

Roy G. Zou

Office Managing Partner
Beijing

Biography

Roy Zou works with companies on merger and acquisition transactions, the creation of joint ventures, market entry, and international trade. He has extensive experience in directing legal and financial due diligence reviews of Chinese companies for multinational corporations and investors. Over the decades, Roy regularly dealt with approval authorities and other government regulators and agencies in connection with commercial transactions. Roy also worked on a number of U.S. litigation involving Chinese companies or government agencies as respondents or defendants. His career has spanned corporate, government and regulatory practices. He has extensive experience on export control, sanction, cybersecurity and data protection issues.

Roy previously worked at the Ministry of Foreign Affairs of the People's Republic of China for seven years. Serving in the General Office and the Department of Treaty and Law, he was involved in the documentation and negotiation of many important bilateral and multilateral issues. Roy's diplomatic career included assignments in overseas Chinese missions. Roy speaks Chinese Mandarin and English.

Representative experience

Representing Chinese petrochemical company in



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Languages

English
Mandarin

Practices

Mergers and Acquisitions
Employment
Corporate
Privacy and Cybersecurity
Environment and Natural Resources

advising, negotiating, and documenting one of largest petrochemical projects in China, over billion investment in ethylene and chemical derivatives facility.

Representing premier advanced materials producer in wide range of mergers and acquisitions, direct investment, and divestiture transactions in China over the last 10 years.

Representing multinational company in acquiring majority interest in over 40 industrial gas/chemicals facilities, including divestments and reorganizations, in many cities and provinces throughout China.

Representing multinational glass products company on greenfield project to develop new manufacturing facility with investment that will ultimately exceed \$1bn to produce innovative technology.

Advising leading U.S. automobile manufacturer on US\$2.3bn selling of Jaguar and Land Rover to Tata Motors Limited, and its US\$1.8bn disposal of Volvo to Geely.

Advising on leading international payment service provider on rendering of internet-based payment services in China from within China as well as on a cross-border basis.

Representing a leading worldwide media, technology, research and event company on regulatory and other issues in connection with its investments in China.

Representing a leading U.S. based hospital group in negotiations to establish a jointly-operated hospital in China.

Advising a U.S. medical device company on various issues including clinical trial, product recall, device refurbishment, product labels, product registrations, etc.

Representing leading medical device companies and

Industries

Life Sciences and Health Care

TMT

Areas of focus

Public International Law

Accountants' Liability

Shareholder Activism

Carve-outs, Spin-offs, and Split-offs

Cross-border Mergers and Acquisitions

Joint Ventures and Strategic Alliances

Commercial Transactions and Due Diligence

Land Use and Project Development

Hogan Lovells China Desk

Getting the Deal Through: Automotive 2019

Cell, Tissue, and Gene Therapies

Automotive Regulatory

Rail

Education and admissions

several pharmaceutical companies in conducting internal audits; preparing codes of conduct/manuals in dealing with sponsorships and donations to hospitals.

Representing Fortune 100 companies in negotiating with Chinese authorities in comprehensive memorandum of understanding for IP protection on investment projects in China regarding advanced/niche technologies.

Conducting investigations after Chinese government raids/investigations by the Administration for Industry and Commerce.

Conducting FCPA due diligence interviews and document review for a U.S. client acquiring a Chinese company.

Representing leading media group in internal investigation and audit relating to whistleblower complaint regarding certain inappropriate practices with SOE and private advertisement accounts.

Latest thinking and events

- Hogan Lovells Publications
 - Shelter from trade wars: Considering tariff exemptions by the U.S. and Chinese governments
- Hogan Lovells Publications
 - Third party payment licences in China – are they within the grasp of foreign investors?
- News
 - China implements new foreign exchange rules in the Free Trade Zones
- Published Works
 - Getting The Deal Through Automotive 2019 – China
- Hogan Lovells Publications
 - China updates negative list and encourages sector catalogue for foreign investments: a step in the right direction *International Trade and Investment*

Education

LL.M. Program, Duke University, 1998

LL.M., Legal Institute of the China Academy, 1997

B.A., Wuhan University, 1987

Accolades

'Beijing partners Jun Wei and Roy Zou 'earn clients' highest praise'.

Asia-Pacific Legal 500

Alert

- Hogan Lovells Publications
 - New human genetic resources regulations in China
Government Relations and Public Affairs Alert