



Yuanyou (Sunny) Yang

Admitted to practice in both the U.S. and the People's Republic of China, Sunny is a corporate attorney who focuses her practice on international business matters and trade. She represents Chinese entities doing business in the U.S., as well as U.S. entities pursuing investments and operating in China.

Sunny strategically applies a multicultural skill set to help her clients successfully achieve their goals. She has experience negotiating and structuring business transactions, as well as advising corporate executives in matters such as planning for the purchase of U.S. property by non-U.S. persons, transferring and protecting assets and wealth, and strategizing business succession planning.

While representing Chinese companies doing business in the U.S., Sunny has overseen legal operations including handling market entry, corporate compliance, import-export matters, employment, immigration and litigation.

Advising U.S. companies doing business in China, Sunny has counseled clients through market entry, corporate governance, intellectual property protection, regulatory compliance and Asia-Pacific strategic planning.

Sunny is active in several industry organizations, holding leadership roles in regional and national bar associations.

Bar Admissions

Pennsylvania
New York
People's Republic of China
U.S. District Court for the Eastern District of Pennsylvania
U.S. District Court for the Western District of Pennsylvania
U.S. District Court for the Middle District of Pennsylvania
U.S. Court of Appeals for the Third Circuit

Of Counsel

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Third Floor
Pittsburgh, PA 15222

EDUCATION

Widener University School of Law,
J.D., *magna cum laude*, 2011

Widener University School of Law,
LL.M., *with honors*, 2008

Southwest University of Political
Science and Law, Chongqing, China,
LL.M., *summa cum laude*, 2008

Southwest University of Political
Science and Law, Chongqing, China,
LL.B., *summa cum laude*, 2005

Sichuan International Studies
University, B.A., 2005

LANGUAGES

- Mandarin Chinese, *bilingual*

SERVICES

International Business & Trade

- Cross boarder litigation and arbitration
- Export control restrictions and compliance
- Foreign direct investment
- Immigration and cross boarder employment
- International trade and customs regulation compliance

Mergers & Acquisitions

- Family office

Representative Matters

Compliance:

- Advising a Chinese publicly traded company regarding various employment agreements, work policies, wage and hour law, employee benefits and immigration issues
- Advising a Taiwanese publicly traded company regarding various employment agreements issues for its subsidiary in the U.S.
- Advised a major U.S. health institution on English proficiency/fluency requirement
- Advised a major U.S. energy company on Fair Credit Reporting Act, Truth in Lending Act, Consumer Leasing Act and other consumer protection compliance and drafted opinion letters
- Advised a Chinese energy company's U.S. subsidiary regarding potential misclassification of employee status and immigration issues
- Advised a Pennsylvania education institution regarding wage and hour law compliance issues
- Represented a major U.S. banking institution in a securities fraud investigation conducted by the SEC and the Public Company Accounting Oversight Board
- Represented a major Pennsylvania educational institution in an investigation conducted by the federal government regarding improper management of grants under the Small Business Innovation Research program and the Small Business Technology Transfer program, and drafted related compliance policies
- Represented a pharmaceutical company in a FCPA investigation conducted by the SEC and DOJ regarding its business operation in China
- Advised a U.S. company regarding FCPA and the UK Bribery Act compliance in connection with a multimillion-dollar contract with an Arabic company

Transactional

- Represented a major Taiwanese company related to its acquisition of a U.S. company which involved complicated bankruptcy procedures, setting up joint ventures with several U.S. companies and review of Foreign Trade Commission
- Representing a U.S. company with China market entry and negotiation with distribution agreements with distributors in China and India
- Represented a major U.S. medical company related to its collaboration agreement and technology license with a major Chinese insurance company and medical facilities
- Represented a major U.S. financial institution in connection with its acquisition of another company which conducts substantial business in China
- Represented a major U.S. medical company related to market entry in China and intellectual property protection in China

SERVICES (CONTINUED)

Business Growth & Operation

- Business succession planning
- Business transactions
- Corporate governance
- Family Office

Securities

Tax, Estate Planning & Personal Wealth

- Wealth and asset preservation
- Tax
- Family office

Intellectual Property

- International business and intellectual property

Technology

- International transactions

Litigation

- Cross boarder litigation and arbitration

Entrepreneurship & Startups

PROFESSIONAL ASSOCIATIONS

- Asian Pacific American Bar Association of Pennsylvania, officer and immediate past member of Board of Directors
- Allegheny County Bar Association, *Diversity and Inclusion Committee*, immediate past chair, *Asian Bar Committee*, immediate past-chair, *Women in Law Division*, executive council member, secretary
- Federal Bar Association, Western Pennsylvania Chapter, first vice-president, secretary
- Pittsburgh Chinese Lawyers Association
- Pennsylvania Bar Association
- Women's Bar Association

CERTIFICATIONS

- National Intermediate Translator Certification (English-Chinese)
- National Intermediate Interpreter Certification (English-Chinese)



- Represented a U.S. company in negotiating certain investment agreements and supplier agreements with a Chinese manufacturer
- Represented a Chinese company in setting up a Representative Office in Vietnam
- Represented a major Chinese steel manufacturer related to its acquisition of a division of a U.S. company
- Represented a major Chinese mineral production company related to its acquisition of a spinoff of a U.S. company and related environmental compliance issues
- Represented a Chinese automobile accessories company in setting up a U.S. joint venture with a U.S. company.
- Represented a U.S. company in entering into a collaboration agreement and joint venture agreement with a Chinese company for certain energy business
- Advised a U.S. client on Chinese business law related to its potential acquisition of a Chinese company and conducted due diligence of the Chinese company under Chinese law
- Represented a U.S. client and negotiated certain investment agreements, subscription agreements and lending agreements with Chinese companies under Chinese law
- Represented a U.S. client in connection with its withdrawal of capital investment in a Chinese company and drafted related agreements and notes under both U.S. and Chinese law
- Advised a dual citizenship client in connection with their purchase of a multimillion property in Taiwan and related tax issues

