

Jiajia ZHAO Partner

Special Assets, Restructuring and Insolvency | Investment Funds Banking and Finance



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📍 Beijing

Jiajia Zhao is a partner at Merits & Tree. Prior to joining Merits & Tree, Ms. Zhao worked at the Beijing Office's Business Development Department of the Royal Bank of Scotland, King&Wood, and Beijing Tianlun & Partners Law Firm.

Ms. Zhao's practice covers non-performing assets, special situation investment, restructuring and insolvency, banking and finance, and dispute resolution. In nearly twenty years of practice, Ms. Zhao has represented various financial institutions, large corporate debtors, and various debt, asset, and equity investors to provide legal services for over 100 billion dollars of non-performing assets bulk acquisition and disposal projects and provided full legal services for special opportunity investment projects of asset management companies, including dozens of market-oriented business projects of asset management companies. She has been involved in the acquisition and debt restructuring of many distressed real estate projects. she has also acted in resolving disputes relating to distressed assets and investment and financing. In recent years, she has been involved in restructuring, bankruptcy reorganization, and liquidation of several distressed companies. Ms. Zhao has served as a permanent legal advisor to a trust company for many years for many types of trust projects. Mr. Zhao has also represented foreign financial institutions in their mergers and acquisitions of banking, insurance, trust, and securities companies in China.

Achievements

Acquisition and Disposal of Non-performing Financial Claims

Ms. Zhao has been involved in many legal service projects on bulk acquisition and disposal of non-performing assets, and some of the cases are as follows:

- Provided due diligence and post-disposal services for the acquisition of a 9 billion non-performing assets package of Beijing Rural Commercial Bank by China Cinda Asset Management Co., Ltd., Beijing Branch;
- Provided general advisor services for the disposal of households with 1092 households with a total of 29.7 billion non-performing assets package of China Cinda Asset Management Co., Ltd., Beijing Branch;
- Provided due diligence services for the acquisition of the Aohe Bank's assets package by China Cinda Asset Management Co., Ltd., Beijing Branch;
- Provided due diligence and disposal services for the acquisition of Jinyang Asset's assets package by clients;
- Provided due diligence and disposal services for the acquisition of Beijing Bank's assets package by China Galaxy Asset Management;
- Provided due diligence and disposal services for the acquisition of the Shandong Branch of Great Wall Asset Management's assets package by Merchants Ping'an Asset Management Co., Ltd.;
- Provided due diligence and disposal services for the acquisition of the Beijing Branch of China Huarong Asset Management Co., Ltd.'s assets package by CITIC Qingdao Asset Management Co., Ltd.;
- Provided due diligence and disposal services for China Orient Asset Management's assets package by Guangzhou Asset Management Co., Ltd.;
- Provided due diligence and disposal services for a bank's assets package by China Industrial Asset Management Co., Ltd.;
- Represented the Beijing Branch of China Cinda Asset Management Co., Ltd. in the execution of a financial loan contract dispute between Beijing Rural Commercial Bank and Beijing Huadingsheng Real Estate Development Co., Ltd.;
- Represented the Beijing Branch of China Huarong Asset Management Co., Ltd. in the execution of a financial loan contract dispute between Weisitaton, Taihe Jiayuan, etc.;
- Represented the Tianjin Branch of China Cinda Asset Management Co., Ltd. in the execution of a financial loan contract dispute between Green Juguang Resources Group Co., Ltd., Liantong Credit Guarantee Company, Green Juguang Resources Group Co., Ltd., etc.;
- Represented the Beijing Branch of Industrial Bank Co., Ltd. in a financial loan contract dispute between debtors and developers.

