

Kyosuke Momoi

Counsel

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OVERVIEW

Kyosuke Momoi is counsel at the firm and a member of the Corporate/M&A practice group with a focus on corporate and commercial transactions and Japan regulatory issues. He advises domestic and international clients on corporate, commercial, and Japanese regulatory matters, with a particular focus on the technology, fintech, healthtech, life sciences, food, and consumer products sectors.

Prior to joining the firm, Kyosuke worked for over 10 years as both a private practitioner and in-house lawyer in Tokyo with several international companies and the Tokyo office of a leading US based international law firm. During this time, he handled a wide variety of corporate, commercial, real estate, and regulatory matters. While in private practice he was seconded for half a year to one of the largest law firms in Singapore, where he assisted with M&A and joint venture projects, as well as complex commercial litigation involving Japanese and Southeast Asian parties, giving him substantial insight into various regional markets and legal systems. Additionally, his in-house experience included several years in the legal department of one of Japan's leading pharmaceutical companies, working on a variety of international transactions. He also led a team in a section of the legal department of a major Japanese e-commerce company, advising executive management on strategic investment and new business development projects—all of which have given him substantial insight into the inner-workings of large Japanese companies with regional and international operations.

After joining the firm, he has advised on various corporate and commercial matters, including strategic partnerships, cross-border investments, and major development projects in Japan. He regularly advises domestic and international clients on Japanese regulatory matters across a wide range of industries, particularly in the technology, fintech, health tech, life sciences, food and consumer products sectors. He has also led cross-border legal teams supporting a large global technology company on a broad range of regulatory, commercial, and technology-related matters in Japan.

He received a Bachelor of Law and JD from the University of Tokyo, Faculty of Law and School of Law and a Masters in Law with a Business Law Certificate from UC Berkley School of Law. He is qualified in Japan as a bengoshi lawyer.

PROFESSIONAL / CIVIC ACTIVITIES

- Member of Daiichi Tokyo Bar Association
- Member of the Intellectual Property Lawyers Network
- Member of the Information Network Law Association Japan
- Associate Member of Japanese In-House Lawyers Association

SPEAKING ENGAGEMENTS

- Speaker, *The Practice of Pharmaceutical Licensing Agreements and their Due Diligence*, Seminar by R&D Support Center Co., Ltd., 29 May 2019, 6 July 2020, 16 July 2021, 16 September 2022, 18 January 2024, 28 March 2025, and 30 June 2026
- Speaker, *Negotiation on License Agreements with U.S./European Pharmaceutical Companies,* Seminar by Japan Agency for Medical Research and Development (AMED), 21 February 2022, 17 February 2023, 5 March 2024, and 26 February 2025
- Speaker, Basics and Case Studies of Joint R&D Agreements in the Healthcare Sector, Seminar by R&D Support Center Co., Ltd., 7 December 2021
- Speaker, Risks and Trouble Prevention Measures in Patent and Technology License Agreements in the Pharmaceutical Field, Seminar by Technology Information Institute Co., Ltd,, 26 February 2021
- Speaker, Merger, Acquisition and Strategic Alliance in Life Science and its surrounding Industries, Lecture, Sidley Austin Nishikawa Seminar, 12 March 2018
- Speaker, The Issues and Legal Analysis of Curation Business and Its Relevant Business; The Problems on the Circulation of the Information in the Internet, Lecture, Japan In-House Lawyers Association Seminar, 15 February 2018; Intellectual Property Lawyers Network Meeting, 23 April 2018, First Tokyo Bar Association, Business Reform Committee, Subcommittee No.10 Meeting, 16 September 2020, and 16 November 2020

ADDITIONAL BACKGROUND

EDUCATION

- LL.M., University of California, Berkeley, 2013
- J.D., The University of Tokyo, School of Law, 2006
- LL.B., The University of Tokyo, 1998

ADMISSIONS

- Japan (Dai-ichi Tokyo Bar Association)

LANGUAGES

- English
- French
- Japanese

OTHER PUBLICATIONS

- Digital Health and its Commercialization in 5G Era (Co-authored, Technical Information Institute Co., Ltd. (2022)) Chapter 11, Section 2 “Co-R&D Agreement in Digital Health: How to avoid pitfalls?”
- Merger, Acquisition and Strategic Alliance in Life Science Industries, Japan In-house Lawyers Association Magazine (JILA), No. 4 (2017)
- Getting The Deal Through: Rail Transport 2019 (Law Business Research Ltd. 2018) (Co-authored. He wrote the chapter on the regulations on rail transport in Japan)