International Business and Trade

- Obtained settlement that the client, a major Chinese technology company, found favorable in a breach of Know-How Transfer Agreement, fraud and negligent misrepresentation case
- Successfully enforced a foreign judgment against a US debtor and obtained full recovery, including attorneys' fees, on behalf of the client. The action involved investigation of a potential multi-dollar investment from a Chinese company to the debtor.
- Obtained settlement in a breach of contract, fraud and wire fraud case on behalf of a major Chinese car dealer and recovered full damages on behalf of the client. The representation included securing FBI investigation on behalf of the client.
- Obtained settlement that the client, a major insurance company, found favorable in an insurance coverage suit involving claimed damages in the aggregate of over \$1.6 billion. The representation included conducting investigations in China, preparing witnesses in China and Hong Kong, taking/defending depositions in Hong Kong and advising client on Chinese business and maritime law.
- Representing a Chinese home and garden company in a breach of contract case against a U.S. company, as well as defending the breach of contract, Lanham Act claim, unfair competition and tortious interference with contract counterclaims asserted by the U.S. company.



- Representing a Chinese beauty product manufacturer in a breach of contract and fraud case against a U.S. company.

Corporate Securities

- Successfully represented a U.S. company in an eighteen (18) month hearing before the Pennsylvania Gaming Control Board involving complicated legal issues under the Pennsylvania gaming law, comparison of the regulation of a licensee in Hong Kong with the regulation of a registered investment adviser in the United States, as well as a comparison of the regulation of an investment company in the Cayman Islands with the regulation of an investment company in the United States
- Represented a U.S. company in analyzing whether China, Japan and Turkey are gray/black market and gaming investments in China, Japan and Turkey

Presentations

- “Leaders of Today and Tomorrow: Silence is Not Leadership,” Pittsburgh Leadership Conference 2020, Oct. 21, 2020
- “Chongqing Department of Justice Chongqing Linkong Policy and Legal Service International Center,” Chongqing Department of Justice Chongqing Linkong Policy and Legal Service International Center, Oct. 16, 2020
- “Energy Supply Chain Disruption and Impacts: Perspectives on How Businesses Build and Sustain Value,” Carnegie Mellon University Webinar Series: Energy and Resilience, Sept. 17, 2020
- “Investing in the PRC Senior Living Industry,” Greater Columbus Chinese Chamber of Commerce, Aug. 18, 2020
- “The U.S. Export Control Compliance Program, SWUPL Club Webinar, Aug. 16, 2020
- “Pandemic and Elections: Recent Changes in Immigration and Visa Bans,” North Carolina Chinese Scholars Sino-American Exchange Association, North Carolina Chinese Association, United Chinese Americans, July 26, 2020
- “The Committee on Foreign Investment in the United States - What Chinese Companies Should be Aware of?” Southwest University of Political Science and Law, Tianfu College, July 9, 2020
- “What to Know About the Committee on Foreign Investment in the United States – Challenges and Strategies for Foreign Investment in the United States,” Southwest University of Political Science and Law, World and America Lecture Series, July 5, 2020
- “New Era Post COVID-19 – North America Immigration and Investment Forum,” Chengdu Institute of World Affairs, July 3, 2020
- “The Committee on Foreign Investment in the United States – New Challenges for Foreign Investment,” Beijing LongAn Law Firm Lecture Series, June 24, 2020
- “The Impact of Coronavirus on Employment Law and HR Compliance in China,” American Bar Association, March 25, 2020



- “Diversity and Inclusion: Immigrant and Refugee Rights,” World Affairs Council Emerging Global Leadership Forum, June 2019
- “Strategies for IP Protection in China: What Pittsburgh-area Businesses Need to Know,” USPTO & U.S. Commercial Service China IP Roadshow, May 9, 2019
- “Global Trade Under Stress,” iCourt, March 2019
- “International Law Firm Management,” Chengdu Jinjiang Bar Association Annual Meeting, December 2017
- “Recent Supreme Court Rulings Define Where Companies May be Sued,” Generic Pharmaceuticals and Biosimilars Summit, October 2017
- “Whose Country is This? Hate Speech, Harassment and Violence Post-election,” Allegheny County Bar Association, April 2017
- “Dispute Resolution Related to Chinese Companies’ Investment in the United States,” International Investment Forum, November 2017

Publications

- “China implements its long-awaited unreliable entities list,” *China Business Review*, Oct. 7, 2020
- “Force majeure in the time of coronavirus,” *Chief Executive Magazine*, March 13, 2020
- “Determining the country of origin is key during the U.S.-China trade war,” *Material Handling & Logistics*, Oct. 23, 2019
- “Companies in the crosshairs? China to enact its own export controls,” *China Business Review*, Aug. 7, 2019
- “China’s amended investment law leaves some details vague,” *Law360*, June 6, 2019
- “The new rules of tax residency: a potential trap for foreigners,” *China Business Review*, May 15, 2019
- “United States civil procedure,” *International Civil Procedure*, Chapter 14, Juris Legal Information, November 2017
- “Can foreign banks be forced to freeze accounts?” *Law360*, Feb. 5, 2016
- “The state of general personal jurisdiction after ‘Daimler,’” *The Legal Intelligencer*, Jan. 26, 2016

Honors | Awards

- Allegheny County Bar Association and Allegheny County Bar Foundation, Pro Bono Achievement Award, 2018
- Widener University School of Law, Lucinda Peipher Memorial Award, 2011