

Elsa Mak

Of Counsel

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OVERVIEW

Elsa Mak is of counsel and a member of the Corporate practice and Mergers and Acquisitions practice group. She advises multinational corporates, private equity sponsors, founders and investment funds on cross-border mergers and acquisitions, joint ventures, corporate restructurings, and strategic investments across Asia-Pacific, with a particular focus on Greater China-related transactions.

Her practice spans complex, multi-jurisdictional transactions and regulatory-driven advisory work, including PRC and Hong Kong corporate law, foreign investment and antitrust considerations, e-commerce and technology transactions, employment and immigration issues in business transactions, and ongoing corporate governance and compliance. Elsa is frequently engaged where transactional execution intersects with regulatory, operational and employment considerations, particularly for businesses expanding into or operating in China and Hong Kong.

She has advised clients across a broad range of sectors, including media and entertainment, consumer and retail, technology and e-commerce, life sciences and healthcare, financial services, manufacturing, infrastructure, hospitality and non-profit organizations.

ACHIEVEMENTS

- Recognized by *The Legal 500 Asia Pacific* as a Recommended Lawyer for Corporate (including M&A) in Hong Kong, 2024, 2026

EDUCATION

- P.C.LL., The University of Hong Kong
- LL.B., The University of Auckland
- B.A., The University of Auckland

ADMISSIONS

- Barrister and Solicitor, New Zealand, (Non-practicing)

- Solicitor, Hong Kong

LANGUAGES

- Chinese (Cantonese)
- Chinese (Mandarin)
- English

THOUGHT LEADERSHIP *POWERED BY HUB*

- 2026, Global Employer Guide

OTHER PUBLICATIONS

- Co-author, Practice Note on “Key Distribution Considerations: Overview (Hong Kong)”, in collaboration with Thomson Reuters, Practical Law Hong Kong, 2024.
- Co-author, Practice Note on “Employees: Cross-Border Private Acquisitions (Hong Kong)”, in collaboration with Thomson Reuters, Practical Law Hong Kong, 2024.

NEWS & EVENTS

- 16 December 2024, K&L Gates Advises Auto Components Manufacturer Motherson on Acquisition of Japanese Manufacturer Atsumitec
- 11 July 2022, K&L Gates Advises DIC Corporation on Acquisition of Chemical Manufacturing Operations in China

AREAS OF FOCUS

- Mergers and Acquisitions
- Corporate Governance
- Data Protection, Privacy, and Security
- Emerging Growth and Venture Capital
- Global Employer Solutions
- Real Estate Acquisitions and Dispositions
- Workplace Safety

INDUSTRIES

- Consumer Goods and Services
- Financial Services
- Healthcare
- Private Equity

REPRESENTATIVE EXPERIENCE

- Represented a global media and entertainment group on the development, structuring, and implementation of a large-scale themed entertainment joint venture in China.
- Advised a research and consulting firm, on its proposed acquisition of a group of companies operating out of Greater China, Indonesia, Singapore, South Korea, and Thailand.
- Advised a market-leading semiconductor innovator on a wide range of employment and business related matters across Asia Pacific, including acting as international counsel on multiple global divestments involving large-scale employee transfers and group restructurings, post-closing employment and organisational integration, successful regulatory submissions resulting in recovery of improperly assessed penalties, and ongoing advice on immigration, workforce reductions, employee relations, and regional employment policies.
- Advised a large ink-maker in its acquisition of chemical manufacturers in China.
- Advised a Singapore-headquartered biofuel and bioenergy company with operations across South East Asia and China on legal due diligence in anticipation for equity investments by Mitsui Chemicals and Proterra Investment Partners.
- Advised a high-net-worth Taiwanese group on the sale of a hotel consisting of a theme park and golf course-integrated real estate assets in the PRC with more than three million square meters of land.
- Advised an Asia-based artificial intelligence company on its Series A fundraising with simple agreement for future equity (SAFE) considerations.
- Advised a US-based premium athletic apparel and lifestyle brand on Asia Pacific employment and expansion matters, including Hong Kong employment documentation, senior executive hires, cross border structuring, personal data transfer and PRC related PEO and payroll considerations.
- Assisted a NASDAQ-listed medical devices corporation in its regulatory compliance and distribution related considerations.
- Advised a statutory body in Hong Kong on regulatory interpretation relating to submissions under Hong Kong organ donation legislation.