

Fisher Broyles

Name: Julian Zou

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Practice Areas: Commercial Transactions; General Corporate; Licensing; Mergers & Acquisitions; Employment

Bar Admissions: California; People's Republic of China (Qualified)

Education: Massachusetts Institute of Technology, Artificial Intelligence, 2020; University of Washington School of Law, Juris Doctor, 2013; Soochow University School of Law, Bachelor of Laws, 2001

Experience: Paul Hastings LLP; Pillsbury Winthrop Shaw Pittman LLP

Julian Zou is known for crafting successful international transactions, especially U.S.-China mergers and acquisitions, and multinational corporate finance deals. Fluent in English and Chinese, Julian works with clients' team and decision makers to determine their needs, expectations, assess current and future commercial and legal strategies, and ensure high levels of client service and quality of work.

Julian has handled more than 150 international transactions, cross-border financings and acquisitions, and complex multinational joint ventures. Based in Silicon Valley and Shanghai, Julian applies decades of experience living and working in both China and the U.S. to successfully negotiate financings, mergers, acquisitions and investments. Julian has deep knowledge of Chinese investment in the U.S. and Mexico, foreign investment in China, and corporate finance and public capital market transactions for China-focused companies.

Julian counsels corporate clients from startups to multinational corporations, and his clients include innovative life sciences and technology entrepreneurs.

Representative Transactions

Mergers and Acquisitions:

- Represented Beijing E-Town in connection with its acquisition of Mattson Technology, a Nasdaq-listed semiconductor company;
- Represented Beijing Shanhai Capital, a PRC private equity sponsor, in its acquisition of Analogix Semiconductor, Inc.;

- Represented BroadWebAsia in its roll-up of more than ten China-based social media and other internet websites;
- Represented a Chinese public company in connection with its acquisition of assets in a U.S. company in bankruptcy procedure;
- Represented TeleAtlas NV in its acquisition of digital mapping operations in China (stock and asset purchases);
- Represented Tyco International Holdings in its acquisition of a fire suppression and control business in the PRC;

Joint Ventures:

- Represented Beijing Babytree in negotiation of a \$64 million joint venture to operate learning center in the PRC.;
- Represented iFire Technology Corp. in connection with a \$1 billion manufacturing joint venture in China;
- Represented Yume, Inc. in the negotiation of a joint venture in China;
- Represented eBest in connection with expansion of operations in the United States, including without limitation, negotiation of a joint venture in the United States;
- Represented Chelsio Technology in connection with a joint venture in China;
- Represented Motorskill Ventures in connection with a \$20 million joint venture in China;

Venture Capital Financings:

- Represented AceLink Therapeutics in connection with its operation and corporate financings;
- Represented Applied StemCell in connection with its operation and corporate financings;
- Represented EarlyDiagnostics in connection with its operation and corporate financings;
- Represented GluBio Therapeutics in connection with its operation and corporate financings;
- Represented Hanne Capital in connection with preferred stock investments in various port-folio companies;
- Represented Innovo Therapeutics in connection with its operation and corporate financings;
- Represented Kaitai Capital in connection with preferred stock investments in various port-folio companies;
- Represented LifeFoundry in connection with its operation and corporate financings;
- Represented Sinovation Ventures in connection with preferred stock investments in various portfolio companies;
- Represented Taifu Capital in connection with preferred stock investments in various port-folio companies;

- Represented Zepto Life in connection with its operation and corporate financings.