

Grow with trust, go global with EY

China Overseas Investment Network



The better the question.
The better the answer.
The better the world works.



Why EY COIN

- Leverage our global network of professionals with deep local experience and industry knowledge
- Rely on our sound credentials and extensive experience in outbound investment and cross-border mergers and acquisitions
- Maintain a focus on the Belt and Road Initiative (BRI) and support Chinese enterprises in strategic planning
- Provide a one-stop service covering all stages of investment, from planning to execution, integration and closing
- Offer dedicated support to help Chinese investors enhance their international investment and management capabilities and succeed in the global market

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Foreword

Amid the wave of diversified global economic development, Chinese enterprises going global has become a key component of national strategy, reflecting the vitality of China's economy and its growing global influence. In recent years, Chinese enterprises have accelerated their pace of going global, steadily expanding their international footprint and playing an increasingly significant role on the world stage. Throughout this journey, we have not only witnessed the rise of China's global presence but also embraced the mission of empowering enterprises to navigate complex international markets and achieve stable, long-term growth.

Guided by the national 15th Five-Year Plan, the internationalization of Chinese enterprises is not only a choice for accessing global markets and identifying new growth opportunities but also an important pathway to strengthen coordination with the domestic real economy and enhance overall competitiveness. By leveraging global resources and markets, Chinese companies can facilitate industrial upgrading at home and foster a positive interplay between domestic and international economic activities.

However, the path forward is fraught with both opportunities and challenges. On the one hand, the vast potential of global markets, the rise of emerging economies and the restructuring of international industrial chains present unprecedented opportunities for development. On the other hand, geopolitical tensions, cultural integration barriers and rising compliance costs pose higher demands on Chinese enterprises.

EY China Overseas Investment Network (COIN), supported by a professional network across more than 90 countries and regions and a team of multilingual, multicultural professionals, is dedicated to provide one-stop, full-lifecycle professional services to support the globalization of Chinese enterprises. With a deep understanding of the multifaceted challenges businesses face in their global expansion, whether in market access, cross-border merger and acquisition (M&A), operational management, or in compliance and risk control, we deliver tailored solutions that address their specific needs.

For Chinese enterprises going global, it is essential not only to harness the momentum of national strategy but also to navigate global competitive landscapes, embracing openness for win-win cooperation and advancing with prudence and responsibility. Amid the profound transformations of our era, EY COIN remains steadfast in its commitment to "Grow with trust, go global with EY," standing as a trusted partner for Chinese enterprises. Together, we strive to tackle the challenges and seize the opportunities of globalization with professional excellence, shaping a better future.

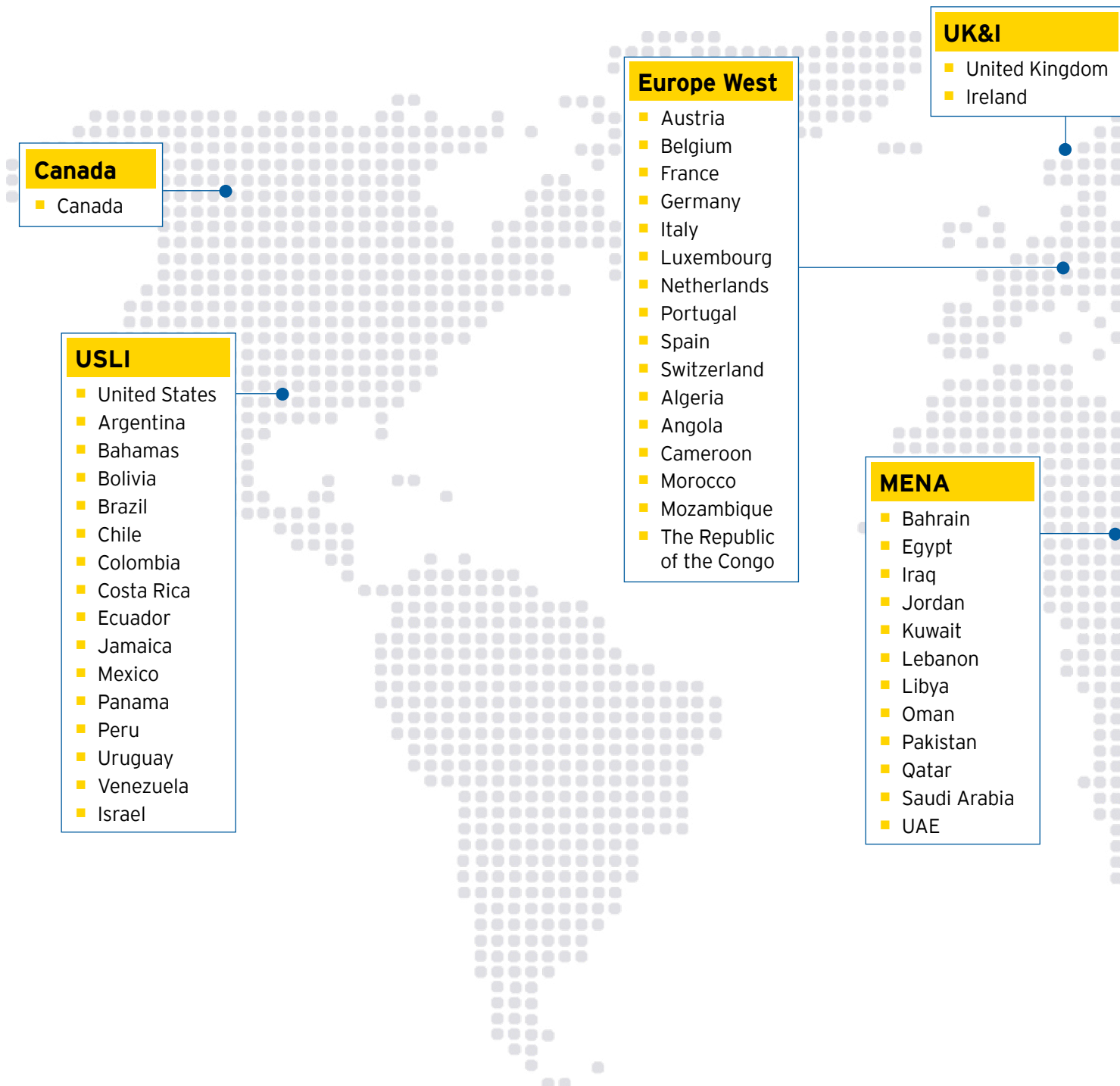


Loletta Chow

Global Leader of China Overseas Investment Network (COIN)
Greater China B&R Task Force Leader

