



K&L GATES

DISCOVER.
DEVELOP.
THRIVE.

The K&L Gates Experience.
klgates.com/law-students

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SAN FRANCISCO
SÃO PAULO
SEATTLE
SEOUL
SHANGHAI
SINGAPORE
SYDNEY
TAIPEI
TOKYO
WASHINGTON, DC
WILMINGTON

WHO WE ARE

K&L Gates is one of the largest law firms in the world, with approximately 2,000 lawyers and policy professionals in more than 45 offices located across five continents, all sharing one clear vision: Our clients need more than technical legal skills.

As a fully integrated network of lawyers and policy professionals, we also deliver insightful and practical advice with unparalleled client service. Our client-first approach extends beyond our firm's internal structure and examines the broader legal, industry, and regulatory trends. Our lawyers are exceptionally skilled at identifying issues in advance based on deep industry knowledge, but we are even better at helping clients develop solutions.

With a strong presence in key capital cities and commercial and financial centers around the world, we represent leading global corporations, growth and middle-market companies, capital markets participants, and entrepreneurs in every major industry group, as well as public sector entities, educational institutions, philanthropic organizations, and individuals.

WE OFFER CLIENTS BROAD COUNSEL IN NINE CORE PRACTICE AREAS

Within each of these practices, we address a number of areas of focus. Our lawyers serve clients in industries and sectors that include Consumer Goods and Services, Energy, Financial Services, Healthcare, Life Sciences, Manufacturing, Technology, and Transportation and Logistics. In addition, we are thought leaders on emerging issues, using our insights and knowledge to help clients identify and react to new challenges associated with new trends and opportunities.

Asset
Management
and
Investment
Funds

Corporate

Energy,
Infrastructure,
and Resources

Finance

Intellectual
Property

Labor,
Employment,
and
Workplace
Safety

Litigation
and Dispute
Resolution

Policy and
Regulatory

Real
Estate

DISCOVER K&L GATES IN HONG KONG

K&L Gates is a global community of entrepreneurs and self-starters. We are focused on innovation and collaboration and are constantly striving for excellence in our client service and culture. We know that our firm is only as strong as the collective efforts of our people. By experiencing K&L Gates, you will thrive in a dynamic legal landscape where we invest in your career path and talent development. With a global presence and lawyers with top-tier skills in a multitude of practice areas, K&L Gates is truly a one-of-a-kind firm at which to grow your career.

In 1996, K&L Gates opened our first Asia-based office in Hong Kong to support our technology clients with domestic and cross-border matters. Since then, we have become a full-service Hong Kong law firm, expanding our offerings to serve clients across all major industries in Greater China and regionally.

Our lawyers in Hong Kong advise on complex cross-border transactional, regulatory, and contentious matters. They have trained in a variety of jurisdictions in addition to Hong Kong, including the United States, England, the People's Republic of China, and Australia, and are fluent in English, Mandarin, and Cantonese. Their

capabilities are bolstered by our lawyers across the Asia Pacific region and globally.

We are particularly adept at assisting global corporations, capital markets participants, investment and private equity funds, emerging growth companies, and entrepreneurs, operating across the banking, construction, energy, engineering, finance, financial services, life sciences, manufacturing, medical devices, technology, telecommunications, and transportation sectors. We also represent public sector entities, educational institutions, and philanthropic organizations and individuals.

Our presence in Asia has grown to seven offices strategically located in major financial and commercial centers across the region.





Experience K&L Gates

Hands-On Experience

We have nine practice areas across the firm. As part of your internship or traineeship program, you will work with our lawyers from several of the nine practice areas. Under your traineeship program, you will experience multiple practice areas across four rotations. You will be embedded into the practice areas and be involved in real legal work right from the start, giving you in-depth experience and real insight into life as a corporate lawyer at K&L Gates.

Formal Training Program

In conjunction with on-the-job experience, we provide formal training. On day one, you will receive an in-depth induction to the firm as well as training on relevant IT systems,

followed by on-going training sessions over the course of your internship and traineeship program. These sessions have been designed to develop your legal knowledge and business skills, as well as to give you a broader insight into the various areas of law in which we practice.

