

Robert Lewis Senior International Consultant

Senior International Consultant, Chance Bridge Partners, Beijing

Co-founder and Chief Expert, docQbot / CGGT

Expertise: Cross-border M&A, Belt and Road Initiative & Outbound

Investments, Technology, Telecoms & Internet

Tel: +86 10 8587 0068

Fax: +86 10 8587 0079

Email: Lewis.Robert@chancebridge.com



Education background

- J.D. (cum laude), Brigham Young University, School of Law, Provo, Utah, USA
- B.A. English Literature, Brigham Young University, Provo, Utah, USA
- Admitted to the California bar in 1985

Work Experience

Robert Lewis is Senior International Consultant for Chance Bridge Partners in Beijing. Chance Bridge is a leading boutique full-service business law firm serving major Chinese and international clients. Chance Bridge is a member of the Sino-Global Legal Alliance (SGLA), the most highly regarded law firm alliance in China. Mr. Lewis was the founder and initial chairman of the SGLA.

Mr. Lewis is also co-founder and Chief Expert of docQbot, the first bilingual AI contract service platform in China. He is also co-founder of the China Going Global Think-tank (CGGT), an outbound investment information platform.

From March 2011 to January 2021, Mr. Lewis was Senior International Counsel of Zhong Lun Law Firm. Prior to joining Zhong Lun in Beijing he served as managing partner of the Beijing office of Lovells (now Hogan Lovells) for nine years and, prior to his stint with Lovells, he was Asia General Counsel for Nortel Networks.

When he moved to China in 1993, he initially joined the China Practice Group of Baker & McKenzie in Hong Kong and Shanghai. Before relocating to China, he practiced for six years in the Los Angeles office of Sidley & Austin. Mr. Lewis was one of the first senior foreign lawyers to make the move from a leading international law firm to a top Chinese law firm.

He has practiced law for 35 years, with nearly 30 years in China. His practice has focused on cross-border corporate and commercial transactions, with a particular emphasis on M&A, infrastructure projects, project financing, energy, mining, telecoms/IT transactions and strategic partnering arrangements generally. Notable transactions include acting for the lead Beijing municipal government investor as lead international legal counsel on the Bird's Nest and Water Cube venue projects for the 2008 Beijing Olympics.

He also has advised Chinese enterprises on outbound investments in the US, Latin America, Western and Eastern Europe, India, Russia, Canada, Australia and Africa for the last 15 years. He is the author of the book, *The Rules of the Game of Global M&A: Why So Many Chinese Outbound Deals Fail*, for which Qi Bin, Deputy GM of China Investment Corporation, wrote a foreword.

Over the course of his career in China, he has worked on hundreds in inbound foreign investment projects, including both M&A and greenfield investments. His book on China's new Foreign Investment Law was recently published by Law Press China. Former MOFCOM Vice Minister Wei Jianguo wrote the foreword for this book. This book includes a suite of new foreign investment templates that conform to the Company Law. These bilingual templates, together with related detailed annotations, were prepared by Mr. Lewis in consultation with an expert committee comprised of senior lawyers from leading international and domestic law firms as well in senior in-house counsel from major MNCs and SOEs.

In 2014, Mr. Lewis helped co-found the China Going Global Think-tank (CGGT). The CGGT is an information platform for Chinese outbound investors. The CGGT public WeChat account posts ODI-related articles each business day and has nearly 50,000 followers. The CGGT also provides consulting services on ODI matters to major Chinese companies. Mr. Lewis has also written a series of articles on legal compliance problems encountered abroad by leading Chinese technology players such as Huawei,

ZTE, ByteDance (TikTok) and Tencent (WeChat).

Commencing at the end of 2017, Mr. Lewis co-founded docQbot, which produces and provides automated bilingual templates for ODI, FDI and domestic transactions. The initial core set of more than 100 templates, together with all alternative clauses and related know-how/guidance, have all been drafted by and under the direct supervision of Mr. Lewis. These templates are then automated using HotDocs, the world's leading document assembly software system. Each base template can produce an almost unlimited number of unique iterations customized to the user's requirements, all based on the user's responses to a simple online questionnaire. Subscribers include leading MNCs, SOEs, POEs, domestic law firms and foreign law firms in China.

docQbot has also partnered with other specialist teams in other leading Chinese law firms to produce automated templates for HR, corporate governance, IP/IT, construction, real estate, energy, education, etc., which will be coming online over the course of 2021. Other practice areas and industry sectors will be added going forward. Ultimately, docQbot will host hundreds of high-quality templates, all of which will be optimized and automated to achieve new levels of effectiveness and efficiency in the market.

docQbot also has worked with LegalSifter to produce a tool to assist Chinese users to review an English-language foreign trade contract using AI technology. The tool provides users with localized guidance in Chinese together with sample reference clauses in English from the docQbot clause library. docQbot is currently cooperating with the legal tech team at Alibaba Damo Institute to provide customized AI review solutions for Chinese-language contracts comprising Alibaba technology and docQbot legal know-how.

Pursuant to the new Foreign Investment Law, all 500,000-plus foreign-invested enterprises (FIEs) in China will be required to convert their corporate documents to conform to the newly-applicable requirements under the Company Law. Under the direction of Mr. Lewis, the docQbot team has developed a highly customizable online/offline solution for such FIE conversions to deliver high-quality service at a commoditized price. EY Law and other major legal services providers will jointly roll out this FIE conversion toolkit to the market.

