

Scott D. Peterman

Partner

Hong Kong
+852.2230.3598

Scott.Peterman@klgates.com

OVERVIEW

Scott Peterman is a partner and a member of the Asset Management and Investment Funds practice. Scott represents private fund sponsors and investors including pan-Asian private equity funds, venture capital funds, infrastructure and real estate funds, Hong Kong authorized funds, and emerging market ETFs.

PROFESSIONAL BACKGROUND

Prior to joining the firm, Scott was a partner at a Hong Kong firm. His practice included advising a broad range of M&A transactions, leveraged buyouts, venture capital financings, relevant regulatory, and compliance matters. Previously, Scott worked as a senior executive in Silicon Valley for 13 years where he was a multinational technology company's first country manager for China and Korea, director of Asia Pacific for a technology solutions company, and director of a telecommunications company.

ACHIEVEMENTS

- Recognized by *Chambers Global* for Investment Funds (International Firms) in China: International, 2018-2026
- Recognized by *Chambers Greater China Region* for Investment Funds (International Firms) in China, 2018-2026
- Recognized by *The Legal 500 Asia Pacific*
  - Hall of Fame Member for Investment Funds in Hong Kong, 2022-2026
  - Recommended Lawyer for Investment Funds: Foreign Firms in China, 2025-2026
  - Recommended Lawyer for Fintech and Financial Services Regulatory in Hong Kong, 2025
  - Leading Individual for Investment Funds in Hong Kong, 2018-2020
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- Named a “Market Leader” for Hong Kong Investment Funds and Private Equity by IFLR1000, 2018-2020

- Recognized by *Chambers Asia-Pacific* for Investment Funds in China, 2018-2020
- Listed in The Legal Media Group's Guide to the World's Experts in Banking, Finance and Transactional Law for Investment Funds

PROFESSIONAL / CIVIC ACTIVITIES

- Chartered Financial Analyst (CFA), Hong Kong Society of Financial Analysts
- China International Alternative Investment Association, founding member (2009-2012)
- Former Vice President, Washington Association of Money Managers
- Former Vice Chairman, CFA Society of Japan
- State Bar of New York
- The Law Society of Hong Kong

SPEAKING ENGAGEMENTS

- Speaker, “The Principles of Partnership Accounting”, LexOmnibus, Hong Kong, 14 October 2019
- Speaker, Total Access Japan Seminar “Perplexed by Venture Capital / Private Equity”, Tokyo, 26 September 2019
- Speaker, “Negotiating Private Equity and Venture Capital Fund Terms”, Courses & Seminars, Hong Kong, 27 August 2019
- Speaker, “Partnership Accounting”, Courses & Seminars, Hong Kong, 13 August 2019
- Speaker, “Corporate Venture Capital”, Courses & Seminars, Hong Kong, 25 June 2019
- Speaker, “The Future of Alternative Funds in Hong Kong”, Intertrust Group, Hong Kong, 18 June 2019
- Speaker, “Structuring Private Equity Co-Investments and Club Deals”, Courses & Seminars, Hong Kong, 28 May 2019
- Speaker, Orrick Library Seminar “Living with LLCs”, Hong Kong, 22-23 May 2019
- Speaker, “LLC Agreements: Planning and Drafting Approaches”, Courses & Seminars, Hong Kong, 26 April 2019
- Speaker, “All About Private Equity Management Fees and Expenses”, Courses & Seminars, Hong Kong, 2 April 2019
- Speaker, “Structuring Venture Capital Investments”, FinTech Startups Forum, HKSFA, Hong Kong, 10 November 2018
- Speaker, “ISDA Negotiation Tips for Fund Managers”, Courses & Seminars, Hong Kong, 17 July 2018

- Speaker, “Structuring an M&A Transaction: Purchase Price Adjustments, Earnouts and Other Purchase Price Provisions”, Courses & Seminars, Hong Kong, 11 June 2018
- Speaker, HKCCA Seminar “Ethics in Electronic Communications”, Hong Kong, 5 June 2018
- Moderator, CAIA Hong Kong Education & Networking Evening - Commodities and Managed Futures in your Portfolio Today, Hong Kong, 30 October 2017
- Panelist, Vistra's Operations and Market Trends Seminar, Hong Kong, 26 October 2017
- Speaker, “ISDA Negotiation Tips for Fund Managers”, Courses & Seminars, Hong Kong, 2 August 2017
- Speaker, “Real Estate Joint Ventures: Waterfall Structures, Developer Promote, IRR Lookback, and Catchup”, The Hong Kong Society of Financial Analysts, Hong Kong, 26 July 2017

