



Yujing Shu

Partner

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OVERVIEW

As one of the founding partners of the Beijing office, Yujing Shu's practice covers corporate, regulatory, cross-border mergers and acquisitions, foreign direct investment, labor and employment, international trade/sanction and compliance, antitrust and anti-unfair competition, intellectual property rights, data privacy, real estate, and finance laws. Her clients include major multinational companies, educational institutions, foundations and non-profit organizations, as well as private equity funds. Yujing has advised key players in a broad range of industries ranging from medical, pharmaceutical, finance, IT and high technology, global distribution systems, e-commerce, manufacturing, repair, graphic design, to philanthropy, education, aerospace, and real estate during the last 20 years.

Prior to receiving her juris doctor in the United States, Yujing practiced general commercial law, litigation, and arbitration in the People's Republic of China, where she has been admitted to the bar since 1988. She has also been a licensed lawyer in Washington State since 2001, and has related study and practice experiences in the UK, the United States, and Hong Kong. Additionally, she has published widely on China law related issues, including labor and employment, merger control, data privacy, QFII, and other foreign direct investment issues.

Yujing was named as one of "2017 Top 100 lawyers for China practice (A-list)" published by *China Business Law Journal Magazine* based on extensive research covering thousands of in-house counsel in China and around the world, as well as partners at Chinese and international law firms, to identify the top 100 lawyers for China practice. She has also been selected and recognized since the inaugural edition of *The Best Lawyers in China*™ for both Corporate Law and Labor & Employment Law Practice (International Firms).

ACHIEVEMENTS

- Recognized by *The Legal 500 Asia Pacific* as a Recommended Lawyer for Corporate and M&A: foreign firms in China, 2024

EDUCATION

- J.D., Valparaiso University School of Law, 2001

- LL.B., China University of Political Science and Law, 1987 *Political Science & Law*

ADMISSIONS

- Bar of People's Rep. of China
- Bar of Washington

LANGUAGES

- Chinese (Mandarin)
- English

THOUGHT LEADERSHIP POWERED BY HUB

- 15 July 2021, Rising Antitrust Enforcement Activities in China's Internet Sector
- 7 December 2020, China Overhauls Its Export Control Regime: What China's New Export Control Law Changes and How to Respond
- 8 September 2020, E-Concessions and Competition Law
- 15 July 2019, China's High Court Maintains the Status Quo for Now, but the Future for Resale Price Maintenance in China Is Optimistic for Product Manufacturers
- 11 October 2018, Yutai Seeks Clarity from Chinese High Court on Resale Price Maintenance Divergence
- 7 June 2018, Resale Price Maintenance in China: One Country, Two Systems
- 11 April 2018, Compensation Paid to the Employee to Enforce Non-Competition Obligations in China
- 4 April 2018, Putting China on the MAP
- 8 November 2017, Get Serious with Written Employment Contracts in China
- May 2016, Chinese High Court Decision Confirms the OEM Exception to Trade Mark Infringement for the First Time
- 20 October 2014, Global FCPA Compliance

OTHER PUBLICATIONS

- Author, Practice Note on "Settlement of Civil Disputes in China: Overview," in collaboration with Thomson Reuters, *Practical Law Hong Kong*, 2022
- "Resale Price Maintenance in China: One Country, Two Systems," *LexisNexis*, 19 June 2018

NEWS & EVENTS

- 18 September 2020, K&L Gates Advises Red Ventures on USD \$500 Million Acquisition of CNET Media Group from ViacomCBS

AREAS OF FOCUS

- Mergers and Acquisitions
- Antitrust, Competition, and Trade Regulation
- Capital Markets
- Commercial Disputes
- Technology Transactions and Sourcing
- Corporate Governance
- Emerging Growth and Venture Capital
- Environment, Land, and Natural Resources
- Immigration
- International Trade: CFIUS, Sanctions, and Export Controls
- Private Equity Transactions
- Public Companies

INDUSTRIES

- Financial Services
- Private Equity

REPRESENTATIVE EXPERIENCE

- Advised foreign corporations in various commercial contract negotiations with Chinese partners.
- Advised global corporations on China matters regarding corporate governance, regulatory, real estate, tax, customs, foreign exchange, employment, and employee stock plan.
- Advised multinational corporations on OEM brands, patents, trade marks licensing to China distributors.
- Advised China SOEs on U.S. sanction compliance.
- Advised clients on online gaming matters.

- Advised multinational corporations on FCPA compliance, conducted investigations on various compliance matters.
- Advised on a PPP project.
- Advised foreign company on WTO market entry related matters.
- Assisted multinational corporations on reorganizations, transfers of equity interests, acquisitions of assets, M&A and related matters.
- Advised multinational corporations on import/export controls and anti-counterfeiting-related matters, including importation classification, CCC exemption specimen and exportation with respect to China law.
- Advised foreign companies on merger concentration filings and distribution arrangements.
- Advised top U.S. universities on setting up joint educational programs and institution, and provided advices with respect to campus construction and leasing.
- Advised foreign companies on China matters regarding establishment, restructuring, winding up of joint venture companies, wholly foreign-owned enterprises and related corporate matters.
- Represented clients on FDI issues, including establishment or restructure of WFOEs or JVs in manufacture, software, telecommunication, e-commerce, education, franchise, media, advertisement and new energy industries.
- Advised clients on Cyberspace security and data transmission matters.
- Advised foreign equity funds in offshore structure and investment in China.
- Advised several non-profit entities and mutual funds on Qualified Foreign Investment Institution application in China, provided advice on their custodian and broker arrangements as well as various legal compliance matters in their investments in China.