

Andy (Yi) QIAN Partner

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



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Andy (Yi) Qian is a partner at Merits & Tree. Prior to joining M&T, Mr. Qian acted as legal director at ORIX (China) Investment Co., Ltd. and worked at top law firms including Linklaters LLP, JunHe LLP, and Haiwen & Partners.

Mr. Qian's major practice areas are private equity and venture capital, mergers & acquisitions, foreign direct investment, and outward direct investment. With extensive experience, he has represented clients across a broad range of industry sectors including technology, internet, consumer goods, financial services, healthcare, and renewable energy. He assists start-ups and growth companies on matters including equity financing, corporate governance, restructuring, equity incentive, etc. Mr. Qian represents transnational corporations and provides legal services in their joint venture, acquisitions, restructuring, and operational matters in China, and provides advice to clients in their investment and acquisitions in Hong Kong, East Asia, and North America.

Achievements

Private Equity/Venture Capital

- Represented private equity funds and foreign investment institutions in their equity investments in, and subsequent exits from, various startups and growth-stage companies, covering industries including but not limited to semiconductor and chip, intelligent robot, consumer finance, fin-tech, biopharmaceutical and medical device;
- Represented a gaming company in its Series A equity financing with Tencent and assisted with setting up their employee stock incentive plans;
- Represented a radio-pharmaceutical research and development company in its Series A financing.

Joint Venture/Mergers & Acquisitions

- Represented a leading domestic consumer company in its acquisition of equity interests in a livestock company;
- Represented a foreign business group in the establishment of an RMB 6 billion joint venture with a Qingdao local state-owned company by contributing both cash and equity interests;
- Assisted a group company in setting up an offshore holding structure and acquiring controlling stakes of a Cayman food and consumer goods company for approximately RMB 130 million, and assisted with completing relevant ODI filing procedures;
- Represented a global hygiene products company in its sale of its warehouse property assets in China;
- Represented a state-owned steel company in its investment in mining rights in Canada;
- Assisted a foreign group company in acquiring 30% of the equity in a European aircraft financing and leasing company headquartered in Dublin;
- Represented a multinational oil company in its acquisition of gas stations and oil refineries in Yunnan, China.

Other Transactional Matters

- Represented a Japanese food chain brand in its establishment and operation of cross-border franchise business in China;
- Acted as legal advisor for several multinational companies in China.

Education

J.D., Temple University Beasley School of Law

LL.B., University of International Business and Economics

Admissions

- PRC Bar
- New York State Bar

Language

Chinese、English