China Overseas Investment Network (COIN)

Established in 2009, EY China Overseas Investment Network (COIN) integrates EY's global resources to support the internationalization of Chinese enterprises. COIN provides end-to-end, one-stop services covering all stages of an investment, from planning to execution, integration and closing, ensuring comprehensive support throughout the entire journey.



COIN service network covers

90+

countries and regions in the
EY global service network

EY has also established a dedicated B&R task force to better support Chinese enterprises in exploring development opportunities in B&R partner countries and regions.



How EY COIN makes a difference

1

Global reach and local expertise

EY global services network and local professionals with deep expertise bring significant benefits to your global investments; EY has a strong presence and rich experience in almost every country in the world. COIN has dedicated local resources in China that are highly experienced in helping Chinese companies with their overseas investment activities.

2

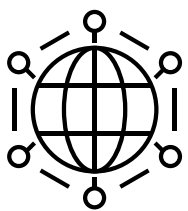
Multilingual and multicultural seamless service teams

EY professionals in Assurance, Consulting, Strategy and Transactions and Tax are proficient in various local languages. Many of them are Chinese-speaking professionals currently based in major destination countries where you may be investing. In the process of cross-border investment, a deep understanding of local cultures forms a critical foundation for achieving commercial objectives and ensuring effective risk management. Beyond our multilingual capabilities, we have developed long-standing, on-the-ground expertise that enables us to understand local customs, business practices, regulatory landscapes and policy environments with precision. Drawing on years of extensive field experience, we help Chinese enterprises overcome cultural barriers and achieve genuine local integration, ensuring that their overseas expansion is steady, efficient and sustainable.

3

Extensive cross-border transaction experience and full coverage of services

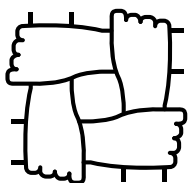
COIN has worked with many Chinese enterprises in their outbound journey, assisting with numerous significant cross-border transactions. EY teams provide strategy and transactions, finance, legal and consulting services, from pre-deal strategic planning, risk assessment and due diligence in the M&A process to asset carve-outs in disposal and spin-off projects, with the aim of improving profitability, enhancing the investment portfolio and realizing sustainable growth. EY professionals possess solid experience in major sectors such as financial services, technology, advanced manufacturing, health care, consumer products, infrastructure, new energy, power and utilities, oil and gas, and mining.



Served

3,800+ Chinese enterprises

in overseas countries and regions



Executed

100,000+ overseas service projects

*Data based on the period from 2022-2025

Proactively supporting the development of the Belt and Road (B&R)

Since the Belt and Road Initiative (BRI) was proposed in 2013, joint efforts from all participating parties have ensured that the initiative consistently upholds the Silk Road spirit of peace and cooperation, openness and inclusiveness, mutual learning and mutual appreciation, and mutual benefit. Guided by the principles of extensive consultation, joint contribution and shared benefits, cooperation under the BRI has continued to deepen - expanding its scope, broadening its reach and elevating its level of engagement. These efforts have yielded significant achievements, strengthening ties among participating countries and regions, and contributing to their economic and social development, thereby embodying China's contribution to the global community. In October 2023, at the Third B&R Forum for International Cooperation, President Xi Jinping announced eight major actions that China would undertake to support the high-quality co-construction of the B&R**.

The EY B&R professional services teams have extensive experience in assisting Chinese enterprises as they invest and operate in the sectors of infrastructure, energy, financial services, telecommunications and manufacturing in these B&R markets.

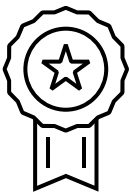
In recent years, services provided by the EY network have covered 90% of the countries and regions along the B&R. EY professional teams provide advice and assistance regarding strategic planning, risk management and structured investment management frameworks to help Chinese enterprises in their business endeavors in B&R markets.



Helping

2,100+ Chinese enterprises

expand their business in B&R partner countries and regions



Engaged in

52,000+ service projects

Industry focus



Technology, Media & Entertainment, Telecommunications (TMT)



