

Haitao LONG Partner

Banking and Finance | PE/VC, M&A Family Law and Wealth Management



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📍 Beijing

Haitao Long is a partner at Merits & Tree. Prior to joining M&T, Mr. Long was an attorney at Zhonglun Law Firm and a managing partner at Hawkhigh Law Firm respectively.

Mr. Long's main practice areas include banking and finance, PE/VC, M&A, family law, and wealth management. His legal services mainly cover trust, securities dealer asset management, fund subsidiary asset management, asset securitization, financial innovation products cooperation of bank and credit, traditional cooperation of government and credit, innovative infrastructure investment and financing, and financial risk asset disposal business. The industries involved mainly include real estate, government platforms, automobile rental, internet finance, education and training, consumer goods, and retail.

The types of clients served by Mr. Long include banking and financial institutions such as joint-stock commercial banks and city cooperative banks; non-bank financial institutions such as trust companies, securities companies, fund companies, fund company subsidiaries, insurance companies, and their asset management companies; private equity investment funds (including corporate funds, partnership funds, and contractual funds); large state-owned enterprises; factoring companies; local financial asset exchanges, etc.

Achievements

Mr. Long participates in the design and provision of full legal services in his main area of practice. The total scale of the successfully raised trust plan and the asset-management plan has reached over 500 billion RMB, and Mr. Long's representative performance is as follows:

Trust and Assets-management

- Real estate trust projects of several trust companies;
- Government-trust cooperation trust projects of several trust companies;
- Mineral energy trust projects of several trust companies;
- Specific asset usufructs trust projects of several trust companies;
- Non-listed company's equity investment trust projects of several trust companies;
- Listed company's stock pledge financing trust projects of several trust companies;
- Listed company's stock private placement trust projects of several trust companies;
- Bill financing trust projects of several trust companies;
- Business innovation projects of several trust companies, including right to use land circulation trust, consumption trust, Internet financing trust, family trust, etc.;
- Targeted asset management plan projects of several securities companies;
- Specific asset management plan projects of several Fund company subsidiaries.

Assets Securitization

- Provided full legal services for the asset support specific plan sponsored by several trust companies, with their legally held trust usufructs on behalf of the trust plan as underlying assets;
- Provided full legal services for the asset support specific plan sponsored by several joint stock commercial banks, with their assets rights of the off-balance-sheet channel as underlying assets;
- Provided full legal services for several commercial banks and trust companies in developing the non-public offering enterprises' asset securitization;
- Provided full legal services for the issuance of asset-backed instruments in the national interbank bond market (ABN) based on multiple trust companies as special purpose vehicles (SPV);
- Participated in and provided legal services for the second batch of pilot credit asset securitization projects, i.e., the first credit asset securitization projects of ICBC, ABC, CITIC, CMB, SPD Bank, and CIB.

Financial Products Innovation in the Area of Bank-Trust Cooperation

- According to the variations of laws, regulations, and policies, provided full legal services for several commercial banks of program adjustment for their in-operation projects, and provided special training on business model adjustment after the renewal of relevant regulations and policies;
- Entrusted by a joint-stock commercial bank, fully untangled the bank's legal risks of all RMB financial products, reviewed all transaction documents and put forward a specific research report on the normative development of RMB financial products;
- Provided full legal services for several commercial banks of the docking project in their structural adjustment, financing innovative RMB financial products and trust products, and asset management products.

Honors

- 🏆 2025 The Legal 500 Banking and Finance - Recommended Lawyer
- 🏆 2018、2020、2022、2023 China Business Law Journal - China Business Law Awards: Structured Finance/Securitisation
- 🏆 2023 China Business Law Journal - China Business Law Awards: Banking and Finance
- 🏆 2023 China Business Law Journal - China Business Law Awards: Asset Management
- 🏆 2022 China Business Law Journal - Deal of the Year: Trust bank product a first
- 🏆 2021 China Business Law Journal - Deal of the Year: First biodiversity-themed charitable trust
- 🏆 2021-2024 LEGALBAND Top Ranked Lawyers - Securitisation & Derivatives: Band 1
- 🏆 2018-2020 LEGALBAND Top Ranked Lawyers - Securitisation & Derivatives: Band 2
- 🏆 2018 LEGALBAND Special Issue: China Top 10 Lawyers - Asset Management
- 🏆 2021 LEGALBAND Special Issue: China Top 15 Lawyers - Asset Management
- 🏆 2022 LEGALBAND Special Issue: China Top 15 Lawyers - Finance and Asset Management
- 🏆 2020、2022 China Business Law Journal The A-List: Growth Drivers

Social Positions

- Director of the Committee for the Guidance on the Development of the Legal Profession and the Management of Law Firms, Beijing Lawyers Association
- President of the Dongcheng Lawyers Association, Beijing

Education

LL.M., University of International Business and Economics

LL.B., University of International Business and Economics

Admissions

PRC Bar

Language

Chinese、English