Team Approach

We truly believe that working together is better. Your supervisor and buddy will help you settle in and you will work closely with the partners and lawyers in your team. You will be provided with opportunities to build strong relationships, both within your team and the wider firm network. We provide and encourage a collaborative environment in which you can develop and thrive.

Primary Practices in Hong Kong

Banking and Finance

Our Finance lawyers regularly represent lenders, borrowers, and providers of credit enhancements in commercial lending, sovereign lending, asset-based lending, structured finance, asset securitization, equipment leasing, business finance, and bankruptcy and restructuring transactions.

Our Aviation Finance lawyers have extensive experience in aircraft operating and leasing transactions, representing financial institutions, leasing companies, export credit agencies, funds, and airlines around the globe. We also advise clients on restructuring, workout, and repossession matters, and are knowledgeable in transactions involving commercial aircraft, business and private jets, and general aviation.

Debt Capital Markets

Our Debt Capital Markets team represents clients in a wide array of debt capital markets transactions. Our experience covers the spectrum of debt capital markets including both investment-grade and high-yield corporate debt securities offerings, private placements, sovereign bond issues, issues under programs, convertible and exchangeable bonds, MTN programs, structured finance transactions, and bond liability management.

Equity Capital Markets

The firm's Asia Pacific, United States, and European offices work closely together to help companies tap public capital markets and private equity around the world. We have assisted clients on equity capital markets transactions including IPOs, listings on stock exchanges, and PIPEs in Hong Kong, Taiwan, Japan, the United States, and Europe. As part of our many "firsts," we acted for the first foreign company to have a primary listing on the Tokyo Stock Exchange and the first Japanese company to list on the AIM in London.

Intellectual Property

We assist clients through the entire intellectual protection (IP) protection process including initial consultation and IP counseling, due diligence, registration, licensing, litigation, and prosecution. We help clients establish their IP strategies, manage their IP portfolios, and assist with any litigation or alternative dispute resolution, as required.

Our IP team also assists clients facing IP issues when exporting their goods to the United States. These include 337 patent infringement hearings in front of the US International Trade Commission (ITC).

FEATURED ACCOLADES

CHAMBERS GLOBAL AND CHAMBERS GREATER CHINA REGION 2025

- Corporate/M&A: Highly Regarded (International Firms)

THE LEGAL 500 ASIA PACIFIC in Hong Kong 2025

- Capital Markets (Equity)
- Corporate (Including M&A)
- Dispute Resolution: Litigation
- Fintech and Financial Services Regulatory
- Intellectual Property
- Investment Funds
- TMT

IFLR1000 ASIA-PACIFIC GUIDE IN HONG KONG 2025

- Capital Markets: Structured Finance and Securitization
- Private Equity Funds
- Real Estate Funds
- Retail Funds

ALB SOUTHEAST ASIA LAW AWARDS 2024

- M&A Deal of the Year Winner

Litigation and Dispute Resolution

Our Litigation and Disputes lawyers provide a broad range of dispute resolution capabilities to our clients operating in Asia, including handling complex international commercial arbitrations, mediations, adjudications, and other forms of alternative dispute resolution. We also provide domestic litigation supervision, management, and control in matters being litigated in courts within Asia, building on over two decades of litigation experience across Asia.

Mergers and Acquisitions

Our Hong Kong office has one of the most experienced teams of Corporate lawyers. We help clients devise and execute structures to facilitate inbound and outbound investments in a wide array of sectors. This includes mergers, acquisitions, divestitures, carve-outs, joint ventures, and strategic alliances. Our Mergers and Acquisitions practice group is noted for its role in leading complex cross-border transactions in this dynamic landscape.

Venture Capital and Private Equity and Alternative Investment Funds

The firm has a depth of experience representing private equity funds, venture capital funds, hedge funds, real estate funds, infrastructure funds, as well as managing investment relationships. We advise on the structure and launch of private equity

arrangements, including negotiating with and obtaining approvals from government agencies. In addition, our lawyers assist clients to establish open- and closed-ended investment vehicles, authorized and unauthorized unit trust structures, limited partnerships, and venture capital trusts. We also represent institutional clients, including government agencies, pension funds, and other financial institutions.