Industrials & Energy



Consumer & Health



Infrastructure



Financial Services



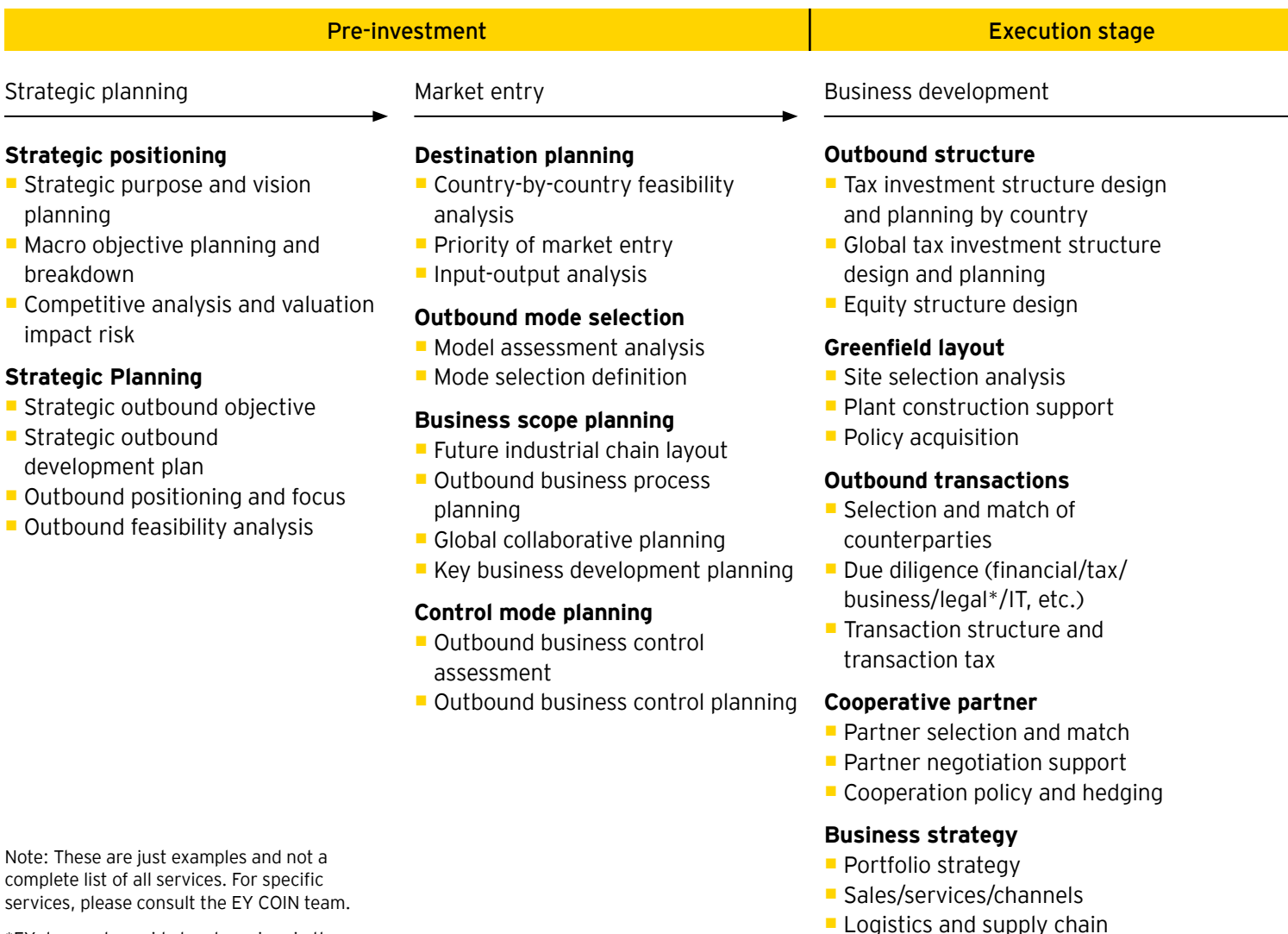
Private Equity

**Source: B&R Portal



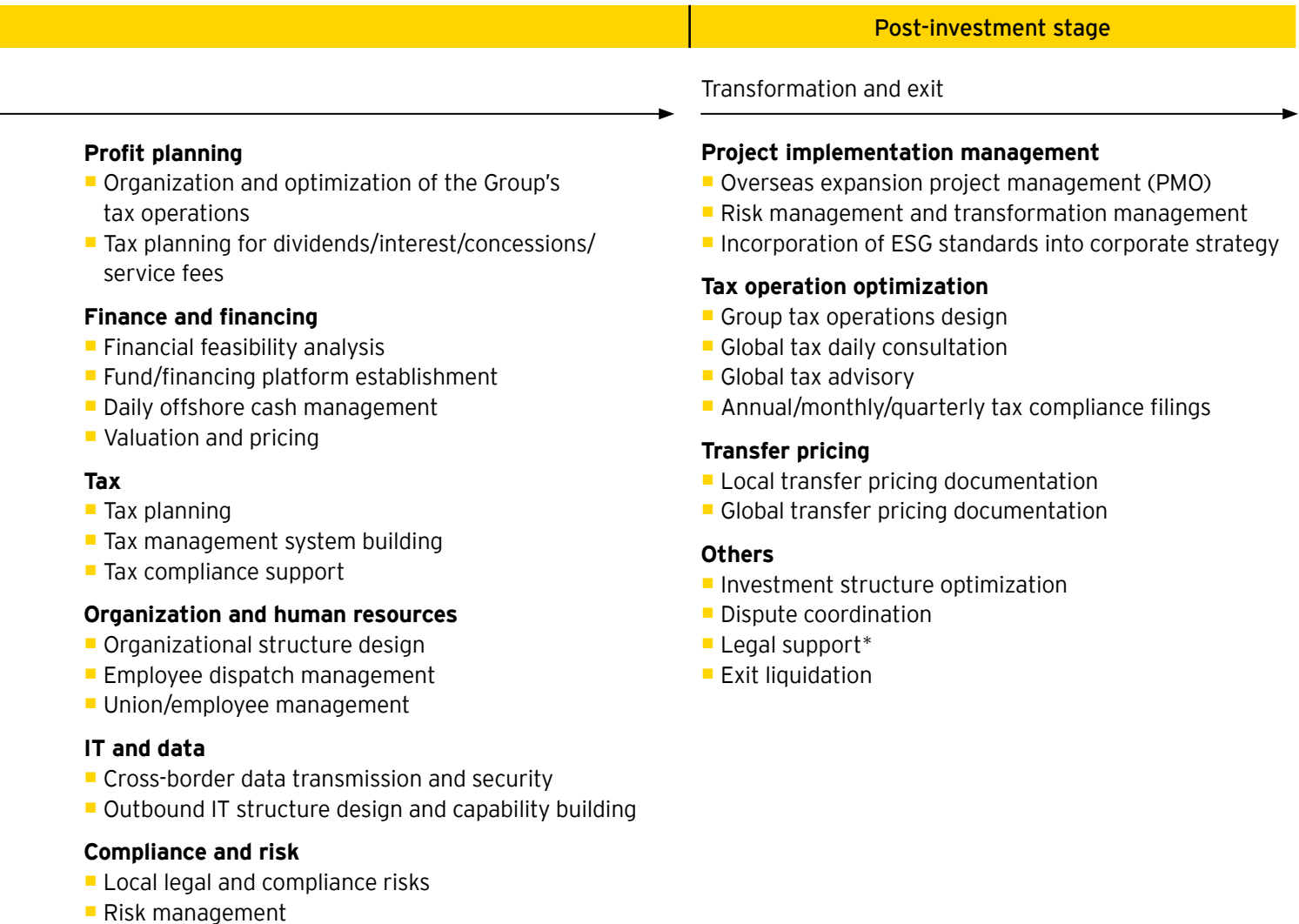
EY one-stop services

Chinese businesses that plan to invest overseas face a wide range of challenges. EY COIN offers a wide spectrum of professional services to help address these challenges, covering all stages of overseas investment, from strategic planning, market entry and business development to transformation and exit.



Note: These are just examples and not a complete list of all services. For specific services, please consult the EY COIN team.

*EY does not provide legal services in the Chinese mainland.





An introduction of EY outbound framework

Built on the pillars of systematization and practicality, the EY outbound framework is elaborately designed around the principles of “1 objective, 2 principles, 3 dimensions, 4 stages and 5 competencies” to provide **a comprehensive, scientific and efficient outbound guidance for enterprises.**

1 Objective

Aim to promote the efficient integration of Chinese enterprises into the global market for sustainable development.

2 Principles

Emphasize client and demand orientation, and collaborative innovation for long-term empowerment.

3 Dimensions

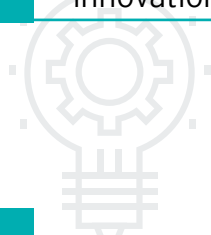
Cover strategic, tactical and executive levels.

4 Stages

Include strategic planning, market entry, business development, and closing and transition stages.

5 Competencies

Focus on strategic trading, compliance risk, finance, taxation and human resources, global chain, and digital and smart globalization.





Promote the efficient integration of Chinese enterprises into the global market to achieve sustainable development.



Client and demand orientation



Collaborative innovation for long-term empowerment

Strategy

Addressing “why” issues, including strategic target setting, business layout planning, portfolio decisions and more.

Tactic

Addressing “how” issues, including business strategy development, professional functional blueprints, project strategy development and related activities.

Execution

Addressing “what” issues, including specific functional operations, supporting system construction, implementation and execution details.

Strategic trading

Market entry

Business development

Transformation and exit

Strategic trading

Achieve key transactions such as cross-border M&A, investment and cooperation to enhance competitiveness, expand networks and acquire resources through precise strategy, flexible negotiation and resource integration.