EDUCATION

- J.D., Georgetown University, 1996 *(cum laude)*
- Ph.D., Stanford University, 1986
- M.A., Vanderbilt University, 1975
- M.A., The Ohio State University, 1974
- B.A., Bloomsburg University, 1973 *(Hons)*

ADMISSIONS

- Bar of District of Columbia
- Bar of New York
- Solicitor, Hong Kong

LANGUAGES

- Chinese (Mandarin)
- English
- French
- Japanese

THOUGHT LEADERSHIP *POWERED BY HUB*

- June 2026, ESG and the Sustainable Economy Handbook

- February 2025, Asset Management Regulatory Year in Review 2024
- 27 January 2025, Carried Interest and Co-Investment Plans: A Primer for Asia-Based Private Fund Managers
- 3 May 2023, APAC: Managed Accounts and Conflicts—Part 4: Separate Managed Accounts vs Funds-of-One
- 19 April 2023, APAC: Managed Accounts and Conflicts—Part 3: Separate Managed Accounts vs Funds of One
- 29 March 2023, APAC: Managed Accounts and Conflicts—Part 2: Managed Accounts vs. Commingled Funds
- 7 March 2023, APAC: Managed Accounts and Conflict—An Overview
- 8 February 2022, Japan's International Financial City Initiative Continues in Full Force, Aiming to Attract Foreign Managers with Licensing Exemptions and Financial Incentives
- 14 December 2021, Down-Round Financing: What You Need To Know
- 7 December 2021, Understanding Anti-Dilution Provisions
- 16 September 2021, Convertible Debt and Priced Equity Rounds: Evaluating the Preferred Deal Structure for Early-Stage Financing
- 9 September 2021, Anatomy of a Venture Capital Term Sheet
- 6 - 8 July 2021, Everything You Need to Know About Hedge Funds
- 3 March 2021, Negotiating Private Equity Fund Terms - Session 2: Building On the Basics
- 24 February 2021, Negotiating Private Equity Fund Terms - Session 1: Let's Talk About the Basics
- 11 September 2020, Summer's Over, but the Pool Is Open: SEC Expands the Definition of Accredited Investor

OTHER PUBLICATIONS

- "Japan's international financial city initiative involves unprecedented structural reforms to help foreign managers enter the Japanese market," *AIMA Journal*, Edition 129, 21 March 2022
- Contributor, “Trending in 2020,” *AsiaHedge*, 30 January 2020
- Contributor, “Outlook 2020: Where are the opportunities for private equity?,” *Asianinvestor*, 8 January 2020
- Contributor, “Due diligence & psychology: Internal audit,” *Asian Venture Capital Journal*, 12 November 2019
- Contributor, “Why licensing rules could hamper Hong Kong's PE plans”, *Asianinvestor*, 5 November 2019
- Contributor, “Structure over substance,” *AsiaHedge*, October 2019
- Contributor, “Foreign firms advance into China's private equity 'red ocean,'” *Ignites Asia*, 26 September 2019
- Author, “China's Unruly Fund Market Faces a Crackdown”, *Nikkei Asian Review*, August 2016

- Co-Author, “From the Ashes Risen: Private Equity Secondary Funds Take Flight,” *The Journal of Private Equity*, Fall 2009, Vol. 12, No. 4, pp29-34.

