

Rachel Lu

Partner

PE/VC, M&A | Capital Markets



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📍 Silicon Valley

Ms. Rachel Lu's practice focuses on capital markets, investment and financing, mergers and acquisitions, and general corporate matters.

Ms. Lu has practiced law since 2007. She previously worked in the New York and Hong Kong offices of Latham & Watkins, where she focused on corporate and capital markets matters, providing comprehensive legal services to U.S.-listed companies, pre-IPO companies, underwriters, and private equity funds. She later worked for the travel platform Qunar as its Senior Director of International Business Development.

In capital markets, Ms. Lu has extensive experience. She has represented issuers and underwriters in securities offerings in the U.S. and Hong Kong markets, and has advised Nasdaq- and NYSE-listed companies as well as late-stage startups on pre-IPO restructuring, corporate governance, and U.S. securities law compliance. In investment-related matters, she has represented a number of well-known private equity funds and startups at various stages of development, providing end-to-end legal support across a wide range of financing transactions.

At the Silicon Valley office of Merits & Tree Law Offices, Ms. Lu advises emerging and established companies on equity transactions, corporate structuring, corporate governance, and legal compliance, and is also dedicated to combining the firm's strengths in China with local U.S. capabilities. In complex cross-border matters, she tailors her approach to the specific needs of each client and project, drawing on external co-counsel, experts, and other resources across different regions and practice areas. She provides professional and efficient legal services to Chinese companies doing business in the U.S., as well as to U.S. and international clients with China-related matters.

Ms. Lu combines a solid legal foundation with keen business insight. Drawing on her bilingual and cross-cultural background, she has a deep understanding of Chinese companies' decision-making processes, internal workflows, and cross-border communication needs. In complex commercial matters, she not only delivers rigorous legal advice but also grounds her counsel in commercial realities, crafting practical solutions tailored to each client.

Achievements

Hong Kong Listings

- MIE Holdings Corporation, a leading independent upstream oil company operating onshore in China, in its HK\$1.29 billion initial public offering and listing on HKSE.
- Top Spring International Holdings Limited, a real estate property developer in China, in its HK\$1.56 billion initial public offering and listing on HKSE.
- J.P. Morgan Asia Pacific, ICBCI Securities and CLSA, as lead underwriters, on the HK\$1.99 billion initial public offering of Trony Solar Holdings Company, a leading solar company, and its listing on HKSE.

U.S. Listings

- Taomee Holdings Limited, a leading children's entertainment and media company in China, in its US\$64.7 million initial public offering and listing on NYSE.
- Sky-mobi Limited, the operator of a leading mobile application store in China, in its US\$58 million initial public offering and listing on NASDAQ Global Market.
- Mecox Lane Limited, a leading online platform for apparel and accessories in China, in its US\$149 million initial public offering and listing on NASDAQ Global Market.
- Trina Solar Limited, a leading China-based vertically integrated manufacturer of solar photovoltaic products, in its US\$184 million follow-on offering of American depositary shares on NYSE.
- ReneSola Ltd, a leading global manufacturer of solar wafers and producer of solar power products based in China, in its US\$130 million initial public offering and listing on NYSE.
- China Nuokang Bio-Pharmaceutical Inc., a China-based biopharmaceutical company, in its US\$45 million initial public offering and listing on NASDAQ Global Market.
- Funtalk China Holdings Limited, a leading retailer and distributor of wireless communications devices and accessories in China, in its US\$22 million and US\$49 million follow-on offerings on NASDAQ Global Market.
- Qihoo 360 Technology Co. Ltd., a leading provider of Internet and mobile security products in China, in its US\$202 million initial public offering and listing on NYSE.
- The underwriters on the US\$78 million initial public offering of Jiayuan.com International Ltd., the largest online dating platform in China, and its listing on NASDAQ Global Select Market.
- The underwriters on the US\$87 million initial public offering of ShangPharma Corporation, a Chinese pharmaceutical and biotechnology contracted research outsourcing company, and its listing on NYSE.
- The underwriters on the US\$350 million initial public offering of China Ming Yang Wind Power Group Limited, a China-based wind power company, and its listing on NYSE.

Education

J.D., Harvard Law School

B.A., Yale University

Admissions

- California Bar
- New York State Bar

Language

Chinese、English