



Gulong REN Partner

Practice Areas: Banking and Finance, Mergers & Acquisitions

E-mail: gulong.ren@meritsandtree.com

Tel: 010-5650 0913

Professional Experience

Gulong Ren is a partner at Merits & Tree. Prior to joining Merits & Tree in 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, pharmaceutical and health care, and etc.

Mr. Ren is frequently recognized as a banking finance expert 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 and 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.

Education

University of International Business and Economics, LLM (2005)

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

Qualifications

Mr. Ren has been admitted to practice in the People's Republic of China.

Working language

Chinese and English

Representative Cases

1. Financial regulatory and general banking

- Issued expert opinion to Hong Kong High Court in respect of underground banking in China
- Issued expert opinion to Singapore High Court in respect of foreign exchange regulations in China
- Advised Barclays on its finance business involving China
- Advised RBS on its cross-border finance and wealth management business involving China
- Advised First Abu Dhabi Bank on its cross-border banking business involving China
- Advised UBS on its investment and funds platform involving China
- Advised ADCB on cross-border business
- Advised a Korean bank on a combined financial and professional insurance policy
- Advised many banks on documentation for general banking business, including loan agreements, all types of security and guarantee documents, trade finance documents, cash pooling, account opening documents, etc.

2. Assets finance

- Advised Bank of Communication on financing of nine vessels
- Advised China Minsheng Financial Leasing on sale and leaseback of several vessels
- Advised BNP on financing of several vessels to CMA CGM, financing to Greek owners on four vessels constructed by NHT
- Advised SCB, as lead arranger, in a US\$ 247 million syndicated ship financing guaranteed by a major Chinese shipbuilder
- Advised Commonwealth Bank of Australia on financing several vessels to AVIC International Leasing
- Advised China Eximbank on financing of several vessels to MSFL, PSV EXPRESS and many other ship owners or lessors
- Advised China Huarong Finance Leasing on financing of several vessels
- Advised AVIC International Leasing, CSIC Leasing on their respective financing lease of several vessels to Shandong Bohui

3. Project finance

- Advised China Development Bank on its financing of the Hinckley Point C nuclear power project
- Advised China Shenhua on its finance of two coal power plants in Indonesia
- Advised China Development Bank on many outbound project financing in different countries in Asia, Africa, Europe, and South America
- Advised ICBC International, Haitong International on several many cross-border projects
- Advised Sinosure on several project finance in PNG, Pakistan, Indonesia, Malaysia, etc.

4. Acquisition, Structured and other finance

- Advised a syndicate arranged by China Eximbank on its US\$ 854 million finance to Lens HK for its acquisition of two factories (Apple Supplier)
- Advised China Merchants Bank on its RMB 850 million pre-IPO finance to HaiDiLao Holdings
- Advised Haitong International on its US\$ 300 million finance to Chiho
- Advised ING as agent in relation to a syndicate loan borrowed by Bank of China (acting

- through its Luxemburg branch)
- Advised Commerzbank AG on its credit lines and facilities to Hong Kong subsidiaries of Chinese companies
 - Advised DZ Bank on its EURO 10 million export finance to Wuhan YouFa Packaging, EURO 8.8 million export finance to Fujian Jinjiang
 - Advised Nordea Bank on its finance to Haarslev
 - Advised RBS on a 7.5 million pounds financing guarantee project
 - Advised the Export-Import Bank of Korea on its investment in China
 - Advised a syndicate led by Citibank on the debt restructuring of Danaos
 - Advised several international banks on their debt restructuring in relation to the merger of COSCO and China Shipping
 - Advised Barclays Mauritius and Zambia on its loans to Chinese invested companies in Mauritius and Zambia
 - Advised Standard Chartered Bank, Standard Bank, and several European banks on dozens of cross-border structured finance deals
 - Advised China Structural Reform Fund on its investment in several high-tech companies
 - Advised CBC on its investment in a medical equipment company in Suzhou
 - Advised China-Euro Fund on its investment in a hydro-power project in Cambodia
 - Advised OLX II Investment LTD on its finance to Jinjiang Baohui

5. Debt capital market

- Advised JOOL Markets as arranger on issue of Euro bonds by Soltech
- Advised ING on certificate of deposit issued by China Construction Bank
- Advised SinoChem International on its issue of USD bonds, commercial papers, RMB corporate Bonds and perpetual bonds
- Advised PingDingShan Coal for its issuance of USD bonds
- Advised ING as arranger, BNP, Citibank, ING and UBS as dealers on the issue of CDs by China Construction Bank (acting through its Luxemburg branch)
- Advised Pudong Development Bank on its CD programme
- Advised Zhongyuan Bank on its USD bond issue
- Advised Haitong International on its undertaking of CMIFL's USD bonds
- Advised a real estate developer on its issue of corporate bonds and private bonds
- Advised a government owned investment company on its issue of corporate bonds