



Quinn K. Zhao

Partner

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Practice Areas

Corporate Law

Venture Capital and Emerging Markets

Life Sciences

Foreign Direct Investment

Intellectual Property

Overview

Quinn K. Zhao is partner in the Princeton, N.J. office of Hill Wallack LLP and a member of the firm's Corporate Law, Venture Capital and Emerging Markets, Life Sciences, Foreign Direct Investment and Intellectual Property practice groups. Mr. Zhao focuses his practice on mergers and acquisitions, venture capital, business contracts, and IP-related matters in life sciences.

Mergers and Acquisitions

Mr. Zhao regularly assists U.S. and foreign corporations in mergers and acquisitions, stock and asset sales, joint ventures, and divestitures. His clients range from main street businesses to Fortune 500 companies in the life sciences, manufacturing, technology, renewable energy, hospitality, education, real estate, and consulting services sectors.

Start-Up/Emerging Market

In the venture capital practice, Mr. Zhao represents entrepreneurs, start-up/emerging growth companies (mostly life science companies), investors, and joint ventures in every stage of development, from formation through financing and closing. He advises clients on their daily operational issues and specific services such as raising capital and IP licensing or assignment. In addition, he has extensive experience in negotiating and drafting a wide variety of business contracts, such as NDAs, collaboration and license agreements, joint development agreements, clinical trial agreements, sponsor research agreements, intellectual property licenses, joint venture agreements, privacy policies, leases, and manufacturing and distribution agreements.

Foreign Direct Investment in the U.S.

Mr. Zhao has broad experience helping international clients establish their operations and expand their business in the U.S. He has significant experience setting up U.S. subsidiaries and negotiating acquisitions of existing companies, joint venture agreements, shareholders' agreements, licenses, and distribution agreements. In addition, he has deep knowledge and experience assisting clients with CIFUS risk evaluations and transferring foreign entities' executives and employees with specialized knowledge to work in their U.S. affiliates.

Litigation and Arbitration

In addition to being a transactional attorney, Mr. Zhao has a solid litigation background. He litigated numerous complex patent and trademark infringement cases from pleadings to trials in federal courts and before the International Trade Commission. He also represented clients in resolving employment and contractual disputes through arbitration at the AAA and ICC.

Mr. Zhao is admitted to practice in the states of New Jersey (2007) and New York (2006), the federal District of New Jersey (2008), Southern District of New York (2009), and Eastern District of New York (2007). Mr. Zhao has extensive law practice experience in both the U.S. and China. He earned his J.D. from Willamette University College of Law and received the Trustees' Scholarship. He obtained his LL.B. from East China University of Political Science and Law. Mr. Zhao is fluent in English and Mandarin.

Representative Matters

Representative Matter in Mergers and Acquisitions:

Represented a U.S. pharmaceutical research and development company in an acquisition of a majority equity interest by a Fortune Global 500 pharmaceutical company.

Represented a leading U.S. clinical data analysis and management company in an acquisition of a majority equity interest by a U.S. private equity fund specializing in life sciences.

Represented a Chinese public pharmaceutical company in a reorganization of its overseas subsidiaries in Hong Kong, Australia, and the U.S.

Represented a U.S. pharmaceutical research and development company in a divestiture of a majority equity interest by a Chinese public pharmaceutical company.

Represented a U.S. biotech research company specializing in innovative drug delivery platforms in an acquisition by a Chinese biotech company and a private equity firm.

Represented a U.S. research and manufacturing company specializing in 3D bioprinting in an acquisition of equity interest by several private equity funds from China.

Represented a major Canadian packaging products and solutions company in an acquisition of a majority equity interest in two affiliated project development and operational service companies specializing in corrugated packaging.

Represented a New Jersey solar farm developer in an asset acquisition by a public energy company.

Represented a Chinese public agrochemical company in acquiring a well-known U.S. formulator and distributor of agricultural chemicals in Minnesota.

Represented a global lighting and photochemical equipment manufacturer in an acquisition by a Chinese hi-tech special lighting manufacturer and supplier.

Represented a Chinese-owned entity acquiring a research and development firm in sensor technology with potential applications in geophysics, transportation, consumer products, and military uses.

Represented a U.S. secondary education consulting company in an acquisition by a global educational services company headquartered in China.

Represented a U.S. private secondary school in a joint venture with a private school in Washington D.C.

Represented a private foundation in acquiring assets of a U.S. private secondary school.

Represented a Chinese craft handbag manufacturer in acquiring a U.S. distributor for business integration purposes.

Represented a Chinese international fencing club in acquiring three fencing clubs in the U.S.

Representative Cases in Litigation and Arbitration:

In the Matter of Certain Sucralose, Sweeteners Containing Sucralose, and Related Intermediate Compounds, Inv. No. 337-TA-604, the United States International Trade Commission; represented two defendants, case dismissed and appeal affirmed.

Chan v. Counterforce Cent. Alarm Services Corp., 88 A.D.3d 758, 930 N.Y.S.2d 680 (2d Dep't 2011); represented defendant/respondent, case dismissed and appeal affirmed.

Del Pozo v. Impressive Homes, Inc., 29 A.D.3d 621, 816 N.Y.S.2d 123 (2d Dep't 2006); represented plaintiff/appellant, case reversed.

Del Pozo v. Impressive Homes, Inc., 29 A.D.3d 620, 814 N.Y.S.2d 734 (2d Dep't 2006); represented plaintiff/appellant, case reversed.

Pareiman-Farber v. Shao, 23 Misc.3d 145(A), 889 N.Y.S.2d 506 (Table) (App. Term 2d Dep't 2nd, 11th & 13th Dists. 2009); represented defendant/appellant, case reversed.

Represented an employee against a national restaurant franchise in a Title VII employment discrimination case before the American Arbitration Association; obtained a favorable settlement payment for the employee after hearing.

Defended a food container manufacturer against a major packaging products manufacturer and distributor in a patent and trademark infringement case; plaintiff paid defendant to settle the case.

Defended a borrower against a lender in cross-border lending before the International Court of Arbitration of the International Chamber of Commerce; claim for an award of default rate dismissed.

Leadership

Member, Asian-Pacific American Lawyers Association New Jersey

Member, Chinese Business Lawyer Association

Presentations & Publications

Co-Author and Editor, *Chinese Direct Investment Law Blog* (www.uschinalawblog.com)

Invest in the U.S. - Legal Guide for Chinese Companies, Zhejiang Ningbo Foreign Trade & Economic Cooperation Bureau and Ningbo Enterprises Association for Foreign Economic Relations & Trade (June 2012)

Invited lecturer, *Forms of Business Organizations*, New York Small Business Development Center, (04/2009, 09/2010, 03/2011)

Bar Admissions

New Jersey

New York

Federal District of New Jersey

Southern District of New York

Eastern District of New York

Education

East China University of Politics & Law

Willamette University College of Law