Restructuring and Insolvency

K&L Gates has a full-service Restructuring and Insolvency practice group which is fully equipped to handle both litigious and nonlitigious work for clients in Hong Kong, Singapore, and throughout Asia. We offer creative solutions by combining the firm's substantial experience with areas such as corporate law, business restructurings and insolvencies, creditor-debtor relationships, asset-based lending, secured transactions, real estate, and intellectual property.

Our collective experience on both the debtor and creditor side enables us to understand all sides of a problem and structure creative, informed, and practical solutions for our clients' concerns. We strive to protect our clients' interests and rights both in and out of insolvency proceedings on an expeditious and cost-effective basis, reduce litigation risk and expense wherever possible, and tenaciously represent our clients to achieve the best possible results.

“The team has an in-depth understanding of the client industry and can provide legal advice that is very accurate, practical and in line with the company's business needs. They are very efficient, and they are fast, ruthless, and accurate.”

—The Legal 500 Asia Pacific 2025

TRAINEESHIP AND INTERNSHIP OPPORTUNITIES

We are looking for bright, inspired, and enthusiastic people with diverse backgrounds, experiences, and ideas to join us. We provide opportunities and support for our people to achieve their best. Our aim is to develop commercially orientated and entrepreneurial lawyers. Solid academic results are important but to be a future lawyer in our firm you need to demonstrate talent and skill in a variety of areas.

Traineeship Program

Each year, we offer a limited number of trainee solicitor contracts to bright, motivated students. As a trainee, you will rotate through at least three different practice areas over two years with each seat rotation lasting six months. Your first three seats will cover our core practice areas. You may then have a chance to select a practice area which you want to focus or re-focus on final rotation. We want to give you a say in where your career is headed.

Apart from the partner who will be your principal as a go-to mentor throughout the program, during each seat rotation, you will have the opportunity to work under different supervising partners. By the conclusion of your rotation, we aim for you to have worked with every partner in the office, giving you a broad view of how everything works.

Feedback is a big part of how we help you grow. You will receive regular input from the people you work with, and we will also conduct more formal reviews each year to make sure you are on track and building the skills you need.

To apply as our trainee solicitor:

- 1) You have (or are on track for) at least a 2:1 in law or a JD from a well-regarded university.
- 2) You must complete the Postgraduate Certificate in Laws course in Hong Kong before your training begins.

Applications should be sent by email to HKTraineeRecruit@klgates.com with the following:

- Cover letter;
- Curriculum vitae;
- Academic transcripts and certificates (including university entrance examination results); and
- Reference letters and testimonies on work experience (if available).

The application deadline for our 2027 Training Contract is 31 October 2025.

For more information regarding our Traineeship Program, visit:
<https://www.klgates.com/Hong-Kong-Trainee-Solicitor>.

Internship Program

Our internship program is a great way for motivated law students in their second year or above to get a real feel for what it is like to work at our firm. During the 3-week program, you will get hands-on experience across different practice areas such as Corporate, Finance, Asset Management and Investment Funds, and Litigation and Dispute Resolution. You will not simply be observing either—you will be involved in actual matters and working closely with our lawyers, with proper supervision and support along the way.

Outside of work, we have a bunch of social events planned so you can meet and hang out with our trainees, associates, and partners in a more casual setting. It is a great chance to ask questions, make connections, and see what our team is really like.

We collaborate with The Chinese University of Hong Kong (CUHK) and The University of Hong Kong (HKU) to provide internship opportunities to scholarship awardees of K&L Gates.

To apply, please submit your application to HKInternRecruit@klgates.com with the following:

- Cover letter;
- Curriculum vitae;
- Academic transcripts and certificates; and
- Availability from June to August.

The application deadline for our 2026 Summer Internship Program is 31 March 2026.

For more information regarding our Internship Program, visit:

<https://www.klgates.com/Hong-Kong-Internship-Program>.



THE K&L GATES EXPERIENCE

Our 2025 Interns



Ambrose Leung

Bachelor of Laws, The Chinese University of Hong Kong

My internship at K&L Gates was intellectually-enriching and professionally formative. I gained hands-on exposure to the corporate practice which sharpened my commercial acumen. In particular, the presentation session allowed me to explore vexed legal issues through oral advocacy. The firm's inclusive culture and structured training made the experience rewarding and fruitful.