Compliance & risk

Identify, assess and respond to legal, fiscal, financial, human resources, supply chain, environmental, data transmission and cybersecurity risks arising from violations of laws, regulations and regulatory requirements in different countries and regions.

Finance, taxation & human resources

Integrate financial, tax and human resource management in cross-border operations to optimize the allocation of resources, improve operational efficiency and enhance corporate competitiveness.

Global chain

Integrate global resources, optimize procurement, production, logistics and sales, and deliver products and services to global customers efficiently and cost-effectively.

Digital-enabled globalization

Enhance operational efficiency and competitiveness through the integration of information and the application of digital technologies to achieve process optimization, data sharing and collaboration on a global scale.

EY – A globally integrated professional services organization

Embracing our heritage, shaping the future

EY member firms in the Greater China region are owned and managed by local Partners. Working across assurance, consulting, strategy, tax and transactions, we ask better questions to find new answers for the complex issues facing our world today.

In 1968, EY embarked on a remarkable journey in the Greater China region. For over half a century, we have established ourselves as a trusted partner and advisor to businesses in the region, delivering seamless and exceptional multidisciplinary services. Our success today has been achieved through our relentless attention to talent development, ongoing commitment to innovation, social responsibility and long-term value creation, as well as continuous contributions to fostering high quality and sustainable growth.

With 24,000 professionals and more than 1,000 Partners in the EY Greater China Region, we support our clients through 34 office locations: Beijing, Shanghai, Hong Kong, Shenzhen, Guangzhou, Macau, Changsha, Chengdu, Chongqing, Dalian, Haikou, Hangzhou, Hefei, Jinan, Kunming, Nanjing, Ningbo, Qianhai, Qingdao, Shenyang, Suzhou, Taiyuan, Tianjin, Wuhan, Xiamen, Xi'an, Zhengzhou, Hsinchu, Kaohsiung, Taichung, Tainan, Taipei, Taoyuan and Ulaanbaatar.

We will continue to build on our unique strengths, positively impact the communities in which we operate, build trust in capital markets and play our part in advancing the region's sustainable growth.



