jian'an (Group) Co., Ltd. (M&A value of 8 billion RMB)
- Provide legal services for the renovation project of Zhuhai Jinshan Time Square representing China Orient Asset Management Co., Ltd. (Project value of about 4 billion RMB)
- Provide legal consulting services for the projects M&A of PetroChina Kunlun Gas Co., Ltd.
- Provide legal services and supports for the U.S. Stock listing of GreenTree Hospitality Group Ltd.
- Singaporean Ecospec trademark and copyright infringement dispute case
- Dispute case of prosecution by Beijing Millennium Investment Co., Ltd. against Beijing Mingda Real Estate Development Co., Ltd. and Bihuju proprietors to confirm the contracts are invalid
- Dispute case of prosecution by Beijing Baidu Network Information Technology Co., Ltd. and Baidu Online Technology (Beijing) Co., Ltd. against Beijing Coolabs Technology Co., Ltd. for reputation right infringement
- Seniro caring real estate project of China Life Investment in Chengdu
- Shenzhen Oversea Chinese Town capital urbanization and healthy life industrial fund project of Taiping Asset Management
- Designated legal service provider for Beijing municipal administrative departments in 2017-2019
- Beijing Energy Investment Holding Co., Ltd.
- Cindare Real Estate Co., Ltd.
- China Quality Certification Center
- China Huadian Coal Industry Group Ltd.
- CITIC Asset Management Corporation Ltd.
- (Beijing) Financial Street Real Estate Co., Ltd.





- China Iron & Steel Research Institute Group
- China Mobile Information Port Center
- Beijing Qihoo Technology Co., Ltd.
- Xiamen C&D Co., Ltd.
- Air China Holding Limited (Listed in database)
- McDonald's (Tianjin) Food Co., Ltd. (Shortlisted)



## Social Activities

### ■ Mr. Chen Wen, Chairman of Zhonglun W&D, and Mr. Timothy B. Mills, legal counsel of President Donald Trump, visited China Children and Teenager's Fund

On June 21, 2017, Mr. Chen Wen, Chairman of Zhonglun W&D, and Mr. Timothy B. Mills, legal counsel of President Donald Trump, visited China Children and Teenager's Fund (CCTF) and exchanged views with Mr. Zhu Xi, Secretary General of CCTF.

### ■ Seminar on the Chinese Enterprises' Cross-border M&A in the U.S. and Dispute Resolution successfully held

On June 26, 2017, Zhonglun W&D, "Belt and Road" Development Strategy Research Institute, Asia & Middle East International Law Group P.C. and GLA coheld the Seminar on the Chinese Enterprises' Cross-border M&A in the U.S. and Dispute Resolution at Beijing Capital Club. This seminar had invited Mr. Timothy B. Mills, legal counsel of President Donald Trump and President of GLA Cross-border Anti-corruption Committee, to deliver lectures.

### ■ Mr. Chen Wen and Mr. Li Zheng were invited to the Forum on the Belt and Road and International Legal Services

On May 9, 2017, Mr. Chen Wen, Chairman of Zhonglun W&D, and Mr. Li Zheng, Deputy Director, were invited to the Forum on the Belt and Road and International Legal Services. Mr. Li Zheng delivered a speech under the theme of Walking under the Belt and Road at the forum.

### ■ Unveiling ceremony of Zhonglun W&D International Commercial Disputes Resolution Center successfully held

On November 14, 2017, Beijing Zhonglun W&D held the unveiling ceremony of Zhonglun W&D International Commercial Disputes Resolution Center. Leaders from Beijing Association for Alternative Dispute Resolution and Beijing Municipal Bureau of Justice attended the ceremony.



## Contribution to the Society

### **Donate money for education**

In 2017, Zhonglun W&D provided Zhonglun W&D Scholarships to law schools of Peking University, Tsinghua University, Renmin University, China University of Political Science and Law and Central University of Finance and Economics to award and help the outstanding students with financial difficulties to complete their education and develop into useful talents for the society. During the past year, Zhonglun W&D had set Scholarships projects in various schools of higher learning in Tianjin, Shanghai, Shenzhen, Guangzhou and other major cities of China.





## Looking Forward

In 2017, Zhonglun W&D achieved a rapid growth with the joint efforts of all staff.

The next few years will be the key period for Zhonglun W&D to expand business, speed up development, standardize management and upgrade its brand. It will also be a transitional period for Zhonglun W&D to realize its development strategy. Zhonglun W&D will continue to base itself in Beijing, grow stronger in the domestic market and gradually enter the overseas market, finding more opportunities. In 2018, we will continue to provide excellent legal services in various legal practice areas to our customers as always. We believe Zhonglun W&D will surely create more glories in the brand new year. We expect that future's business growth point will be expanding from traditional real estate, financial business to new areas such as the energy resource and environmental protection law and trust funds law practice.

Zhonglun W&D will always grasps opportunities and faces challenges, promoting business with innovative thoughts. We are proud of our harmonious working environment and colleagues who can fight alongside with. With supports all over the society, we will continuously explore and build Zhonglun W&D into a professional law firm with its own characteristics.

We value talented people so much that we have built our own talent pool in famous law schools over the country. With our persistence in the expert-oriented approach, Zhonglun W&D will continue to recruit talented people and pass down our law experience and fine tradition.

We believe that 2018 will surely be a year in which Zhonglun W&D will make great achievements. Zhonglun W&D will continue to achieve development grasping opportunities, knowing the market and creating innovative law services.

From today, we are full of confidence. To the future, ambitious fills our breast.