Kris Chen

Juris Doctor, University of Hong Kong

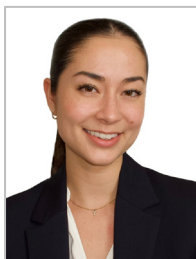
My internship at K&L Gates was exceptional—from the warm onboarding and comprehensive training, to the hands-on involvement in real cases and transactions. Guided by supportive mentors and industry experts, I significantly enhanced my legal research, drafting, reviewing, and teamwork skills, gaining invaluable practical experience within the firm's collaborative and international environment.



Stephanie Du

Bachelor of Laws, The Chinese University of Hong Kong

As a former intern at K&L Gates, I felt genuinely welcomed, valued, and supported. Mentored by my supervisor and buddy, I observed how they tackled legal issues and engaged with clients, while gaining hands-on experience with meaningful tasks. The firm's approachable culture, humble people, and abundant learning opportunities make it an inspiring place to grow and thrive.



Tara Bancroft

Postgraduate Diploma in Law (PGDL), University of Law, London Bloomsbury

A highlight was providing initial support on an agroforestry project for a potential client, which gave me valuable exposure to client engagement and project development from the outset. I strengthened my resilience, adaptability, and teamwork skills, and found the approachable, supportive culture at K&L Gates central to my positive experience as an intern overall.

Lawyers Starting Journeys With Us



Elsa Mak, Of Counsel
Joined K&L Gates in 2004

K&L Gates has truly been a cornerstone of my career as a corporate lawyer. Looking back, I appreciate the supportive and down-to-earth culture that makes it so easy to approach management with questions and seek guidance. It really fosters an environment where learning and growth are prioritized.

For trainees and interns, the experience here is rich and fulfilling. You're not just observing from the sidelines; you're actively involved in transactional work, gaining hands-on experience that goes well beyond legal theory. The firm's diverse practice areas also allow me to explore various facets of law, enhancing my adaptability and broadening my skill set.

What sets K&L Gates apart for me is the global platform. The chance to collaborate with colleagues from different jurisdictions has broadened my perspective immensely. I've had memorable experiences working with teams around the world, and those connections have enriched my professional life in ways I never expected.

Our firm is dedicated to the professional growth of our junior team members. Through our comprehensive mentorship programs and skill-focused workshops, trainees and interns have the opportunity to collaborate directly with experienced partners and senior lawyers. This collaboration provides invaluable insights into managing complex legal issues and client relationships. Our supportive environment is designed to help juniors establish a strong foundation for a successful and fulfilling legal career.



Natalie Chow, Associate
Joined K&L Gates in 2022

After completing my legal studies, I sought a firm that offered diverse experiences to shape my career. Joining K&L Gates three years ago as a trainee solicitor was the perfect choice, given its top-tier practice areas and global reach. As a corporate associate now, I have gained invaluable experience through working on dynamic projects, such as listed company transactions, initial public offerings, cross-border mergers and acquisitions, post-listing compliance with listing rules, and collaborating with our global colleagues in regulatory advisory matters. K&L Gates' collaborative culture fosters mentorship, with seniors constantly providing guidance and feedback, creating a supportive environment for growth. Our robust training program, including client-facing opportunities, business development events and comprehensive CPD training, has honed my technical and commercial skills. We also have a dedicated library team which streamlines research, allowing me to focus on delivering results. From a comprehensive induction to hands-on mentorship, K&L Gates has built my confidence and expertise, empowering me to thrive as a globally minded lawyer.



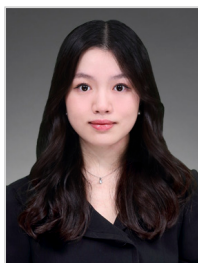
Alvin Lam, Associate
Joined K&L Gates in 2023

The training I received at K&L Gates has been truly comprehensive and enriching. Since joining the firm, I have been entrusted with meaningful responsibilities, including drafting tasks, conducting due diligence, and researching complex regulatory issues across diverse areas such as IPOs, M&A, investment funds, and dispute resolution. These diverse experiences have been instrumental in helping me identify my true passion at an early stage of my career.

