

Jun SHA Partner

Dispute Resolution | Special Assets, Restructuring and Insolvency Intellectual Property



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📍 Guangzhou

Mr. Jun Sha is a partner at Merits & Tree Law Offices. He specializes in dispute resolution with a primary focus on the finance, investment, M&A, corporate, and real estate sectors. With substantial experience in civil and commercial litigation, arbitration, and enforcement proceedings, he is particularly adept at handling high-stakes and complex disputes. Mr. Sha regularly advises a wide range of domestic and foreign financial institutions, state-owned enterprises, and private companies on contentious matters. His expertise spans traditional finance and credit agreements, asset management contracts, general commercial contracts, corporate equity and governance, M&A transactions, factoring, negotiable instruments, securities, futures, real estate disputes, and special asset disposals. He provides comprehensive legal support throughout the dispute lifecycle—from pre-dispute risk management and strategy to representation in domestic and cross-border litigation, arbitration, enforcement, and bankruptcy proceedings. He has deep industry knowledge across real estate, finance, capital markets, power and energy, high-tech, trade, and aviation.

Mr. Sha also possesses significant experience in civil and commercial retrial cases, having represented clients in over ten matters before provincial High People's Courts, the Supreme People's Court, and the Supreme People's Procuratorate.

Prior to joining Merits & Tree, Mr. Sha was a partner in the Dispute Resolution department of King & Wood Mallesons, where he practiced for over eighteen years.

Achievements

Finance, Asset Management, Investment, and Special Asset Disposal

- Represented a listed joint-stock commercial bank and a leading trust company in the pre-dispute risk mitigation and subsequent litigation concerning multiple structured securities investment trust products.
- Represented the wealth management subsidiary of a listed joint-stock commercial bank in the pre-dispute risk mitigation and related litigation for multiple structured asset management products.
- Represented a large joint-stock commercial bank in the pre-dispute risk mitigation, as well as the ensuing arbitration and bankruptcy proceedings, for multiple structured securities investment trust products.
- Represented a large state-owned commercial bank and an asset management company in the litigation, enforcement, and bankruptcy cases arising from a structured stock-pledge repurchase financing dispute.
- Represented a leading trust company in litigation and enforcement cases concerning a property rights trust contract dispute.
- Advised an industrial fund investment platform of a central SOE, along with its portfolio companies and managed funds, on pre-dispute risk management for multiple private equity investment disputes, and represented them in the resultant litigation, arbitration, and enforcement proceedings.
- Advised the investment platform of a listed company on potential exit-related disputes and subsequent arbitrations concerning its private equity fund investments.
- Advised a well-known Hong Kong investment institution on potential disputes stemming from a cross-border equity investment transaction.
- Represented an investment institution in an arbitration concerning an investment mandate agreement.
- Represented a private fund in litigation concerning negotiable instruments and subsequent bankruptcy proceedings against a leading Shenzhen-listed supply chain company. The matter involved multi-layered complex legal issues, including bill factoring financing, indirect agency, accounts receivable pledge and transfer, and bankruptcy reorganization.
- Represented a payment company in a financial loan contract dispute against a bank, achieving a complete discharge of the client's joint and several liability.
- Acted for multiple financial leasing companies in disputes over financial leasing contracts and related derivative claims concerning right confirmation, guarantees, and accounts receivable pledges, providing comprehensive services including litigation, enforcement, and debt restructuring.
- Represented an investment company in the disposal of a non-performing loan (NPL) portfolio with a face value of approximately RMB 3 billion in Zhaoqing and Yunfu. In this pioneering engagement, a law firm acted as a comprehensive disposal "service provider" for the first time, executing a multi-pronged strategy that included litigation, enforcement, portfolio sales, and debt/asset restructuring over two years, ultimately achieving favorable recovery rates.

Real Estate & Infrastructure

- Represented a large state-owned real estate company in providing integrated legal services, including litigation representation and debt restructuring, for potential disputes with partners and financial institutions concerning real estate financing projects, as well as shareholder disputes.
- Advised a large state-owned real estate company on pre-action dispute resolution strategies for potential conflicts related to the development, construction, and bulk sales of one of its property projects.
- Represented a highway subsidiary of a large state-owned enterprise in a third-party objection to enforcement lawsuit related to its acquisition of highway toll rights.
- Represented a real estate company in a joint development agreement dispute with its partner concerning a real estate project.
- Represented a real estate company in an equity transfer dispute concerning an Inner Mongolia-based project company.
- Represented a Kunming-based real estate company in a dispute over an equity transfer agreement for a real estate project.
- Represented two American-Chinese clients in their application for a retrial concerning a cooperative agreement dispute arising from

a joint golf course development project.

