

Lindsay GAO Partner

Capital Markets | PE/VC, M&A



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Hong Kong

Ms. Lindsay Gao is the head of Merits & Tree Hong Kong. Prior to joining Merits & Tree, Ms. Gao has served as a lawyer and partner in several top-tier Chinese red-circle, UK, and US law firms. Ms. Gao is qualified to practice law in the State of New York in the US, and is also a registered foreign lawyer (New York) in Hong Kong.

Ms. Gao has over a decade of experience in international capital markets and cross-border investment, financing, and M&A deals. Particularly in the field of capital markets, Ms. Gao has accumulated extensive project experience, and has successfully assisted more than a dozen Chinese companies in achieving overseas IPOs. The total financing scale of the listings on the Main Board of The Stock Exchange of Hong Kong Limited and global offerings under Rule 144A and/or Regulation S of the US Securities Act, has exceeded 60 billion Hong Kong dollars. The companies she served cover various industries such as TMT, medical and big health care, finance, education and entertainment, real estate, machinery manufacturing, and energy and minerals. In addition, Ms. Gao is renowned for her ability to draft prospectuses, known for her thorough understanding of the clients' businesses and perfect expression of clients' demands. Ms. Gao was honoured as "The A-List Legal Elite – Growth Drivers" by the China Business Law Journal in 2023.

Achievements

- In equity financing such as IPOs, as the international counsel for issuers or sponsors and underwriters, Ms. Gao has led or participated in the red chip listing projects like Gaush Meditech Ltd, Howkingtech International Holding Limited, Strawbear Entertainment Group, Zhongliang Holdings Group Company Limited, China Gingko Education Group Company Limited, Dafa Properties Group Limited, Zhenro Properties Group Limited, China YuHua Education Corporation Limited, China Logistics Property Holdings Corporation Limited and Hengshi Mining Investments Limited, and H-share listing projects like Sichuan Languang Justbon Services Group Co., Ltd, Guangzhou Rural Commercial Bank Co., Ltd., China Energy Engineering Corporation Limited, China

Railway Signal & Communication Corporation Limited, China Galaxy Securities Co., Ltd., Zhengzhou Coal Mining Machinery Group Company Limited and Inner Mongolia Yitai Coal Co. Ltd..

- In the area of debt financing, Ms. Gao has represented Skyfame Realty (Holdings) Limited, Zhenro Properties Group Limited, Fosun International Limited and Logan Group Company Limited in completing the issuance of US dollar senior notes.
- In the area of M&A, Ms. Gao has represented Tjoy Group for inviting strategic investors through a global bidding, which was then acquired by Coty Group; she acted for Baring Asia, Sequoia Capital, New Horizon Capital and other clients in private equity investments in companies in emerging sectors (such as pharmaceutical and online shopping industries) in China; and she represented the purchaser in strategic acquisitions of preschool education enterprises.

Honors

🏆 2024 China Business Law Journal The A-List: Growth Drivers

Education

LL.M and J.D., Washington University in St. Louis (USA)

LL.B., Jilin University

Admissions

- New York State Bar
- Registered Foreign Lawyer (New York)

Language

Chinese, English