

The Legal 500 Asia Pacific

2024

The clients' guide to law firms

MERITS & TREE LAW OFFICES

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- Regional coverage: Other notable firms in Beijing
- Investment funds: PRC firms
- Private equity: PRC firms
- Private wealth: PRC firms
- Real estate and construction: PRC firms
- Capital markets: PRC firms
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- Data protection: PRC firms
- Dispute resolution: Litigation: PRC firms
- Intellectual property: PRC firms
- Antitrust and competition: PRC firms
- Labour and employment: PRC firms

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THE FIRM

Merits & Tree Law Offices (M&T) takes “honorable, professional, cooperative, enterprising, and friendly” as our values. After 6 years of development, M&T has grown into a comprehensive law firm with 9 offices nationwide (Beijing, Shanghai, Shenzhen, Wuhan, Hangzhou, Qingdao, Chengdu, Haikou, and Hong Kong) and more than 600 lawyers and professionals, including 140 partners.

Under the mission of “Quality Services Enable Clients,” M&T strives to deliver full-range, multi-dimension, and one-stop comprehensive legal services at each stage of the “investment (issuer-end),” “transaction (asset-end),” and “exit (dispute-end)” cycle along the life chain of its domestic and foreign corporate, financial and capital market clients from their start-up, growth to maturity stages.

M&T’s partners are all top-tier experts in the PRC legal industry. They have accumulated rich experience from their previous career paths, including leading international and PRC law firms, financial investment institutions, Fortune 500 companies, and judicial authorities. Our partners are highly seasoned in project management, organization, and execution and capable of representing complex, challenging, and ground-breaking transactions or cases. Half of our partners have international education backgrounds and bilingual capabilities.

MAIN CONTACTS

Department	Name	Email	Telephone
Banking and Finance	Yang WU	yang.wu@meritsandtree.com	86-010-56500916
Investment Funds	Feng ZHOU	feng.zhou@meritsandtree.com	86-021-52533532
Family Law and Wealth Management	Fangfei OUYANG	fangfei.ouyang@meritsandtree.com	86-010-56500991
Private Equity/Venture Capital, Mergers & Acquisitions	Qinghong CAI	qinghong.cai@meritsandtree.com	86-010-56500933
Real Estate and Infrastructure	Hong Lu	hong.lu@meritsandtree.com	86-021-52533526

LANGUAGES

Chinese (Mandarin
and Cantonese)

English

French

Russian

German

Capital Markets	Tongyun Li	tongyun.li@meritsandtree.com	86-010- 59210922
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Dispute Resolution	Zheng Li	zheng.li@meritsandtree.com	86-010-59210948
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STAFF FIGURES

Partners : 140+

Professionals : 600+

REGIONAL COVERAGE: OTHER NOTABLE FIRMS IN BEIJING

TIER 2

INVESTMENT FUNDS: PRC FIRMS

TIER 3

“**Merits & Tree Law Offices** is experienced in advising on the formation of both open-end and close-end offshore funds. The practice’s track record covers funds involving film, television, AI, big data, digital currency, and education. It has also set up funds for the healthcare, retail, new energy, TMT, and high-end manufacturing sectors. The team is headed up by Shanghai-based investment funds and capital markets specialist Feng Zhou, whose experience includes advising private equity management companies on the establishment of investment funds.”

PRIVATE EQUITY: PRC FIRMS

TIER 3

Representing high-level investment funds, start-ups and strategic investors, **Merits & Tree Law Offices** provides private equity and venture capital counsel across a broad range of key economic sectors, from TMT and life sciences to new energy and consumer goods and retail. The practice is jointly led from Beijing by Qinghong Cai and Youyuan Jin, with the former bringing vast experience of advising funds and their managers in setting up and raising funds, fund disputes, registration of fund managers and filing of fund products.