24,000
Professionals



1,000+
Partners



34
Office locations



EY Global COIN Network

Find out more about EY China Overseas Investment Network,
Please browse website: ey.com/en_cn/coin or contact:

China



Jack Chan
Chairman, China
Regional Managing Partner,
Greater China
EY Global Growth Markets
Council Member
+86 10 5815 4057
jack.chan@hk.ey.com
Beijing



Loletta Chow
Global COIN Leader
+852 2629 3133
loletta.chow@hk.ey.com
Hong Kong



Jesse Lv
Global COIN Tax Leader
+86 21 2228 2798
jesse.lv@cn.ey.com
Shanghai



Alex Jiang
Global COIN Financial Services
Leader
+86 21 2228 2963
alex.jiang@cn.ey.com
Shanghai



Ben Kwan
Strategy and Transaction
Services Leader, Greater China
+852 2849 9223
ben.kwan@parthenon.ey.com
Hong Kong



Alex Zhu
Energy & Resources co-leader
Infrastructure Advisory leader
Greater China
+86 10 5815 3891
alex.zhu@cn.ey.com
Beijing



Andrew Choy
International Tax and Transaction
Services Leader, Greater China
Tax Services Leader, China North
+86 10 5815 3230
andrew.choy@cn.ey.com
Beijing



Julie Hao
Co-leader
China Tax Outbound Center
+86 10 5815 2805
julie.hao@cn.ey.com
Beijing



Soon Yen Chong
International Tax and Transaction
Services Partner
Ernst & Young (China)
Advisory Limited
+86 21 22288789
soonyen.chong@cn.ey.com
Shanghai



Eric Chia
Consulting Markets Leader,
Greater China
+86 21 2228 3388
eric.chia@hk.ey.com
Shanghai



Lawrence Lau
Financial Accounting Advisory
Services Leader, Greater China
+86 21 2228 2816
lawrence.lau@cn.ey.com
Shanghai



Wood Zhang
Assurance Services Markets
Leader, China North
+86 10 5815 2086
wood.zhang@cn.ey.com
Beijing

Global



Shau Zhang

USLI COIN Leader
+1 617 375 3792
xiaoqing.zhang@ey.com
Boston, USA



Yew Kiang Chan

Asia East COIN Leader
+65 6309 6564
yew-kiang.chan
@sg.ey.com
Singapore



John Li

Oceania COIN Leader
+61 2 9248 5008
john.li@au.ey.com
Sydney, Australia



Yi Sun

Europe West
COIN Leader
+49 211 9352 20153
yi.sun@de.ey.com
Dusseldorf, Germany



Angela Li

UK&I COIN Leader
+44 20 7951 8864
ali3@uk.ey.com
London, UK



Qinghua Xu-Pionchon

Europe COIN Leader
+33 1 4693 4363
qinghua.xu-pionchon
@fr.ey.com
Paris, France



Martin Cardell

Europe Central COIN
Co-Leader
+46 31 637 733
martin.cardell
@se.ey.com
Göteborg, Sweden



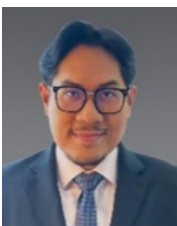
Adam Brożek

Europe Central COIN
Co-Leader
+48 662 246 408
adam.brozek@pl.ey.com
Warszawa, Poland



Akhil Sambhar

Africa India COIN Leader
+91 124 443 4223
akhil.sambhar
@in.ey.com
Noida, India



Omar Hisham

MENA COIN
Co-Leader
+96 611 260 5783
omar.hisham@sa.ey.com
Riyadh, KSA



Chao Li

MENA COIN
Co-Leader
+96 611 260 5610
chao.li@sa.ey.com
Riyadh, KSA



Eric Xiao

Canada COIN Leader
+1 416 943 2943
eric.c.xiao@ca.ey.com
Toronto, Canada



Janice Stein Vidal

LATAM COIN Leader
+56 22 676 1334
janice.stein@cl.ey.com
Santiago, Chile



Fernanda Chang

LATAM COIN
Deputy Leader
+55 11 2573 3011
fernanda.chang
@br.ey.com
San Paulo, Brazil

EY Greater China Belt and Road Task Force



Hong Kong

Loletta Chow

Belt and Road Task Force Leader
+852 2629 3133
loletta.chow@hk.ey.com



Beijing

Jane Yang

Government and Public Sector and Infrastructure Leader
Belt and Road Task Force
+86 10 5815 3331
jane-sj.yang@cn.ey.com



Hong Kong

Ben Kwan

SaT and Digital Innovation Leader
Belt and Road Task Force
+852 2849 9223
ben.kwan@parthenon.ey.com



Beijing

Alex Zhu

Investment and Merger & Acquisition Services Leader
Belt and Road Task Force
+86 10 5815 3891
alex.zhu@cn.ey.com



Beijing

Andrew Choy

International Tax and Transaction Services Leader
Belt and Road Task Force
+86 10 5815 3230
andrew.choy@cn.ey.com



Beijing

Julie Hao

Power and Infrastructure Tax Services Leader
Belt and Road Task Force
+86 10 5815 2805
julie.hao@cn.ey.com



Shanghai

Soon Yen Chong

ASEAN Tax Services Leader
Belt and Road Task Force
+86 21 2228 8789
soonyen.chong@cn.ey.com



Shanghai

Alex Jiang

Financial Services Leader
Belt and Road Task Force
+86 21 2228 2963
alex.jiang@cn.ey.com



Beijing

Yan Wang

Feasibility Study and Valuation Services Leader
Belt and Road Task Force
+86 10 5815 4975
yan-wy.wang@cn.ey.com



Beijing

Sam Shiao

ESG Services Leader
Belt and Road Task Force
+86 10 5815 4709
sam.shiao@cn.ey.com



Beijing

Lara Yu

Government and Public Sector Services Leader
Belt and Road Task Force
+86 10 5815 3126
lara.yu@cn.ey.com



Shanghai

Bryant Zhou

Government and Public Sector Services Leader
Belt and Road Task Force
+86 21 2228 2062
bryant.zhou@cn.ey.com



Shanghai

Roy Shao

Digital Transformation Strategy Leader
Belt and Road Task Force
+86 21 2228 2516
roy.shao@cn.ey.com