- Advised the domestic entity of an internationally renowned real estate company on potential disputes stemming from the acquisition and cooperation of a logistics park.
- Represented the domestic entity of an internationally renowned manufacturing enterprise in a construction project contract dispute.

Corporate, Equity, and M&A

- Represented the Chinese subsidiary of an international chemical materials giant in an asset acquisition dispute.
- Represented a listed real estate enterprise and its subsidiaries in project company equity transfer disputes involving multiple offshore holding companies and well-known domestic real estate companies. The matter involved a series of domestic and cross-border arbitrations, litigations, retrials, and enforcement actions.
- Represented a real estate company in multiple disputes with foreign and domestic developers concerning real estate project transfers, cooperation agreements, and project company equity transfers, involving several parallel litigations, arbitrations, and enforcement proceedings.
- Represented an airline in creditor and equity disputes with a real estate company and its subsidiaries over a real estate project, involving proceedings across multiple major cities in China, including civil litigation, enforcement actions, and related criminal cases.
- Advised a state-owned asset management company on its special situation investments.
- Advised a listed landscape engineering company and its subsidiaries on pre-transactional matters for multiple equity acquisition and outbound investment projects, successfully facilitating the client's strategic commercial objectives.
- Advised an airline on its asset verification project and the consolidation of its subsidiaries (involving dozens of sub-projects).
- Represented an airline in the landmark sale of its general aviation flight school, one of the first transactions of its kind in the sector.

Power Sector

- Represented a power grid company and its multiple subsidiary power supply bureaus in over ten civil litigation cases (second instance, retrial, and re-trial) and administrative lawsuits related to power facility construction, asset management, electricity purchase/sale, supply/consumption, and other core operations.
- Compiled the "Annual Review of Representative Cases" for a power grid company for the years 2014 and 2015.

Significant and Complex Civil and Commercial Retrial Cases

- Successfully represented and secured favorable outcomes for prominent enterprises, including a policy-oriented insurer, a state-owned non-ferrous metal smelter, and a power grid company with its subsidiary bureaus, in retrial proceedings before higher courts.

Cross-Border Dispute Resolution


- Represented a Guangzhou state-owned enterprise in an international sale of goods arbitration case against a listed Malaysian steel company, securing a successful award for the client.
- Represented a prominent multinational corporation in PRC court proceedings for the recognition and enforcement of a U.S. arbitral award.
- Represented a well-known enterprise in a retrial procedure before a PRC court concerning the recognition and enforcement of a U.S. judgment.
- Represented an individual client in a cross-border divorce dispute against a senior executive of a listed company, navigating complex multi-jurisdictional legal issues and coordinating parallel proceedings across multiple forums.
- Represented an individual client in a cross-border succession dispute that was successfully resolved via settlement. The matter involved complex, multi-jurisdictional issues concerning the deceased's foreign death and an international surrogacy arrangement, as well as a diverse portfolio of assets.

Corporate Emergency Response, Safety Incident & Crisis Management


- Represented an airline in an aviation tort case, providing emergency crisis management and litigation services that led to a full victory at trial—reportedly the only case where an airline has prevailed completely through litigation rather than settlement.
- Advised an electrical appliance company on emergency crisis management, successfully resolving a product liability dispute.
- Advised a home appliance retailer on emergency crisis management, successfully resolving a major shopping mall lease dispute.
- Provided emergency crisis management legal services to an internationally renowned foreign enterprise in connection with a collective redundancy exercise.


Honors

 2025 LegalOne Greater Bay Area Special Awards - Top 15 Legal Practitioners (Dispute Resolution)

 2025 LegalOne Elite 100: Corporate and Commercial

 2024 LegalOne Stellar Accolade in Dispute Resolution

 Mr. Sha's case, "Arbitration confirms compensation claim in bankruptcy reorganisation for major state-owned bank", has been rated as "Exemplary" by LegalOne Merits.

 Mr. Sha's case, "Non-party objection to court enforcement on toll rights acquired via judicial auction", has been rated as "Remarkable" by LegalOne Merits.

Social Positions

- Vice Director of the Informatization and Legal Technology Promotion Committee of the Guangzhou Lawyers Association
- Member of the Guangdong Provincial Leading Talent Pool for Foreign-related Lawyers
- Member of the Guangzhou Municipal Leading Talent Pool for Foreign-related Lawyers

Education

LL.M., Southwest University of Political Science and Law

LL.B., Southwest University of Political Science and Law

Admissions

PRC Bar

Language
