

Gulong REN Partner

Banking and Finance | PE/VC, M&A



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Gulong Ren is a partner at Merits & Tree. Prior to joining Merits & Tree in late 2022, Mr. Ren had been working with AnJie Law Firm, DLA Piper Hong Kong, Société Générale and King & Wood for over seventeen years.

Mr. Ren is specialized in financial markets. His expertise includes banking and finance, debt capital markets and cross border investment. Mr Ren has advised various financial institutions, including major international banks and key Chinese financial institutions, as well as multinational companies. He understands the concerns of both lenders and borrowers and has rich experience in handling cross-border deals. His experience covers a wide range of sectors including financial markets, infrastructure and transportation, mining and energy, real property and etc.

Mr. Ren is frequently recognized as an expert in the banking & finance area by Chambers, Legal 500 and Asialaw. He authored several books including: Law and Practice of International Finance, Banking and Finance Law - Recent Developments in China, China Chapter of Lending and Secured Finance, China Chapter of Acquisition and Leveraged Finance, and Legal Practice of Overseas Investment and Acquisition. Mr. Ren is currently a part-time supervisor and lecturer for the Juris Master program at the Law School of Beijing Foreign Studies University, Beijing University of Chemical Technology and China University of Political Science and Law.

Achievements

Financial regulatory and general banking

- Provided legal services to numerous international banks (including but not limited to Bank of America, BNP Paribas, Barclays,

Standard Chartered, HSBC, Royal Bank of Scotland, Deutsche Bundesbank, Commerzbank, NordLB, DBS, Rabobank) for financing involving China

- Issued legal services for ICBC International's financing (loans and convertible bonds) for the actual controller of a listed company overseas
- Issued legal services for the syndicated loan and subsequent amendments provided by a European bank-led consortium to Haarslev
- Provided legal services for Shanghai Commercial & Savings Bank's equity pledge financing involving China
- Advised multiple international banks on debt restructuring involving the merger of COSCO and China Shipping
- Provided legal services for a large policy bank's financing project to a financial institution in Sri Lanka
- Provided legal services for the acquisition financing issued by the Export-Import Bank as the lead bank to Lens Technology
- Provided legal services for multiple JOLCO structured financing by BNP Paribas
- Provided legal services for the financing of nine vessels by Bank of Communications to Minsheng Leasing
- Provided legal services for numerous ship financing projects of the China Export-Import Bank
- Provided legal services for the ship financing of Fortress
- Provided legal services for the syndicated loan of USD 245 million issued by a consortium led by Standard Chartered Bank to a subsidiary of China State Shipbuilding Corporation
- Provided legal consulting services for the M&A financing business of Bank of Beijing
- Provided legal consulting for BT's foreign debt and foreign exchange issues involving China
- Provided daily business consulting services for Meituan Finance
- Provided consulting services for financial and payment-related businesses of Dajia Group
- Provided Chinese legal advice for the bankruptcy liquidation of a fund of a Chinese-funded financial institution in the Cayman Islands by the bankruptcy trustee of a Cayman company
- Provided legal consulting services for a South Korean bank selling its holdings in domestic and foreign banks in China
- Provided consulting services for a dollar fund's debt financing involving China
- Issued expert opinions to the Singapore High Court and the Hong Kong High Court on foreign exchange regulations and underground banking in China

Cross-border Investment and Financing (Belt and Road Initiative)

- Provided legal services for the Eurasia Fund's investment in the Kamchay Hydropower Project in Cambodia.
- Provided legal services for the financing of Shenhua's Java 7 Power Plant and South Sumatra 1 Power Plant projects in Indonesia.
- Provided services for the Cambodian project owner in negotiations with Chinese contractors on construction and financing cooperation.
- Provided legal services for Baiyin Nonferrous's multiple overseas mineral mergers and acquisitions financing.
- Provided legal services for a large state-owned enterprise's M&A financing project in Papua New Guinea.
- Provided legal services for ICBC's financing of TBEA's power supply project in Angola.
- Provided legal services for the Export-Import Bank of China's financing of the Nepal Airport project.
- Provided legal services for a large number of overseas projects of China Export & Credit Insurance Corporation, involving ASEAN (Indonesia, Vietnam, Malaysia, Cambodia), South Asia (Maldives, Pakistan, Bangladesh), Middle East and Africa (UAE, Egypt, Ethiopia, Ghana), Latin America (Brazil, Mexico, Argentina), as well as Papua New Guinea, Russia, Belarus, and many other countries.
- Provided services for numerous overseas financing projects of the China Development Bank, including: Maldives Airport supporting projects, overwater airport project, Ethiopian oil and gas project, Ethiopian sugar factory project, Sri Lanka Port City project, CGN

UK Hinkley Point C Nuclear Power Station project, and wind power projects in Sweden.

Investment and M&A (Domestic)

- Provided services for the drafting and negotiation of a joint venture agreement between Zhenhua Oil and PetroChina.
- Provided services for the capital increase of a subsidiary, implementation of mixed-ownership reform, and equity incentive plan for China National Materials Import & Export Corporation.
- Provided full-service for CBC's acquisition of Puli Rui Medical Technology (Suzhou) Co., Ltd.
- Provided services for WuXi AppTec's acquisition of Wuhan Shumi Brain Science and Technology Co., Ltd.
- Provided services for China National Adjustment Fund (managed by Chengtong Fund) on various projects, including investments in Fonojan (with an overseas structure), Jia Chen Xi Hai (Hangzhou) Biotechnology Co., Ltd. (with a VIE structure), and Pharmaron (Nanjing) Technology Co., Ltd., among others.
- Provided services for Sichuan Rui'er Pharmaceutical Co., Ltd.'s acquisition of Zhejiang Haohua Pharmaceutical Co., Ltd.
- Provided consulting services for a commercial bank in initiating the establishment of a financial leasing company.
- Provided legal services for Longrui New Energy's acquisition and bundled financing of numerous photovoltaic power stations.

Honors

- 🏆 2018、2019、2024 Chambers Banking and Finance
- 🏆 2025 The Legal 500 Projects and Energy: PRC firms - Recommended Lawyer
- 🏆 2017-2018 Legal 500 Banking and Finance: PRC firms - Recommended Lawyer
- 🏆 Selected into the Ministry of Justice's Foreign-related Lawyers Talent Pool.
- 🏆 2022 The Law Review Expert in the Expert Database

Social Positions

- Off-campus Tutor for Master of Law Graduate Students at China University of Political Science and Law, Beijing Foreign Studies University, and Beijing University of Chemical Technology.

Education

Finance and Investment course, Tsinghua PBCSF (2021)

LL.M., University of International Business and Economics (2005)

LL.B., Shanghai International Studies University (2002)

Admissions

PRC Bar

Language

Chinese、English