## Contact us

### Beijing Office

Add: 19/F Golden Tower, No.1, Xibahe South Road, Chaoyang District, Beijing  
Code: 100028  
Tel: 86 10-6440 2232  
Fax: 86 10-6440 2915/6440 2925  
Web: <http://www.zhonglunwende.com>

### London Office

Add: City House 3 Cranwood Street London EC4N 5AX  
Tel: 44 20 7549 7888  
Fax: 44 20 7549 7889  
Web: <http://www.zlwd.com>

### Paris Office

Add: 38, rue Saint Ferdinand -75017 Paris  
Tel: 33 (0)1 5370 6969  
Fax: 33 (0)1 5370 6960

### Lyon Office

Add: 12, quai André Lassagne -69001 Lyon  
Tel: 33 (0) 4 7210 2030  
Fax: 33 (0) 4 7210 2031

### Riyadh Office

Add: Kingdom of Saudi Arabia 3080 Imam Saud BinAbdulaziz Rd. Al-Murug, Unit 2, Riyadh 6160-12281 Hyatt Center(A), Office(11)  
Tel: 00966-1-2006 071  
Fax: 00966-1-2006 076

### Berlin Office

Add: Rankestraße 2, 10789 Berlin, Germany  
Tel: 49 (0) 30/6098 8690-0  
Mail: [t.huinink@lemmer-law.com](mailto:t.huinink@lemmer-law.com)  
Web: [www.lemmer-law.com](http://www.lemmer-law.com)

### Hamburg Office

Add: Albert-Einstein-Ring 522761 Hamburg, Deutschland  
Tel: 49 (0) 40/4111 9980  
Fax: 49 (0) 40/4111 99829  
Mail: [info@lemmer-law.com](mailto:info@lemmer-law.com)  
Web: [www.lemmer-law.com](http://www.lemmer-law.com)

### Hong Kong Office

Add: Room 1225, 12/F, Prince's Building, No. 10 Chater Road, Central, Hong Kong  
Tel: (852) 2533 7700  
Fax: (852) 2810 1179  
Website: <http://www.pcwoo.com>

### Shanghai Office

Add: 11/F, Tian'an Center, No.338 Nanjing West Road, Huangpu District, Shanghai  
Tel: 86 21-6301 8877  
Fax: 86 21-6301 6887

### Chengdu Office

Add: Room 1607, Building A, AVIC International Plaza, No.88, Jiaozi Avenue, Gaoxin District, Chengdu.  
Tel: 86 28-6504 0988  
Fax: 86 28-6504 1013

### Shijiazhuang Office

Add: 12/F, Building B, No. 136 Yellow River Road, Gaoxin District, Shijiazhuang  
Tel: 86 311-8992 8766  
Fax: 86 311-8992 8092

### Tianjin Office

Add: 10/F, The environmental protection business building, No.76 Weijin South Road, Nankai District, Tianjin  
Tel: 86 22-5858 0758  
Fax: 86 22-5858 0758

### Wuhan office

Add: 23/F, Wuhan Tianjie Building 5, No.558 Qingnian Road, Hanjiang District, Wuhan, Hubei  
Tel: 86 27-8555 8471  
Fax: 86 27-8555 8471

### Taiyuan Office

Add: 18/F, Building A, Huidu MOHO, No.126 Xuefu road, Taiyuan, Shanxi  
Tel: 86 351-4060 146/4060 971  
Fax: 86 351-4065 446

### Jinan Office

Add: Building No.264, Shanda road, Lixia District, Jinan, Shandong  
Tel: 86 531-8855 2916  
Fax: 86 531-8855 2916

### Guangzhou Office

Add: 3/F, No.3, Bayunbao Road, Baiyun District, Guangzhou  
Tel: 86 20-8762 4738  
Fax: 86 20-8765 7708

### Shenzhen office

Add: 19/F, Shenzhen era financial center, No.4001 Shennan Road, Futian District, Shenzhen  
Tel: 86 755-8831 9191/8831 9189  
Fax: 86 755-8831 9199

### Nanjing Office

Add: 3/F, Building A6, Wandong road Luocunxinyu, Jiangning District, Nanjing  
Tel: 86 25-8719 8760  
Fax: 86 25-5218 9760

### Xiamen Office

Add: 23/F, Building B, New King Center, No.23 Jiahe road Siming District, Xiamen  
Tel: 86 592-3333 888  
Fax: 86 592-3333 666

### Qianhai Office

Add: Room 24, 1/F, Building C, Qianhai Shenzhen-Hong Kong Innovation Center, Qianhai Shenzhen-Hong Kong Cooperation Zone, Nanshan District, Shenzhen  
Tel: 86 755-8898 0052/8831 9191  
Fax: 86 755-8831 9199

### Changsha Office

Add: 24/25F, Wanbao Building, Wanbao Avenue, Changsha  
Tel: 86 731-8413 1118  
Fax: 86 731-8413 1118

### Changzhou Office

Add: 7/F, Xindi Center, No.229 Changwu North Road, Wujin District, Changzhou, Jiangsu  
Tel: 86 519-8655 6950  
Fax: 86 519-8655 6950

### Chongqing Office

Add: 8/F, Jingdi Business Building, No.6 Dahuang Road, Yuzhong District, Chongqing  
Tel: 86 23-6873 0666  
Fax: 86 23-6873 1022

### Shenyang Office

Add: 43/F, Shengjing Baoli Cultural Center, No.40 Nan'erma Road, Heping District, Shenyang  
Tel: 86 24-2385 8899  
Fax: 86 24-2510 5566