

Ting Zhou

Partner

zhou.ting@dorsey.com

New York – 212.415.9373



Ting structures and negotiates cross-border M&A, strategic investments, and regulatory compliance matters so that multinational companies and emerging businesses can move capital and technology across U.S.-China borders with legal clarity.

Drawing on more than a decade of U.S. legal practice and nearly a decade of earlier practice in China, Ting Zhou guides clients through some of the most intricate transactional and regulatory challenges at the intersection of these two markets. Whether structuring a billion-dollar greenfield manufacturing investment, negotiating a cross-border M&A transaction, drafting a life sciences licensing agreement, or advising a company through a Committee on Foreign Investment in the United States (CFIUS) review, Ting functions as a primary outside general counsel for many of her clients — a trusted point of contact who coordinates across transactional, regulatory, and litigation disciplines.

Ting's transactional practice centers on domestic and cross-border mergers and acquisitions (M&A), covering both buy-side and sell-side mandates across a range of industries including food & beverages, pharmaceuticals, biotech, clean energy, real estate, and manufacturing. She advises clients on startup formations and early-stage financings — from SAFE agreements and convertible notes through Series A, B, and C rounds — as well as private equity fund formations and secondary transactions. Her clients include Fortune 500 companies, private equity and venture capital firms, entrepreneurs, and scientists.

A significant portion of Ting's practice involves commercial contracts, with a particular focus on life sciences licensing and collaboration transactions between U.S. and Asian counterparties. She has represented global biopharmaceutical companies, U.S. biotechs, and Chinese pharmaceutical companies in negotiating in-licensing, out-licensing, supply, and distribution agreements for technologies spanning oncology, respiratory disease, ophthalmology, and other therapeutic areas. Beyond life sciences, Ting advises U.S.

Education

- Columbia Law School (LL.M., 2015)
 - James Kent Scholar
- East China University of Politics and Law (LL.B., 2005)

Bar Admissions

- New York

distributors and Chinese suppliers in negotiating manufacturing and supply arrangements for industrial and consumer products.

Ting also advises corporate clients on U.S. regulatory compliance, including CFIUS national security reviews, export controls, U.S. sanctions, and the Commerce Department's connected vehicle rules. She advises clean energy companies on the foreign entity of concern (FEOC) and prohibited foreign entity (PFE) restrictions under the One Big Beautiful Bill Act (OBBBA). She has represented clients ranging from startups to large multinational corporations in navigating these frameworks. On the consumer product side, Ting has guided manufacturers and importers through product recalls, Consumer Product Safety Commission (CPSC) inquiries, and U.S. Customs and Border Protection (CBP) matters, from antidumping and countervailing duty (AD/CVD) enforcement to tariff refund claims.

Select Experience

- Represented LANXESS in the sale of its Urethane Systems business in the U.S. — as part of a global divestiture — to UBE Corporation of Japan.
- Represented multiple clean energy and power equipment companies in foreign entity of concern (FEOC) and prohibited foreign entity (PFE) analysis under the One Big Beautiful Bill Act (OBBBA).
- Represented a Chinese home appliance manufacturer in managing its product recall in the U.S. and Canada, including negotiating with its U.S. distributor on allocation of recall liabilities, preparing responses to the Consumer Product Safety Commission (CPSC), implementing the recall plan, and coordinating with insurance carriers.
- Represented a furniture importer in protesting CBP's AD/CVD decisions.

Accolades

- *New York Metro Super Lawyers*®, "Rising Stars," 2026
- *Best Lawyers*® *Ones to Watch in America*, Corporate Law, Mergers and Acquisitions Law, 2026 and 2027

Languages

- English
- Mandarin

Insights

September 30, 2026

Foreign Companies Doing Business in the United States: What the Corporate Transparency Act Still Requires and How to Minimize U.S. Beneficial Ownership Reporting

December 27, 2023

“Foreign Entity of Concern” and Its Impact under the Inflation Reduction Act

September 19, 2022

The CHIPS and Sciences ACT of 2022 - The Impact on China

December 20, 2021

Dorsey Represents R&F Properties in Sale of the remaining 30% Stake in the Integrated Logistics Park near Guangzhou Airport 德汇代表广州富力地产股份有限公司出售广州国际机场富力综合物流园 剩余 30%权益

April 29, 2019

NVCA Includes Detailed CFIUS Terms in its Model VC Term Sheet

May 2018

如何转售美国公司限制流通股票