PRIVATE WEALTH: PRC FIRMS

TIER 3

“**Merits & Tree Law Offices** represents clients on both non-contentious and dispute resolution cases, particularly those involving domestic and overseas family trusts, family affairs, and private wealth management for cross-border families. The firm’s specialties also include complex family dispute resolution and data compliance in the wealth management area, and its client base spans high-net-worth individuals, trust companies, banks, and insurance companies. Steering the practice are Fangfei Ouyang, Chunjie Zheng, and Kailun Li. Ouyang focuses on family law and private wealth, with a particular emphasis on both traditional and innovative family trusts. Zheng specialises in dispute resolution, offering expertise in marriage and inheritance, equity succession, wealth management, and family business governance. Li complements the team with experience in banking and finance.”

REAL ESTATE AND CONSTRUCTION: PRC FIRMS

TIER 3

“**Merits & Tree Law Offices** has been rapidly growing its real estate practice, strengthening the team with the recruitment of practice head Hong Lu, in addition to Chun Gu and Lingyue Sun, all of whom joined from East & Concord Partners in March 2022. Real estate specialists Ping Zhang and Yi Wu both joined from Zhong Lun Law Firm in March 2022. The team covers a considerable breadth of real estate and construction work, including land acquisition, real estate project development and sales, investments, and financing, in addition to M&A. The firm handles a mix of contentious and non-contentious matters for its primarily domestic client base, dealing with infrastructure disputes, disputes over transfer of land use rights, and construction contract disputes. Lu is an expert in dispute resolution for construction projects and risk control, while Beijing-based Sun handles commercial real estate and hospitality matters. Zheyuan Jin is experienced in development, financing, and investment of real estate and infrastructure entities.”

CAPITAL MARKETS: PRC FIRMS

TIER 4

Merits & Tree Law Offices provides assistance with initial public offerings, M&A and restructurings in the A-share, Hong Kong and US stock spheres. The firm represents clients in both traditional industries (such as chemicals, automotive and real estate) and emerging fields (including pharmaceuticals, life sciences and advanced manufacturing). The practice is led by Tongyun Li, who specialises in securities issuances and listings, as well as corporate restructuring and establishment.

CORPORATE AND M&A: PRC FIRMS

TIER 4

“**Merits & Tree Law Offices** has notable expertise in e-commerce, mining, and industrial manufacturing sectors. Acting for international and major domestic clients, the M&A practice is supported by the firm’s strong antitrust, compliance, IP, and dispute resolution practices. Beijing-based Youyuan Jin who excels in acquisitions, and Qinghong Cai who leverages her in-house experience in M&A and public company governance, jointly lead the team.”

DATA PROTECTION: PRC FIRMS

TIER 4

“**Merits & Tree Law Offices** have *'extensive experience in the field of data protection'*, assisting its largely local clients with creating data compliance systems, carrying out data inspections, and outbound cross-border data transfer matters. The practice is led by Yi Wang from Shenzhen, his background in regulatory and compliance enables him to fully assist clients with data protection and financial technology issues. In Shanghai, Wenhao Chen specialises in compliance and governmental regulatory matters. Chen is particularly adept at handling data security and privacy protection mandates.

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DISPUTE RESOLUTION: LITIGATION: PRC FIRMS

TIER 4

“**Merits & Tree Law Offices**’ dispute resolution department predominantly acts in civil and commercial disputes, defence-side criminal matters, and administrative litigation involving financial management, capital markets, private equity, venture capital, M&A deals and real estate. The team is also experienced in cross-border disputes. Experienced partner Zheng Li heads up the practice.”

INTELLECTUAL PROPERTY: PRC FIRMS

TIER 4

“**Merits & Tree Law Offices** covers the full IP lifecycle, its expertise ranging from patents, trade marks and copyright, to trade secrets. Headed up by Lihui Zhao, a specialist in technology-related IP disputes cases, the team also focuses on the IT, advanced manufacturing, pharmaceuticals, medical devices, media, AI, and chemicals sectors.”

ANTITRUST AND COMPETITION: PRC FIRMS

Firms to watch



Merits & Tree Law Offices has a strong client base of multinational corporations. The practice is led by Han Ye.



LABOUR AND EMPLOYMENT: PRC FIRMS

Firms to watch

“**Merits & Tree Law Offices** has a growing employment practice regularly handling litigation and arbitration work. The firm represents a number of high profile clients in the tech and IT sector including AliBaba and Siemens. Lei Chen is the key name to note.”