Mr. Lewis has frequently been invited by the State-owned Assets Supervision and Administration Commission of the State Council (SASAC), National Development and Reform Commission (NDRC), All China Lawyers Association (ACLA), and other leading government organizations in China to make presentations on practical legal skills, the structure and management of corporate law departments as well as management of international legal risks.

While at Lovells, he conducted the first training and consulting projects for major Chinese companies on the structure, management and operation of corporate law departments, including China Mobile, Sinopec and other leading SOEs. He also led a consulting project for Ping An Group to design a compliance management system for their insurance business. He has cooperated with, and has close ties to, the Association of Corporate Counsel in D.C., leading in-house organizations in China and the IACCM in London (now known as World Commerce and Contracting). Mr. Lewis has also published a book on legal risk management for Chinese companies.

As noted above, Mr. Lewis was also the founder of the Sino-Global Legal Alliance (SGLA), comprised of top regional law firms across China, and served as the initial chairman. The SGLA was the first domestic law firm alliance to be recognized by Chambers and now has more than 4,000 lawyers across more than 20 provinces.

In addition to the books and articles mentioned above, he has written a series of articles on Chinese law and practice for the IFLR, was a regular contributor to The Lawyer, and has written for many other leading publications. He also has regularly been interviewed by leading Chinese television and print media. In addition, he is a guest lecturer for EMBA programs for HKU and HKUST. He has lectured at Peking University, Qinghua University, Renmin University, Wuhan University, Fudan University law schools.

Mr. Lewis has consistently been rated as a leading corporate/M&A lawyer in China by leading directories. He is fluent in spoken Mandarin and written Chinese.

Representative Transactions

Mr. Lewis has worked on numerous inbound and outbound M&A and investment projects in China, including:

- Acted as lead international legal counsel for Bird's Nest and Water Cube venue projects for 2008 Beijing Olympics, advising Beijing State Asset Management Company, the lead domestic investor in these projects appointed by the Beijing Municipal Government
- Acted as lead international legal counsel for ALSTOM acquisition of Wuhan Boiler Company – the only acquisition by a foreign party of majority interest in a B-share listed target company in China
- Advised a leading EU company on its bid to acquire 50% equity interest of BP in a US\$3.6 billion Sino-foreign petrochemical joint venture in Shanghai
- Represented Faurecia (China) Holding Company Limited in its US\$420 million acquisition of an automotive infotainment OEM in China with accompanying due diligence and related antitrust advisory work in Australia, Belarus, China, Pakistan, Russia, South Africa, United Arab Emirates and Vietnam
- Acting as lead China counsel for Yihaodian (a subsidiary of Walmart e-Commerce) in respect of the formation of a foreign-invested telecommunications enterprise joint venture in the new Shanghai Free Trade Zone and launch of its new e-commerce marketplace platform
- Acted for the international banks on the Dachang Water Treatment Plant project in Shanghai, the first BOT project in China
- Acted for the EPC contractor/minority investor in the restructuring of the Laibin B power plant project, the first wholly foreign-owned power plant project in China
- Acted for a major Beijing infrastructure investment company in connection with proposed spin-off of portfolio of infrastructure assets to a South-East Asian government investment fund
- Acted for a consortium of US-based investment funds in connection with proposed acquisition of leading Chinese machine tool manufacturing group

- Acted for Bytemobile in connection with establishment of mobile platform optimization joint venture in China and with China aspects of subsequent acquisition of Bytemobile by Citrix
- Acted for IBM in connection with China aspects of its US\$450 million acquisition of Platform Computing, involving spin-off of non-acquired China assets to third parties and related issues
- Advising Midea on its cooperation with BAXI Overseas Holding in respect of manufacturing and sales of appliances in China, including deal structuring, establishment of joint venture enterprises and share transfer transactions
- Advising Midea on review of Equity Transfer Agreement whereby Wuxi Little Swan to buy out the shares held by General Electric in the joint venture company co-established by the foregoing parties
- Acting for leading European projects company on desalination plant project in NE China
- Acted for leading international oil field services company in connection with acquisition of Chinese oil field services and equipment company
- Acted for geological survey subsidiary of leading Chinese national oil company in connection with proposed acquisition of foreign oil field services technology company with operations in 25 countries around the world
- Acted for leading Chinese minerals trading company in connection with acquisition of US aluminum smelter and bid on Jamaican bauxite mine and smelter operations and
- Acted for leading Chinese aluminum smelter on the proposed investment in a bauxite mine joint venture in India
- Acted for major Chinese electric power investment company on proposed Russian joint venture with Russian government-owned electric power investment company
- Advised leading global mining company on proposed port projects in China
- Advised leading Chinese EPC contractor on major hydro-electric power project in South America
- Advised multiple Chinese investors on new energy projects in Romania, Pakistan, Philippines, Indonesia and other countries
- Advised numerous Chinese and foreign companies on hundreds of other cross-border M&A and investment transactions

Publication

- *The Dawn of a New Era for FDI in China*
- *The Rules of the Game of Global M&A: Why So Many Chinese Outbound Deals Fail*

Language

English, Fluently Mandarin