

Ling W. Kong

Counsel

lkong@goulstonstorrs.com

New York: +1 212 878 5519



Ling Kong is a corporate lawyer counseling emerging growth technology clients. Ling advises public and private companies, private equity and venture capital funds, entrepreneurs, scientists and inventors, and founders. His practice encompasses corporate transactions and financings, including venture capital and equity investments, mergers and acquisitions, stock and asset purchases and sales, joint ventures, restructurings, and recapitalizations. Ling's clients operate in innovation-driven industries such as the life sciences, consumer technology, higher education, and real estate technology.

Ling is known as a strategic business advisor, standing out for his ability to map potential legal challenges that emerging growth companies may encounter when pursuing business goals. He works closely with clients to understand their aspirations so that he may align thoughtful legal strategies that mitigate potential risks. Frequently serving as outside general counsel to emerging growth companies, Ling facilitates connections to colleagues across various legal fields to implement important protective measures for his clients' varied business needs.

As a trusted advisor to institutional investors, Ling provides insightful advice for completing venture capital financing and equity financing transactions. Whether negotiating term sheets, analyzing capitalization tables and financial projections, or completing complex transactions, Ling demonstrates a strong aptitude for the intricate financial details while also displaying a genuine and personal interest in achieving overall business objectives.

Prior to joining the firm, Ling gained invaluable experience at a prominent Am Law 25 U.S. law firm handling large-scale M&A deals with sophisticated cross-border elements. Over the course of his career, Ling's practice shifted to include financing advice for emerging growth companies in high growth technology fields such as life sciences and real estate technology.

Affiliations

- Prime Produce Limited (non-profit startup incubator), Board of Directors
- American Bar Association, Business Law Section

- Stuyvesant High School Alumni Association, Board of Directors

Languages

- Mandarin

Admissions

- New York

Education

- Boston University School of Law (J.D., 2010)
- Columbia College, Columbia University (B.A., 2005)

Press Releases

March 10, 2020

Ling Kong Joins Goulston & Storrs as a Director in New York

Representative Matters

University Biomed Life Sciences Center

Representation of a major university in establishing a new life science incubator on its campus in New York. The incubator is intended for use by startups emerging from biomedical institutions. Led the Goulston & Storrs team in handling all aspects of this project including entity creation, leasing, tax advice, commercial contracts, policy development, and risk management.

Sale of Leading Provider of Network and IT Infrastructure Automation

Representation of a leading network and IT infrastructure automation provider in its sale to a Fortune 500 company.

Counsel to Tech Transfer Office of Ivy League University

Representation of the tech transfer office of an Ivy League university in over a dozen transactions. Sample matters include life science and medical device spinouts, venture capital financings, and M&A transactions.

Representation of Pharmaceutical Startup

Representation of a pharmaceutical startup in various financing matters and negotiating commercial agreements with cross-border Contract Development and Manufacturing Organizations (CDMOs).

Representation of Boston-based Venture Capital Firm in various technology investments

Representation of a Boston-based venture capital firm in its investments in various technology companies, including in the fantasy-sports and live-gaming sectors.

Chronic Disease Patient Empowerment Platform

Representation of a chronic disease patient empowerment platform startup in various corporate matters. Over the course of eight years, acted as outside general counsel to handle contracts with pharmaceutical companies, facilitate fundraising efforts, support business expansion, and ultimately handled its sale to a national provider of nutritional therapies. The company was initially founded by an international team of professionals whose mission was to provide a community forum for much needed support surrounding a variety of diseases and disorders.

Representation of High-End Cognac Brand Launch and Ongoing Matters

Representation of Martingale Cognac in various corporate and commercial matters. Work with this client includes equity financing, trademark advice, negotiating supply and distribution agreements, including with one of France's largest makers of Cognac, counsel on cross-border issues, and the successful 2023 launch of the brand in the United States.

Workwear Brand Series A through C financings

Representation of a premium workwear and work boots brand in raising close to \$45M through Series A, Series B, and Series C equity financings.

Counseling Startup on New Product from Prototype to Sale

Provide ongoing corporate and commercial counsel to a startup company developing a new beverage delivery system. Advised client across the lifecycle of this product from prototype development through manufacturing, supply, distribution and sale of units and consumables and various venture capital financings.

Family Office Investments

Representation of a commercial real estate family office to complete various private equity and venture capital investments. Investments cover a range of areas, including media, startups, and proptech opportunities.

mRNA startup Seed Financing

Representation of an mRNA therapeutics company in raising \$5.5M in seed financing.

Coffee Subscription Company Series B Financing

Representation of a coffee subscription company based in New York in achieving \$9M in financing.

Representation of PT Networks in Sale to Athletico

Represented PT Networks, a premier provider of physical therapy, occupational health, and onsite corporate health services, in its sale to Athletico Physical Therapy, a portfolio company of funds affiliated with BDT Capital Partners, LLC, through an auction process conducted by Jefferies. G&S, in collaboration with key trusted advisors and industry experts, helped Pivot attain significant operational and financial improvements, while the company continued to provide top-notch patient care despite challenges faced throughout the pandemic.

ThreatWarrior Series A Financing

Representation of ThreatWarrior, a premier cybersecurity company, in its successful Series A financing by investors Ecliptic Capital, CrowdStrike Falcon Fund, and Alumni Ventures Group.

ThreatWarrior: Guiding a Team of Entrepreneurs and Active Investors to Early Success

ThreatWarrior is an emerging cybersecurity company that is growing rapidly. Committed to defending all organizations against evolving cyberattacks, ThreatWarrior's goals were extensive, including creating a corporate and equity framework, facilitating the integration of an incoming professional management team and a small group of entrepreneurial founders, preparing the company to secure financing, and re-launching a new website and updated messaging campaign. This accelerated growth plan presented a myriad of key challenges to overcome.

\$8.5 Million Seed Funding Round in Sports Technology

Representation of a West Coast sports and fan engagement technology company in its \$8.5 million seed funding round.

Acquisition of a Leading Global Golf Equipment Company

Representation of a global sports apparel and footwear company and a Korean private equity firm in the \$1.2 billion acquisition of a leading global golf equipment company.

Acquisitions by Specialty Chemicals Company

Representation of a leading specialty chemicals company in its \$3.8 billion acquisition of a worldwide specialty additives business and \$640 million acquisition of a worldwide hydrogen peroxide business.

European Life Sciences Acquisitions, Disposals and Joint Ventures

Representation of a European life sciences company in various acquisitions, disposals and joint ventures including the \$725 million acquisition of a pharmaceutical container business, \$131 million sale of its worldwide laboratory equipment business to a leading scientific glass manufacturer, and a worldwide joint venture for life sciences products and the sale of its worldwide pharmaceutical glass tubing operations to and joint venture with a major US based glass and materials science company.

New York-based Venture Capital Firm and Startup Studio

Representation of a New York-based venture capital firm and startup studio in investments in various consumer products companies.

Private Investment in Commercial Fusion Energy startup company.

Representation of Boston-based private investment firm in its investment in a commercial fusion energy startup company.

US Alternative Energy Investments

Representation of a global financial institution group on US alternative energy investments, including wind, residential, commercial and industrial solar systems.

\$15 Million Equity Investment in Clinical AI

Representation of a leading provider of clinical artificial intelligence software for the early, efficient detection of lung disease, in a \$15 million equity investment.