Reorganization of the Distressed Real Estate Project

- Provided legal services for Beijing Guangyao Dongfang Project's debt restructuring by the Beijing Branch of China Cinda Asset Management Co., Ltd.;
- Provided legal services for Beijing Vantone and Beijing Vantone and China Construction First Group Corporation Limited Project's debt restructuring by the Beijing Branch of China Cinda Asset Management Co., Ltd.;
- Provided legal services for Beijing Haitian Real Estate Co., Ltd. Project's debt restructuring by the Beijing Branch of China Cinda Asset Management Co., Ltd.;
- Provided legal services for Inner Mongolia Hangyu Industrial Co., Ltd. Project's debt restructuring by the Beijing Branch of China Cinda Asset Management Co., Ltd.;
- Provided legal services for Inner Mongolia Chunhua Water Affairs Co., Ltd. Project's debt restructuring by the Beijing Branch of

China Cinda Asset Management Co., Ltd.;

- Provided legal services for Changsheng Group's Multiple Landed Properties Projects' debt restructuring by the Beijing Branch of China Cinda Asset Management Co., Ltd.;
- Provided legal services for Chengdu Shengbang Lidu on AVIC Trust's restructuring by the Beijing Branch of China Cinda Asset Management Co., Ltd.;
- Provided legal services for Xi'an Economic Development City Investment Project's debt restructuring by the Beijing Branch of China Cinda Asset Management Co., Ltd.;
- Provided legal services for Oceanwide Construction's Multiple Landed Properties Projects' debt restructuring by the Beijing Branch of China Cinda Asset Management Co., Ltd.;
- Provided legal services for Wuxi Hongshan New Town Project's debt restructuring by the Beijing Branch of China Cinda Asset Management Co., Ltd.;
- Provided legal services for the BBMG Corporation Project's debt restructuring by the Beijing Branch of China Cinda Asset Management Co., Ltd.;
- Provided legal services for the Beijing Jiebao Apartment Project's debt restructuring by the Beijing Branch of China Cinda Asset Management Co., Ltd.;
- Provided legal services for Oceanwide Xinghuo Project's debt restructuring by the Beijing Branch of China Cinda Asset Management Co., Ltd.;
- Provided legal services for Jin Li Yuan and Jingxi Project's debt restructuring by the Beijing Branch of China Cinda Asset Management Co., Ltd.;
- Provided legal services for Beijing Lentuo Project's debt restructuring by the Beijing Branch of China Cinda Asset Management Co., Ltd.;
- Provided legal services for the Shengshichunqiu Project's debt restructuring by the Beijing Branch of China Cinda Asset Management Co., Ltd.;
- Provided legal services for Oceanwide Dongfeng Phase II Project's debt restructuring by the Beijing Branch of China Cinda Asset Management Co., Ltd.;
- Provided legal services for Jinyitongsheng Project's debt restructuring by the Beijing Branch of China Cinda Asset Management Co., Ltd.;
- Provided legal services for Decheng Real Estate Project's debt restructuring by the Beijing Branch of China Cinda Asset Management Co., Ltd.;
- Provided legal services for HNA and Jinghai Project's debt restructuring by the Beijing Branch of China Cinda Asset Management Co., Ltd.;
- Provided legal services for Jinhai Hongye Project's debt restructuring by the Beijing Branch of China Cinda Asset Management Co., Ltd.;
- Provided legal services for An Xiang Li Chang Kong Machinery Factory Project's debt restructuring by the Beijing Branch of China Cinda Asset Management Co., Ltd.;
- Provided legal services for Glorious Property Projects' debt restructuring by the Beijing Branch of China Cinda Asset Management Co., Ltd.

Acquisitions and Debt Restructuring of Distressed Enterprises

Ms. Zhao has provided legal services for the acquisition and debt restructuring of many distressed enterprises, and some of the cases are as follows:

- Represented the Beijing branch of China Cinda Asset Management Co., Ltd. in conjunction with CR Land for the debt restructuring of the Beijing Jiayuyuan Project;
- Represented the Beijing branch of China Cinda Asset Management Co., Ltd. for the recovery of 24 households' non-performing

claims including Jiayu Real Estate;

- Represented the Beijing branch of China Cinda Asset Management Co., Ltd. for the Substantial reorganization of the Contemporary Time Pension Community Project;
- Represented the Beijing branch of China Cinda Asset Management Co., Ltd. for the Substantial reorganization of the Wuxi Jinyue Project;
- Represented the Beijing branch of China Cinda Asset Management Co., Ltd. for the debt restructuring of the Elion Group Project;
- Provided legal services for a top tech drone company's debt restructuring;
- Acted for Jiye Changsheng Fund to handle a litigation case over a share repurchase dispute of a listing company on the NEEQ;
- Represented clients for the debt restructuring of Oceanwide Group's Multiple Projects.