NEWS & EVENTS

- 9 June 2026, Why Gating Breaks Down: Behavioral and Structural Causes
- 12 February 2026, *Chambers Global* 2026 Guide Ranks K&L Gates Lawyers, Practices
- 15 January 2026, *Chambers Greater China Region* 2026 Guide Recognizes K&L Gates
- 14 January 2026, K&L Gates Recognised in *The Legal 500 Asia Pacific* 2026
- 29 May 2025, Master Class on Trade Errors: Insights and Solutions
- 6 March 2025 or 12 March 2025, Virtual Asset Master Class: Setting the Scene for 2025: Safeguarding Risk and Strategies for Success
- 16 January 2025, *Chambers Greater China Region* 2025 Guide Recognizes K&L Gates
- 15 January 2025, The Legal 500 Recognises K&L Gates In 2025 Asia Pacific Edition
- 27 Wednesday 2024, Best Practices and Challenges in Crafting an M&A Strategy Master Class
- 15 October 2024, Revenue Share Agreements Master Class
- 3 September 2024, Private Credit Market Master Class – Trends, Challenges, and Opportunities in the Private Credit Market
- 18 July 2024 or 25 July 2024, Virtual Asset Master Class: Road Mapping Your Way to Success
- 25 April 2024 and 9 May 2024, Virtual Asset Latest Hot Topics Master Class
- 21 and 28 February 2024, Hong Kong Virtual Asset Funds Master Class
- 15 February 2024, *Chambers Global* 2024 Guide Ranks K&L Gates Lawyers, Practices
- 18 January 2024, Chambers Greater China Region 2024 Guide Recognizes K&L Gates
- 17 January 2024, The Legal 500 Recognises K&L Gates in 2024 Asia Pacific Edition
- 5 December 2023, A Master Class in Tokenizing Assets and Security Tokens
- 16 February 2023, K&L Gates Recognized in 2023 *Chambers Global* Guide
- 16 January 2023, Chambers Greater China Region 2023 Guide Recognizes K&L Gates
- 16 January 2023, The Legal 500 Recognizes K&L Gates in 2023 Asia Pacific Edition
- 17 February 2022, K&L Gates Recognized in 2022 Chambers Global Guide
- 13 January 2022, Chambers Greater China Region 2022 Guide Recognises K&L Gates

- 13 January 2022, Legal 500 Recognizes K&L Gates in 2022 Asia Pacific Guide
- 7 December 2021, Understanding Anti-Dilution Provisions
- 6 October 2021, 2021 Investment Management Conference
- 13 September 2021, K&L Gates Releases ESG and the Sustainable Economy Handbook
- 24 February 2021, K&L Gates Recognized in 2021 Chambers Global Guide
- 16 December 2020, K&L Gates Recognized in Chambers 2021 Asia Pacific and FinTech Guides
- 3 August 2020, K&L Gates Enhances Funds and M&A Practices with New Partner Trio in Hong Kong

MEDIA MENTIONS

- 6 July 2026, *Ignites Asia* | South Korea's single-stock ETF label draws scrutiny

OTHER MEDIA MENTIONS

- Mentioned, "APAC Fund Manager Briefing: Current Top of Mind Issues to Ponder On," *AIMA.org*, 11 March 2022

AREAS OF FOCUS

- Asset Management and Investment Funds
- ESG - Asset Management and Investment Funds

EMERGING ISSUES

- ESG - Sustainability and Responsible Business

REPRESENTATIVE EXPERIENCE

- Represented a Chinese state-owned fund in an investment in a KKR-led consortium to purchase Unilever’s spreads business for USD8.1 billion; and proposed investment in one of the leading US private equity funds focusing on late-stage US software companies with a consortium of investors for USD3-5 billion.
- Represented Tuspark Financial Holdings (HK) Limited as a sponsor on the formation of a tri-party funded US$1 billion “One Belt, One Road” private equity fund that is designed to invest in and promote innovation.
- Represented China Resources in setting up the USD2 billion China Resources Health Care Fund.
- Represented Pacific Hawk (HK) Limited in the establishment of the first open-ended fund company in Hong Kong.

- Represented Cephei in the launch of a USD5 billion master-feeder hedge fund.
- Represented China Life Frontier Commercial Real Estate Fund, L.P. in a USD400 million private REIT for a sole PRC investor (Shenzhen commercial property investments).
- Represented Galileo to launch a USD500 million master-feeder, multi-jurisdictional, multi-currency emerging markets bond hedge fund (unit trust).
- Represented Trident Pacific Capital Japan Fund in a USD300 million Cayman Islands-based multi-jurisdictional, multi-currency hedge fund, with an Irish Stock Exchange listing. This fund was one of the first hedge funds offered to German investors.
- Represented Vision Angel Fund to establish one of Asia's first incubation and cross-over (hedge / private equity) funds to seed start-up hedge fund managers.
- Represented ITC DeltaCom in the USD150 million PIPE investment.
- Represented Continental Illinois Venture Corporation (Bank of America subsidiary) in the USD22 million LBO investment in a private company insurance company, American Fidelity and Liberty.
- Represented Madison Dearborn Partners and Olympus Partners in the USD64 million acquisition of six private company banks through Commerce Security Bancorp.
- Represented Thayer Capital Partners in the USD300 million recapitalization and leveraged buyout of The Derby Cycle Corporation (Raleigh Bicycle).
- Represented Turiya Fund in the establishment of one of Asia's most successful hedge funds (AUM USD3 billion+).
- Represented Chinese Tech fund in its USD50 million Series B-2 investment in a US-based AI Company.