NEWS & EVENTS

- 16 April 2026, More Than 80 K&L Gates Lawyers Across Asia-Pacific Recognised in 2027 Best Lawyers, Ones to Watch Editions
- 16 December 2024, K&L Gates Advises Auto Components Manufacturer Motherson on Acquisition of Japanese Manufacturer Atsumitec
- 3 October 2023, K&L Gates Advises Live-Streaming Platform 17LIVE on Landmark De-SPAC Business Combination in Singapore
- 17 February 2023, Training Seminar for Licensing Out Results Obtained in the Medical Field - Practice of Negotiation of License Agreement With U.S./European Pharmaceutical Companies, Hosted by Japan Agency for Medical Research and Development

AREAS OF FOCUS

- Mergers and Acquisitions
- Data Protection, Privacy, and Security
- Healthcare and FDA

INDUSTRIES

- Critical Minerals
- Energy

REPRESENTATIVE EXPERIENCE

Corporate / M&A and Joint Ventures

- Organized a third-party committee for a TSE Mothers-listed company and conducted the secretariat work for the committee in relation to the structuring of a compliance system and rules.
- Advised the client in relation to the third-party allocation of new shares of more than JPY500 billion by a TSE-listed company; gave a US private equity fund strategic advice on various legal issues.
- Advised the client on its bid for privatization of an international airport in Japan.
- Advised the client in the incorporation of a joint venture company in Malaysia, which was one of the first online security brokers in that country.
- Advised the client in the incorporation of a joint venture company with a startup in Silicon Valley, which is expected to launch a highly innovative online game portal site.
- Advised on a co-investment and development project on drone technology with a Japanese innovative startup company.
- Advised on regulatory matters in Japan relating to merger of two of the largest pharmaceutical companies in the United States.
- Advised on the negotiation of a sponsorship agreement with a well-known soccer club in Europe.
- Advised the foreign client on its strategic investment of almost all of issued shares in Japanese automotive parts manufacturer, through a complex series of cross-border transactions, with legal support spanning multiple jurisdiction and practices.
- Advised the client operating the live streaming platform on the Japan legal aspects of its de-SPAC transaction for its listing on the Singapore Exchange.
- Advised a large foreign entertainment company on a project to design, develop, construct, and operate a popular fantasy-themed attraction in Tokyo.

Regulatory, Privacy, and Government Affairs

- Advised foreign companies doing business in Japan on a wide range of corporate matters including privacy laws and reviewed general contractual documents and provisions, privacy policies, distribution agreements, website terms of use, etc.
- Advised foreign tech companies on a wide range of Japanese regulatory and policy matters, including providing an analysis of the National Public Service Act and other regulatory issues and processes relating to contacts with the Japanese government, assistance with public bidding, and review of contracts with Japanese government agencies.
- Advised a global food company under the Food Sanitation Act and Food Labeling Act of Japan on the sale of drinks, dairy products and confectionery in Japan as well as related import and duties issues.

- Advised a multinational blockchain company on Japanese legal and regulatory issues relating to the establishment and operation of a crypto-asset platform in Japan.
- Advised a multinational fashion company on Japanese privacy, consumer protection, and commercial regulatory matters, including online compliance issues relating to its e-commerce platform and regulatory requirements applicable to its retail sales operations in Japan.

Life Sciences and Healthcare

- Advised on the negotiation of a co-development and licensing agreement on immunosuppressant with one of the largest pharmaceutical companies in the United States.
- Advised on the negotiation of several license agreements regarding a blockbuster immunosuppressant in the field of drug coated stent with medical device companies in various countries.
- Advised large US tech companies on key aspects of their wearable device products.
- Advised a major US precision machinery company under the Pharmaceutical and Medical Device Act of Japan regarding the sales of wearable products in Japan, which ultimately led to its commercialization.

Dispute Resolution and Investigations

- Advised the client on an international arbitration matter involving a US$500 million dispute of a pharmaceutical license agreement between a Japanese company and US company.
- Represented a Japanese large tech company in a litigation case relating to defamation and privacy infringement claims against one of the largest media companies in the world.
- Represented foreign defendants in a high-profile criminal case in Japan that received wide international media coverage.
- Advised on the criminal defense of a senior employee of a large bank in Europe, who was investigated by FSA of the UK relating to LIBOR affairs.