

## Eric ZOU Partner

Banking and Finance | Investment Funds PE/VC, M&A



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Shanghai

Eric Zou is a partner at Merits & Tree Law Firm, with a deep focus on the practice areas of investment funds, asset management, insurance fund utilization, and related financial and investment businesses. Prior to joining Merits & Tree, Zou Ye served as a counsel at Links Law Offices and as a partner at Jingtian & Gongcheng, and also had short-term secondments to the legal teams of a well-known foreign bank and a global asset management institution.

Eric has extensive experience working with a variety of securities and futures operating institutions (including public fund companies, securities firms and their asset management subsidiaries, and PE subsidiaries), private fund managers, fund custody and sales institutions, insurance and insurance asset management companies, banks and wealth management companies, and trust companies. He also provides legal services for cross-border businesses of global financial institutions and hedge fund managers, such as QFII, QDII, QFLP, QDLP, WFOE PFM, mutual recognition of funds between mainland China and Hong Kong, and overseas investment of insurance funds and social security funds.

Eric also frequently provides consulting opinions to financial regulatory authorities and industry associations, assists in drafting, revising, or implementing local fund business rules (such as QFLP, QDLP) in various places, and has published numerous professional articles in publications such as "Voice" (a publication of the China Fund Association), "China Insurance Asset Management" (a publication of the China Insurance Asset Management Association), and "Shanghai Lawyer" (a publication of the Shanghai Bar Association).

## Achievements

- Providing legal services for public mutual fund companies such as ICBC Credit Suisse and East Wu Fund, including their public funds, private asset management products, corporate annuity and pension products, or other affairs;
- Offering legal services for fund management subsidiaries such as Minsheng JiaYin, Bosera Capital, and Huaxia Capital, including their private asset management products or other affairs;
- Serving as legal counsel for private fund managers such as Freshwater Springs, Jiukun, Xing Shi Investment, Yunzhou Capital, and KaiFeng Investment, regarding their private funds or other affairs;
- Representing institutions such as Hang Seng Bank, Industrial Bank, and Zhonghang Trust in the establishment of public fund companies and fund subsidiaries, providing legal services;
- Assisting foreign private equity firms such as Aberdeen Standard Investments, Allianz, Amundi, Income Partners, Invesco, Mirae Assets, and Nomura with their private fund manager registration or significant change projects;
- Supporting domestic private equity firms such as Fushun, Mingcheng, Chengyuan, Xinguoxing, and Ruihua Asset Management with their private fund manager registration or significant change projects;
- Offering legal services for Nomura and others regarding their QFLP fund-related business;
- Providing legal services for domestic and foreign institutions such as Aberdeen Standard Investments, Allianz, Amundi, Invesco, Mirae Asset, Nomura, Value Partners, Taikang Asset Management, Hongtai Fund, Lushen Venture Capital, Huashan Rui Lian, and Chenyi Fund in applying for QDLP business qualifications and quotas, QDLP fund manager registration, and/or QDLP fund issuance in cities like Shanghai, Beijing, Qingdao, and Hainan;
- Representing financial institutions such as Huaxia Capital, Bosera Capital, Nanfang Capital, Penghua Asset, Merchants Wealth, and Prime Glory in applying for QDIE business qualifications, quotas, and/or issuing QDIE products;
- Assisting foreign asset management institutions such as Amundi in applying to the China Securities Regulatory Commission for the registration of Mutual Recognition of Funds between Mainland and Hong Kong (MRF) and/or their sales within the mainland.

## Banking and Finance

- Representing well-known domestic and foreign institutions in the establishment of joint venture securities companies and their application for licenses, providing legal services;
- Offering legal services for commercial banks and their wealth management subsidiaries such as CITIC Bank and China Postal Savings Bank on their wealth management products or other affairs;
- Serving insurance companies and insurance asset management companies such as Taiping Asset Management, Ping An Asset Management, and Qianhai Reinsurance on their insurance fund utilization, insurance asset management, or other affairs;
- Providing legal services for securities companies and securities asset management companies such as CICC, Xingye Asset Management, and CITIC Securities on their private asset management products or other affairs;
- Representing trust companies such as Xiamen Trust on their asset management trusts, offering legal services;
- Assisting foreign asset management institutions such as Aberdeen Standard Investments, Amundi, Allianz, BNP Paribas, E Fund, and Value Partners in applying for the qualification of overseas trustee for insurance fund entrusted overseas investment (insurance QDII), reviewing insurance fund overseas entrustment management agreements, or other affairs, providing legal services;
- Offering legal services for well-known foreign financial institutions such as BlackRock, UBS, and Mirae Asset on their QFII/RQFII business;
- Representing banks such as HSBC on their QFII/RQFII custody business, global custody business of QDII funds, and other affairs;
- Providing legal services for Invesco on the closure of its Beijing representative office (representative office of overseas securities institutions in China).

## PE/VC, M&A

- Representing the renowned British asset management firm Schroders in providing due diligence, legal, and compliance consulting

services for the domestic part of its acquisition of Adveq, a well-known fund of funds manager headquartered in Switzerland.

- Offering due diligence, legal, and compliance consulting services for a well-known foreign financial institution in its planned acquisition of the domestic part of a global asset management firm.
- Serving a national-level fund by providing due diligence, transaction document review, and legal compliance consulting services for its intended acquisition of minority stakes held by foreign shareholders in a well-known joint venture financial institution.
- Representing the National Social Security Fund in providing due diligence and agreement review services for its strategic investment in the H-share private placement of a certain securities company.
- Offering due diligence, legal opinion services for Qianhai Reinsurance in its investment in several collective trust funds with underlying investments in debt instruments.

## Honors

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- 🏆 2025 Chambers Investment Funds - Up and Coming
- 🏆 2022、2024 Legal 500 APAC Investment Funds: Recommended Lawyer (China)
- 🏆 2021 China Business Law Journal Rising Star (40 under 40)
- 🏆 2022 CLECSS Top 10 Elite Young Lawyers

## Social Positions

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- Member of the 11th Fund Professional Committee of the Shanghai Bar Association
- Mediator of the People's Mediation Committee for Fund Disputes at Beijing Fund Town
- Member of the Cross-Border Private Equity Investment Fund Professional Committee in Shenzhen
- Member of the 3rd Legal Compliance Professional Committee of the China Insurance Asset Management Association
- Expert in the Think Tank of the China Insurance Society
- Arbitrator of the Xiamen Arbitration Commission
- Expert Reviewer for Government-Guided Funds in Multiple Provinces and Municipalities

## Education

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Juris Master, Peking University

BA majoring in English, ECUST

## Admissions

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- PRC Bar
- China Fund Qualification Certificate

# Language

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Chinese、English