Hong Kong

Sky So

Financial Services Leader
Belt and Road Task Force
+852 2849 9217
sky.so@hk.ey.com

Global network*

USLI

United States

Shau Zhang
Partner, EY US
+1 617 375 3792
xiaoqing.zhang@ey.com
Boston

Ella Zhou
Partner, EY US
+1 212 773 8217
ella.zhou@ey.com
New York

Peng Li
Partner, EY US
+1 312 879 3840
peng.li@ey.com
Chicago

Patrick Quay
Partner, EY US
+1 212 773 1867
patrick.quay@ey.com
New York

Jan Zhao
Partner, EY US
+1 212 773 2915
xiaojian.zhao@ey.com
New York

Chris Lallo
Partner, EY US
+1 713 750 5159
chris.lallo@ey.com
Houston

Michelle Wang
Executive Director, EY US
+1 313 628 8079
michelle.wang@ey.com
Detroit

Annie Li
Executive Director, EY US
+1 312 879 5903
annie.li@ey.com
Chicago

Lynne Wang
Executive Director, EY US
+1 408 947 6705
lynne.wang@ey.com
San Jose

Susan Thibodeaux
Executive Director, EY US
+1 713 750 4876
susan.thibodeaux@ey.com
Houston

Hui Yu
Executive Director, EY US
+1 571 633 6320
hui.yu1@ey.com
McLean

Jin Zheng
Executive Director, EY US
+1 214 969 8318
jin.zheng1@ey.com
Dallas

Katherine Wu
Executive Director, EY US
+1 732 516 4748
katherine.wu@ey.com
Iselin

Ashley Xiong
Senior Manger, EY US
+1 212 773 5566
ashley.xiong@ey.com
New York

Yi Huang
Senior Manger, EY US
+1 571 633 6360
yi.huang@ey.com
Chicago

Peyton Li
Senior Manger, EY US
+1 201 551 5362
peyton.li@ey.com
Hoboken

Eric Shi
Senior Manger, EY US
+1 201 551 5648
eric.shi@ey.com
Hoboken

Echo Liu
Senior Manger, EY US
+1 206 654 7716
echo.liu@ey.com
Seattle

Hong Zhou
Senior Manger, EY US
+1 813 204 6188
hong.zhou1@ey.com
Tampa

Steven Chan
Senior Manger, EY US
+1 213 240 7135
steven.chan@ey.com
Los Angeles

Emily Mi
Senior Manger, EY US
+1 415 894 8871
emily.mi@ey.com
San Jose

Lily Lu
Manger, EY US
+1 617 375 3752
lily.lu1@ey.com
Boston

Charlie Xiong
Manger, EY US
+1 312 892 2519
charlie.xiong@parthenon.ey.com
Chicago

Bolivia

Javier Iriarte J.
Partner, EY Bolivia
+591 2 243 4313
javier.iriarte@bo.ey.com
La Paz

Juan Pablo Vargas
Partner, EY Bolivia
+591 2 243 431
juan.vargas@bo.ey.com
La Paz

Brazil

Fernanda Chang
Partner, EY Brazil
+55 11 2573 3011
fernanda.chang@br.ey.com
Sao Paulo

Argentina

Javier Sabin
Partner, EY Argentina
+54 11 4318 1658
javier.sabin@ar.ey.com
Buenos Aires

Elizabet Lozada
Partner, EY Argentina
+54 11 4510 2201
elizabet.lozada@ar.ey.com
Buenos Aires

Pablo De Gregorio
Partner, EY Argentina
+54 11 4510 2326
pablo.degregorio@parthenon.ey.com
Buenos Aires

Chile

Janice Stein Vidal
Partner, EY Chile¹
+56 22 676 1334
janice.stein@cl.ey.com
Santiago

Oscar Galvez
Partner, EY Chile²
+56 02 676 1446
oscar.galvez@cl.ey.com
Santiago

Vera Zhang
Senior Manger, EY Chile¹
+56 23 319 7756
vera.zhang@parthenon.ey.com
Santiago

Longyan Shen
Associate Director, EY Chile¹
+56 22 676 1586
longyan.shen@cl.ey.com
Santiago

Israel

Yoav Ben-Yeshaya
Partner, EY Israel
+972 3 568 0995
yoav.ben-yeshaya@il.ey.com
Tel Aviv

Caribbean

Wade George
Partner, EY Trinidad and
Tobago
+1 868 822 6204
wade.george@tt.ey.com
Port of Spain

*Please refer to the notes on P.23 for EY's legal entity names in different countries and regions

Ecuador

Javier Salazar
Partner, EY Ecuador
+59 32 255 5553
javier.salazar@ec.ey.com
Quito

Alexis Carrera
Partner, EY Ecuador
+59 39 9565 3220
Alexis.Carrera@ec.ey.com
Quito

Mexico

Ari Saks Gonzalez
Executive Director, EY Mexico
+52 551 101 6418
ari.b.saks.gonzalez@mx.ey.com
Mexico City

Mian Zhu
Executive Director, EY Mexico
+52 551 101 7400
mian.zhu@mx.ey.com
Mexico City

Jiawen Shao
Senior Manager, EY Mexico
+52 557 906 5014
jiawen.shao@mx.ey.com
Mexico City

