

Qinghong CAI Partner

PE/VC, M&A | Capital Markets Investment Funds



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Beijing

Qinghong Cai is a partner at the Beijing Office of Merits & Tree Law Offices. She has served as the lead partner of the Investment and M&A Department and is currently the lead partner of the Business Cooperation and Promotion Committee.

Ms. Cai specializes in investment, financing, and M&A transactions. With a deep and long-term study of comparative corporate law, she has particularly outstanding practical experience in the structural design of various complex transactions, corporate governance, and transaction negotiations. She is adept at providing comprehensive legal services by integrating fields such as compliance supervision, capital strategy, and tax planning.

Prior to joining M&T, Ms. Cai has held positions at the State Taxation Administration, the Wall Street law firm Simpson Thacher & Bartlett LLP, and the listed company BlueFocus Group.

Achievements

- Representing multiple state-owned and multinational enterprises in strategic investments and cross-border mergers and acquisitions, and in the establishment of a global business compliance system, including subsidiaries of China Aluminum Corporation, subsidiaries of State Power Investment Corporation, ICL Group, Zhongwei New Materials, Haichen Energy Storage, BlueFocus, Haicheng Bonda, and Zhouming Technology, etc.;
- Providing legal services for the project investments and exits of several private equity funds and industrial investment groups,

including China Mobile Hechuang Fund, Alibaba New Retail Fund, KPCB, Gaorong Capital, Lihe Capital, Blueprint Fund, Liuzhou Industrial Investment, etc.;

- Representing multiple start-up companies in completing multiple rounds of equity financing, the establishment of red-chip structures, and reorganization.

Honors

- 🏆 2023-2025 The Legal 500 Corporate and M&A - Recommended Lawyer
- 🏆 2025 The Legal 500 Projects and Energy - Recommended Lawyer
- 🏆 2022-2024 The Legal 500 Private Equity - Recommended Lawyer
- 🏆 2023 ALB China Top 15 TMT Lawyers
- 🏆 2023-2024 IFLR1000 Private Equity Highly regarded
- 🏆 2023 LEGALBAND Top Ranked Lawyers - Overseas Investment
- 🏆 2023 LEGALBAND Client Choice: Top 15 M&A Lawyers

Education

LL.M., Columbia Law School

LL.M., Tsinghua University

LL.B., Tsinghua University

Admissions

- PRC Bar
- New York State Bar

Language

Chinese、English