



Scott D. Peterman

Partner

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OVERVIEW

Scott Peterman is a partner in the firm's Hong Kong office. He is 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 K&L Gates, Scott was a partner at a leading 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 Apple's first country manager for China and Korea, director of Asia Pacific for Alcatel Data Networks and director of North American Corporate Development for Cable and Wireless.

ACHIEVEMENTS

- "Leading Individual" (Band 1) for China Investment Funds, Chambers Global, 2018-2019
- "Market Leader" for Hong Kong Investment Funds and Private Equity, IFLR1000, 2018-2020
- "Leading Individual" for China Investment Funds, Chambers Asia, 2018-2020
- "Leading Individual" for Hong Kong Investment Funds, Asia-Pacific Legal 500, 2018-2020
- Listed in The Legal Media Group's Guide to the World's Experts in Banking, Finance and Transactional Law for Investment Funds
- Inter-University Program for Chinese Language Studies (IUP), Foreign Language Area Studies Fellowship, 1979

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
- Hong Kong

LANGUAGES

- Chinese (Mandarin)
- English
- French
- Japanese

THOUGHT LEADERSHIP POWERED BY HUB

- 13 September 2021, ESG and the Sustainable Economy Handbook (*Books*)
- 6 - 8 July 2021, Everything You Need to Know About Hedge Funds (*Webinar*)
- 3 March 2021, Negotiating Private Equity Fund Terms - Session 2: Building On the Basics (*Webinar*)
- 24 February 2021, Negotiating Private Equity Fund Terms - Session 1: Let's Talk About the Basics (*Webinar*)

- 11 September 2020, Summer's Over, but the Pool Is Open: SEC Expands the Definition of Accredited Investor (*Alerts/Updates*)

OTHER PUBLICATIONS

- 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

- 16 September 2021, Convertible Debt vs Priced Equity Rounds: Evaluating the Preferred Deal Structure for Early Stage Financing (*Event*)
- 13 September 2021, K&L Gates Releases ESG and the Sustainable Economy Handbook (*Press Release, Practice & Regional News*)
- 9 September 2021, Anatomy of a Venture Capital Term Sheet (*Event*)
- 24 February 2021, K&L Gates Recognized in 2021 Chambers Global Guide (*Rankings & Recognitions*)
- 16 December 2020, K&L Gates Recognized in Chambers 2021 Asia Pacific and FinTech Guides (*Rankings & Recognitions*)
- 5 August 2020, *Asian Legal Business*: K&L Gates snaps up PE trio in Hong Kong from exiting Orrick (*Media Mention*)
- 3 August 2020, K&L Gates Enhances Funds and M&A Practices with New Partner Trio in Hong Kong (*Press Release, Practice & Regional News*)

AREAS OF FOCUS

- Asset Management and Investment Funds

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.