

# Eric ZOU

Partner

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



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Shanghai

Eric Zou is a partner of Merits & Tree, and he once worked at Llinks Law Offices and Jingtian & Gongcheng as counsel and partner, respectively.

With over 14 years' experience, Eric is an expert in the practice area of investment funds, asset management and financial business, and has handled many innovative and cutting-edge deals that are the first case or one of the first cases in the market.

Eric has rich experience in working for private fund managers, retail fund managers, wealth management companies and various other types of asset managers in China, has advised many clients on establishment of financial institutions, and is a veteran in such cross-border businesses as QFII, RQFII, QDII, RQDII, QFLP, QDLP, QDIE, WFOE PFM, overseas investment of insurance funds and mutual recognition of funds between mainland China and Hong Kong.

Eric provides advice to financial regulators and self-regulatory organizations both at home and abroad, his observations have often been quoted by Financial Times and Ignites Asia etc. Eric is a member of the Legal and Compliance Committee of the Insurance Asset Management Association of China, member of Shenzhen Cross Border Private Investment Funds Committee and member or advisor of several other organizations.

## Achievements



Investment Funds and Asset Management

- Retail funds and private asset management products of such mutual fund management companies as China Universal Asset Management.
- Private asset management products of such FMC subsidiaries as Bosera Capital.
- Wealth management products of such wealth management companies of commercial banks as PSBC Wealth Management.
- Asset management products of such insurance asset managers as Taiping Asset Management.
- Asset management products of such securities firms and securities asset management subsidiaries as CICC.
- Pension funds of such mutual fund management companies as ICBC Credit Suisse.
- Private funds of such private fund managers as Income Partners.

## Cross-border Funds and Asset Management

- QDLP business of Amundi, one of the first QDLP fund managers in Beijing.
- Shanghai QDLP license application by such global asset managers such as Mirae Asset.
- QDLP fund formation for such global asset managers as Value Partners, including some of the first contractual QDLP funds in the market.
- QDLP license application in Hainan Free Trade Port by such leading private fund managers such as Hongtai Aplus, including the first newly established QDLP fund managers in Hainan.
- Application for QDIE license by China Capital Management etc. in Shenzhen.
- QDIE fund formation by such FMC subsidiaries as Southern Capital, including some of the first QDIE funds in the market.
- QFII/RQFII business of such foreign financial institutions as UBS.
- Insurance funds overseas investment (insurance QDII) business by Allianz Global Investors etc.
- Establishment of a JV QFLP fund manager by Nomura.
- Closing of representative office of Invesco (rep office of foreign securities operators) in Beijing.
- Representing Amundi etc. in its mutual recognition of funds between mainland China and Hong Kong SAR.
- QFII/RQFII custodian and QDII global custodian businesses etc. of such foreign banks as HSBC.

## FDI, M&A and Investment

- Onshore legal service for Schroders in its acquisition of Adveq globally.
- Onshore legal service for a foreign financial institution in its proposed acquisition of a world-famous asset manager globally.
- Legal services for a State-owned investment fund in its proposed purchase of shares in a well-known JV financial institution from foreign shareholder.
- Legal services for NCSSF in its investment in additional shares of a securities firm (H shares).
- Legal services for Qianhai Reinsurance in its investment in several collective trust schemes.

## Financial License and Private Fund Manager Registration

- License application by such mutual fund management companies as Hang Seng Qianhai, including the first foreign controlled mutual fund management company.
- License application by such FMC subsidiaries as CIB Wealth Management.
- WFOE set up by abrdn, which is the first investment WFOE set up by global asset managers in Shanghai Free Trade Zone.

- Representing such global asset managers as Invesco in their WFOE PFM registration and fund formation.

## Honors

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- 🏆 2025 Chambers Investment Funds - Up and Coming
- 🏆 2022, 2024 The Legal 500 APAC: Investment Funds-Recommended Lawyer (China)
- 🏆 2021 China Business Law Journal Rising Star (40 under 40)
- 🏆 2024 GRCD Client Choice Awards-Finance Compliance Lawyer
- 🏆 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