



Elsa Mak

Of Counsel

Hong Kong
+852.2230.3587

elsa.mak@klgates.com

OVERVIEW

Elsa Mak is of counsel and has over 15 years of law experience practicing corporate law with a focus on cross-border mergers and acquisitions, corporate restructurings, and transactional and non-transactional regulatory advice. Her clients include private and public companies with local and global operations as well as private investment funds. Her client base covers a broad range of sectors including finance, manufacturing and retail, e-commerce, travel, pharmaceutical, and real estate. In addition to transactional work, Elsa has been involved in advising clients on other key related aspects including corporate formation, structuring and restructuring, acquisitions as well as regulatory advice which covers extensive employment and data privacy related issues.

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, 2004
- Bachelor of Arts, The University of Auckland, 2003 *Psychology*
- LL.B., The University of Auckland, 2003

ADMISSIONS

- Barrister and Solicitor, New Zealand
- Solicitor, Hong Kong

LANGUAGES

- Chinese (Cantonese)

- Chinese (Mandarin)

THOUGHT LEADERSHIP *POWERED BY HUB*

- 2026, Global Employer Guide

NEWS & EVENTS

- 16 December 2024, K&L Gates Advises Auto Components Manufacturer Mitherson 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
- Global Employer Solutions
- Private Equity Transactions

INDUSTRIES

- Financial Services
- Private Equity

REPRESENTATIVE EXPERIENCE

- Advised a global real estate investment manager on its RMB2 billion acquisition of a portfolio of core logistic real estate assets in China.
- Advised a Hong Kong listed company in its series B investment in a pharmaceutical company based in the United States.
- Advising a large ink-maker in its proposed acquisition of chemicals manufacturers in the PRC.
- Represented a global insurance company in its corporate and loan restructuring.
- Represented a US based public relations firm in its substantial acquisition of an employment agency with operations in China and Singapore.
- Represented a UK based construction company in the substantial disposal of its construction business in Hong Kong.

- Represented a Hong Kong listed company on its acquisition of a US dental implant company with PRC distribution arrangements.
- Assisted a NASDAQ listed medical devices corporation in its regulatory, compliance and distribution matters.
- Representing an international travel corporation on its operational compliance issues.