Peru

Fernando Tori
Partner, EY Peru
+51 1 411 4479
Fernanda.tori@pe.ey.com
Lima

Enrique Oliveros
Partner, EY Peru
+51 1 411 4417
enrique.oliveros@pe.ey.com
Lima

Carmen Lian
Senior Manager, EY Peru
+51 1411 4444
carmen.lian@pe.ey.com
Lima

Canada

Canada

Eric Xiao
Partner, EY Canada
+1 416 943 2943
eric.c.xiao@ca.ey.com
Toronto

Janet Zhu
Partner, EY Canada
+1 416 943 7149
janet.zhu@ca.ey.com
Toronto

Barry Munro
Partner, EY Canada
+1 403 206 5017
barry.g.munro@ca.ey.com
Calgary

Allen Yao
Partner, EY Canada
+1 416 943 3470
allen.yao@parthenon.ey.com
Toronto

Jason Zhu
Partner, EY Canada
+1 416 932 6204
jason.zhu@ca.ey.com
Toronto

Wei Wang
Partner, EY Canada
+1 416 943 2275
wei.wang@parthenon.ey.com
Toronto

Europe West

Belgium

Hendrik Serruys
Partner, EY Belgium
+32 479 982 950
hendrik.serruys@be.ey.com
Antwerp

Ronghui Xu
Associate Director, EY Belgium
+32 3 270 1258
ronghui.xu@be.ey.com
Brussels

France

Qinghua Xu-pionchon
Partner, EY France
+33 1 4693 4363
qinghua.xu-pionchon@fr.ey.com
Paris

Pierre Abily
Partner, EY France
+33 1 46 93 50 05
pierre.abily@fr.ey.com
Paris

Stéphane Roubi
Partner, EY France
+33 1 55 61 05 84
stephane.roubi@fr.ey.com
Paris

Jingjing Yu
Associate Director, EY France
+33 1 469 342 66
jingjing.yu@fr.ey.com
Paris

Germany

Yi Sun
Partner, EY Germany¹
+49 211 935 220 153
yi.sun@de.ey.com
Dusseldorf

Robert Wienken
Partner, EY Germany²
+49 6196 996 25367
robert.wienken@de.ey.com
Frankfurt

Christian Biel
Partner, EY Germany³
+49 221 2779 25676
christian.biel@de.ey.com
Köln

Esther Xiang
Manager, EY Germany⁴
+49 619 6996 18765
esther.xiang@de.ey.com
Frankfurt

Italy

Umberto Nobile
Partner, EY Italy
+39 028 0669 3744
umberto.nobile@it.ey.com
Milano

Alessia Pastori
Associate Partner, EY Italy
+39 028 514 9363
alessia.pastori@it.ey.com
Milano

Zhuoqun Wang
Manager, EY Italy
+39 028 514 9481
zhuoqun.wang@it.ey.com
Milano

Liangyu Wu
Senior, EY Italy
+39 028 514 9355
liangyu.wu@it.ey.com
Milano

Luxembourg

Jingya Zhang
Assistant Director,
EY Luxembourg
+352 42 124 8926
jingya.zhang@lu.ey.com
Luxembourg

Netherlands

Bas Leenders
Partner, EY Netherlands
+31 621 252 694
bas.leenders@nl.ey.com
Amsterdam

Yee Man Tang
Partner, EY Netherlands
+31 884 071 415
yee.man.tang@nl.ey.com
Amsterdam

Dolores van Dongen
Associate Director,
EY Netherlands
+31 629 083 734
dolores.van.dongen@nl.ey.com
Amsterdam

Stephanie Wong
Senior Manager, EY Netherlands
+31 6 2123 8031
stephanie-cm.wong@cn.ey.com
Amsterdam

Daniel Lam
Manager, EY Netherlands
+31 884 075 935
daniel.lam@nl.ey.com
Amsterdam

Portugal

Luis Florindo
Executive Director, EY Portugal
+351 217 949 333
luis.florindo@pt.ey.com
Lisbon

Spain

Joan Tubau Roca
Partner, EY Spain
+34 9336 63725
joan.tubauroca@es.ey.com
Barcelona

Switzerland

Hubert Stadler
Partner, EY Switzerland
+41 79 769 6351
hubert.stadler@ch.ey.com
Zurich

UK&I

UK

Angela Li
Partner, EY UK
+44 20 7951 8864
ali3@uk.ey.com
London

Jun Zhang
Director, EY UK
+44 20 7951 8749
jzhang@uk.ey.com
London

Europe Central

Czech Republic

Jan-Willem Eykma
Director, EY Czech Republic
+420 225 335 839
janWillem.eykma@cz.ey.com
Prague

Greece

Sofia Kalomenides
Partner, EY Greece
+30 21 0288 6199
sofia.kalomenides@gr.ey.com
Athens

Poland

Adam Brozek
Director, EY Poland
+48 225 577 467
adam.brozek@pl.ey.com
Warszawa

QI He

Senior, EY Poland
+48 573 339 133
qi.he@pl.ey.com
Warszawa

Serbia

Ivan Rakic
Partner, EY Serbia
+38 111 2095 794
ivan.rakic@rs.ey.com
Belgrade

Sweden

Martin Cardell
Partner, EY Sweden
+46 70 3517 733
martin.cardell@se.ey.com
Göteborg

Yafen Geng

Manager, EY Sweden
+46 8 5232 5456
yafen.geng@se.ey.com
Göteborg

Turkey

Erkan Baykus
Partner, EY Turkey²
+90 312 286 3800
erkan.baykus@tr.ey.com
Istanbul

Uzbekistan

Sergey Bachmanov
Partner, EY Uzbekistan
+998 78 140 64 82
sergey.bachmanov@uz.ey.com
Tashkent

MENA

Saudi Arabia

Omar Hisham
Director, EY KSA
+966 11 260 5783
omar.hisham@sa.ey.com
Riyadh

Chao Li

Senior Manager, EY KSA
+966 11 260 5610
chao.li@sa.ey.com
Riyadh

Aurelia Chen

Manager, EY UAE
+971 (0)508282269
aurelia.chen@ae.ey.com
Dubai

Africa India

India

Akhil Sambhar
Partner, EY India
+91 124 671 4223
akhil.sambhar@in.ey.com
Noida

Ernyu Yin

Senior Manager, EY India
+91 120 671 7000
yin.yu@in.ey.com
Noida

Greater China

Loletta Chow
Partner, EY Hong Kong
+852 2629 3133
loletta.chow@hk.ey.com
Hong Kong