Venture Equity Project Exit

Ms. Zhao has assisted clients in the exit of several venture equity projects, and some of the cases are as follows:

- Represented Sequoia and Meituan to handle the exit of their investment projects;
- Represented China Agriculture Fund to handle a litigation case over a share repurchase dispute with Shen Xian Yuan, etc.;
- Represented China Agriculture Fund to handle an arbitration case over a share repurchase dispute with Bao He Tang, etc.;
- Represented China Agriculture Fund to handle a litigation case over a share repurchase dispute with Inner Mongolia Horqin, etc.;
- Represented China Agriculture Fund to handle an arbitration case over a share repurchase dispute with Haisheng Fresh Fruit Juice, etc.;
- Represented Xinhejuli to handle an arbitration case over a share repurchase dispute with Haisheng Fresh Fruit Juic, etc.;
- Represented Xinji Investment to handle an arbitration case over a share repurchase dispute with Haisheng Fresh Fruit Juice, etc.;
- Represented Jiye Changsheng Fund to handle a litigation case over a share repurchase dispute with a listing company on the NEEQ;
- Represented Shanghai Guess Information Technology Service Center (Limited Partnership) to handle a litigation case over a share repurchase dispute;
- Handled a dispute over the contractual operation of the Beijing Dongjiaomin Lane Hotel.

Bankruptcy reorganization, settlement, and liquidation

Ms. Zhao has assisted clients in several large-scale corporate bankruptcy reorganization, settlement, and liquidation projects, and some of the cases are as follows:

- Represented reorganization investors in the bankruptcy reorganization of Tsinghua Unigroup;
- Represented creditors in the bankruptcy reorganization of Peking University Founder Group;
- Represented reorganization investors in part of the asset management affairs after the reorganization of Peking University Founder Group;
- Represented reorganization investors in the bankruptcy reorganization of an IDC data center in Beijing;
- Represented the debt committee of PD Group (601258) in its debt restructuring and bankruptcy reorganization;
- Represented creditors in the bankruptcy liquidation of Cathaysia Securities Limited.

Other Projects

Ms. Zhao sponsored and participated in several non-litigation projects, and some of the cases are as follows:

- Represented China Huarong Asset Management Co., Ltd. with IDG to establish S Fund;
- Represented the Tianjin Branch of China Huarong Asset Management Co., Ltd. to subscribe for S Fund shares;
- Represented the Beijing Branch of China Orient Asset Management Co., Ltd. to acquire S Fund shares;
- Provided permanent legal advisor services for Cinda Capital and special services for many projects of outward investment;
- Represented China Youth Travel Service to acquire the equity of Oriental Wend;
- Legal due diligence project on the equity transfer of China Navy Blue Fun;
- Represented Royal Bank of Scotland to participate in Suzhou Trust (its shareholding company) and HuaYing Securities Project.

Honors

- 🏆 2022-2024 Benchmark Litigation APAC Insolvency - Rankings Firms
- 🏆 2022 ALB China Law Awards: M&A Deal of the Year - Bankruptcy reorganizing project of Tsinghua Unigroup

Social Positions

- Member of the Trust Law Professional Committee, Beijing Bar Association
- Arbitrator of ZCIA

Education

M.A. in Applied Finance, Macquarie University
LL.M., The University of Edinburgh
LL.B., Dongbei University of Finance and Economics

Admissions

PRC Bar

Language