I also greatly value the firm's dynamic presence and global footprint, which gives me the chance to work on high-profile cross-jurisdictional matters alongside colleagues from different offices and backgrounds. This has valuably broadened my horizons and enhanced my communication and interpersonal skills, which are vital for today's global legal environment.

I am deeply impressed by the firm's genuine commitment to developing well-rounded trainees by cultivating both technical legal expertise and business acumen through direct client engagement and hands-on experience. The open-door culture and consistent, constructive feedback from senior lawyers have helped me steadily develop my skills.

Overall, the supportive and enriching environment at K&L Gates has fostered my dedication to pursue a career in the legal industry and allows me to pursue something that I am truly passionate about.



Charlotte Cheng, Trainee Solicitor
Joined K&L Gates in 2024

Embarking on my career at K&L Gates has been profoundly transformative. The dynamic and supportive culture fosters open communication and a strong sense of community, offering remarkable opportunities to collaborate with lawyers across diverse practices and international offices. This is a testament to the firm's sophisticated global integration and teamwork.

My immediate transition from drafting pleadings in disputes to diving headfirst into an M&A closing has been conducive to cultivating intellectual agility, strategic foresight, and adaptability in problem-solving, all while acclimating to vastly different work methodologies. This experience has provided me with a unique opportunity to practice flexibility and technical precision—skills that K&L Gates' trainees develop by observing, at all levels, the problem-solving strategies and professional interactions of senior lawyers across various deals.

I am immensely grateful for the K&L Gates training program, which is driven by pragmatic mentorship, practical engagement, and holistic exposure to high-profile deals. Working here and being entrusted with increasing responsibilities each day has greatly accelerated my professional growth within the firm, and I take pride in being part of a community that truly invests in its people.

K&L GATES AT A GLANCE

GLOBALLY POISED

K&L Gates is one of the largest law firms in the world, with more than 45 offices strategically located in key capital cities and world commercial and financial centers across five continents. Our broad platform offers clients local market knowledge and access to both national and international capabilities to help our clients navigate the ever-changing international landscape. With the combined knowledge, resources, talent, and experience, of approximately 2,000 lawyers and policy professionals, our global reach extends beyond our office locations to areas such as Africa, India, and the Caribbean.

TRULY INTEGRATED

With many offices around the world, we operate as a single, unified firm—seamless and without borders. We represent leading multinational corporations, growth and middle-market companies, capital market participants, and entrepreneurs in every major industry, as well as public sector entities, educational institutions, philanthropic organizations, and individuals. Our range of multidisciplinary practice areas and services, combined with our collaborative culture, enables our clients to confidently turn to us to guide them through nearly any legal issue with reliable service and a consistent **K&L Gates Experience**.

CLIENT FOCUSED

We are dedicated to delivering unparalleled service by proactively anticipating our clients' needs and consistently adding value to their businesses. Our client-first approach is manifested firmwide—from matter management and pricing practices to the technology and innovations we employ, as well as our deep industry and sector-specific knowledge across the key industries in which our clients operate. Our clients' best interests are always at the forefront of our decisions and investments.

K&L Gates | Discover. Develop. Thrive.

INNOVATIVE



We strive to meet our clients at the critical intersection of their challenges and business needs, guiding them through an increasingly complex legal landscape. In today's data-driven, fast-

paced, and multijurisdictional environment, we recognize the importance of managing the growing volume of information swiftly. That's why we invest in advanced technology platforms, employ innovative techniques in our processes, and foster a culture of growth. This approach enhances our efficiency, facilitates collaboration, and effectively addresses client challenges.

THOUGHT LEADERS

Our lawyers and professionals are thought leaders not only in the legal industry, but also in the industries they serve. We immerse ourselves in burgeoning areas and technologies that are reshaping the world such as data privacy, social media, and artificial intelligence. Legal insights, client alerts, blogs, podcasts, videos, and on-demand continuing education programs are regularly produced and readily available on **K&L Gates HUB**.

K&L Gates is a fully integrated global law firm with lawyers and policy professionals located across five continents. For more information about K&L Gates or its locations, practices and registrations, visit klgates.com.

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