Jesse Lv

Partner, EY China
+86 21 2228 2798
jesse.lv@cn.ey.com
Shanghai

Alex Jiang

Partner, EY HM
+86 21 2228 2963
alex.jiang@cn.ey.com
Shanghai

Ben Kwan

Partner, EY Hong Kong
+852 2849 9223
ben.kwan@parthenon.ey.com
Hong Kong

Alex Zhu

Partner, EY China
+86 10 5815 3891
alex.zhu@cn.ey.com
Beijing

Andrew Choy

Partner, EY China
+86 10 5815 3230
andrew.choy@cn.ey.com
Beijing

Julie Hao

Partner, EY China
+86 10 5815 2805
julie.hao@cn.ey.com
Beijing

Soon Yen Chong

Partner, EY China
+86 21 2228 8789
soonyen.chong@cn.ey.com
Shanghai

Eric Chia

Partner, EY China
+86 21 22 28 3388
eric.chia@hk.ey.com
Shanghai

Lawrence Lau

Partner, EY HM
+86 21 2228 2816
lawrence.lau@cn.ey.com
Shanghai

Wood Zhang
Partner, EY HM
+86 10 5815 2086
wood.zhang@cn.ey.com
Beijing

Jane Yang
Partner, EY HM
+86 10 5815 3331
jane-sj.yang@cn.ey.com
Beijing

Yan Wang
Partner, EY China
+86 10 5815 4975
yan-wy.wang@cn.ey.com
Beijing

Sam Shiao
Partner, EY China
+86 10 5815 4709
sam.shiao@cn.ey.com
Beijing

Sky So
Partner, EY Hong Kong
+852 2849 9217
sky.so@hk.ey.com
Hong Kong

Roy Shao
Partner, EY China
+86 21 2228 2516
roy.shao@cn.ey.com
Shanghai

Lara Yu
Partner, EY China
+86 10 5815 3126
lara.yu@cn.ey.com
Beijing

Bryant Zhou
Partner, EY China
+86 21 2228 2062
bryant.zhou@cn.ey.com
Shanghai

Ho Sing Mak
Partner, EY China
+86 755 2502 8289
ho-sing.mak@cn.ey.com
Shenzhen

Judy Hou
Partner, EY China
+86 21 2228 2826
judy.hou@cn.ey.com
Shanghai

Connie Cai
Partner, EY China
+86 20 2881 2873
connie.cai@cn.ey.com
Guangzhou

Dorothy Sum
Partner, EY China
+86 138 2883 0211
dorothy-ln.sum@cn.ey.com
Shenzhen

Alex Lu
Associate Partner, EY HM
+86 10 5815 3132
alex.lu@cn.ey.com
Beijing

Nina Zhao
Associate Director, EY HM
+86 10 5815 4954
nina.zhao@cn.ey.com
Beijing

Qiaochu Yuan
Senior Manager, EY China
+31 6 29083252
qiaochu.yuan2@cn.ey.com
Shanghai

Oceania

Australia

John Li
Partner, EY Australia
+61 2 9248 5008
john.li@au.ey.com
Sydney

Catherine Qian
Director, EY Australia
+61 2 8295 6896
catherine.qian@au.ey.com
Sydney

New Zealand

Andrew Taylor
Partner, EY New Zealand
+64 9 348 8038
andrew.taylor@nz.ey.com
Auckland

Ivan Gan
Senior Manager,
EY New Zealand
+64 22 032 0737
ivan.gan1@nz.ey.com
Auckland

Asia East

Korea

Jee Hoon Kim
Partner, EY Korea
+82 2 3787 6745
jee-hoon.kim@kr.ey.com
Seoul

Japan

Xiao Wu
Director, EY Japan
+81 90 1283 3918
xiao.wu2@jp.ey.com
Osaka

Cambodia

Sinratana Lan
Partner, EY Cambodia
+855 2321 7814
sinratana.lan@kh.ey.com
Phnom Penh

Indonesia

Peter Surja
Partner, EY Indonesia
+62 21 5289 4012
peter.surja@id.ey.com
Jakarta

Elly Djoenaidi
Partner, EY Indonesia
+62 21 5289 5590
elly.djoenaidi@id.ey.com
Jakarta

Malaysia

Chua Meng Hui
Partner, EY Malaysia
+603 7495 8261
meng-hui.chua@my.ey.com
Kuala Lumpur

Myanmar

Tin Win
Partner, EY Myanmar
+951 371 293
tin.win@mm.ey.com
Yangon

Philippines

Fidela Francisca I Reyes
Partner, EY Philippines
+63 917 894 8204
fidela.t.isip-reyes@ph.ey.com
Makati

Jonathan T Bino
Partner, EY Philippines
+63 917 554 0847
jonathan.t.bino@ph.ey.com
Makati

Singapore

Yew Kiang Chan
Partner, EY Singapore
+65 6309 6564
yew-kiang.chan@sg.ey.com
Singapore

Thailand

Su San Leong
Partner, EY Thailand
+662 264 9090
su-san.leong@th.ey.com
Bangkok

Forrest Liu
Senior Manager, EY Thailand
+668 4090 7298
forrest.liu@th.ey.com
Bangkok

Vietnam

Truong Duc Le
Partner, EY Vietnam
+84 24 3211 6655
truong.duc.le@vn.ey.com
Hanoi

Owen Tsao
Director, EY Vietnam
+886 2 2757 8888, 65207
owen.tsao@vn.ey.com
Ho Chi Minh City

Sri Lanka

Anoji De Silva
Partner, EY Sri Lanka
+94 112 463 500
anoji.de.silva@lk.ey.com
Colombo

Notes

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