

# Global Counsel's China credentials

Global Counsel helps companies and investors across a wide range of sectors anticipate geopolitical, economic and policy trends in and around China. We identify and assess risks and opportunities in the country and help devise market and regional strategies to optimise client exposure. We also serve as a sounding board to senior decision makers in global organisations, providing an external perspective on China.

Drawing on expertise from across GC's five offices, our experts and senior advisers have experience in government, diplomacy, banking and investment research and are supported by a network in China and wider Asia.

## OUR OFFERING

### MACRO & POLITICAL ANALYSIS

We provide regular insight on policy developments in China as well as on the country's macro-economic outlook and external relations - and how these shape trade and investment flows.

We offer sectoral assessments and deep dives, offering a view on the policy trends, opportunities and risks across different industries.

We also provide strategic planning support to help investors and corporate leaders with long-term business decisions.

### INVESTMENT DUE DILIGENCE & SUPPORT

We provide due diligence support to investors looking at a specific asset in China. These assessments focus on how policy, regulatory and geopolitical developments may impact the asset over the investment horizon.

We test wider investment theses to add external challenge to an internal ideation process.

We also support foreign firms in finding suitable JV partners as they seek entry into the Chinese market.

### REGIONAL STRATEGY

We help organisations build resilience in their wider Asia operations, providing support for regional supply chain and business structuring as well as capital allocation decisions that take into account changing economic and regulatory conditions.

We advise clients on wider regional trends and market opportunities and how China fits into an organisation's wider regional portfolio strategy.

### CORPORATE ENGAGEMENT

We undertake stakeholder mapping exercises and offer engagement support. Drawing on our local network, this can include preparation material and on-the-ground support during trips to China.

We provide pithy executive briefings and talking points that help business leaders 'get smart quick' ahead of country visits and events such as the China Development Forum and engage effectively in corporate diplomacy.

## OUR EXPERIENCE



Assessing the future of China's VIE structure and risk-mapping the country's real estate sector for a British hedge fund



Contextualising China's intellectual property ecosystem in the biotech sector for a global pharmaceutical business



Scenario planning various China-Taiwan cross straits tensions and their impacts on the investments for a multi-billion global family office



Tracking policies related to China's technology sector for a global venture capital fund



Advisory support around the risks and opportunities on a Chinese investment for a Eurasia-focused insurtech company

## OUR TEAM



### HOUSTON HUANG

Houston is a Senior Adviser working with companies doing business in China. He most recently served as CEO and head of investment banking at JP Morgan Securities China. He spent five years at Goldman Sachs as Head of the China Diversified Industrial Group. Prior to this, he was senior managing director at China International Capital Corporation, overseeing project financing and investment banking business.



### KEITH ZHAI

Keith is a Senior Adviser helping clients to decipher the impact of Chinese domestic political developments and policy change on their way of doing business in the country. He brings over two decades of experience, having won multiple awards as a journalist reporting for The Wall Street Journal, Bloomberg, South China Morning Post and Thomson Reuters on the interplay of China's internal politics and its global interactions.



### ANDREW YEO

Andrew is Asia Practice Director working with international corporates and investors to navigate policymaking in China, and coordinates with international colleagues to scale Asian businesses abroad. He also works with startups and is an advisor to Thryft, a sustainable e-commerce platform in Asia and a Singapore director to Qumata, an insurtech business with a global footprint.



### DAVID SKILLING

David is a Senior Adviser bringing over 25 years of experience in the Asia Pacific helping governments, firms, and financial institutions to interpret and find opportunities in geopolitical and geoeconomic dynamics. He has served as senior adviser to the Secretary of Foreign Affairs and Trade in New Zealand.



### YING STATON

Ying is an Adviser, having previously led GC's Asia practice with a focus on commodities and sustainability. She is currently Head of Corporate Development at Plastic Energy. She started her career in the British government, where she led research at 10 Downing St under Prime Minister David Cameron.



### JENS PRESTHUS

Jens is an Associate Director working with clients on macroeconomic, political and geopolitical developments. He writes GC's 'China Monthly Insights' note setting out new policy, reform initiatives and economic data to clients.



### MARISSA LEE

Marissa is an Associate Director. At GC she supports clients in ESG, business and regulatory due diligence in China and Hong Kong. Previously Marissa covered companies and markets for Singapore Press Holdings and alternative assets at Preqin.



### JIAYU LI

Jiayu is a Senior Associate working with clients to analyse macroeconomic policy developments, specialising in China. Prior to joining GC, she worked in commodities, providing advice on on-the-ground market development in the industry in China.



### NICHOLAS LEE

Nicholas is a Senior Associate supporting clients in navigating technology policy in China with years of due diligence experience. He previously worked in the Group Chief Corporate Officer's Office at Sea Limited, a leading global consumer internet company.

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# About Global Counsel

Global Counsel is a  
strategic advisory business.

We help companies and investors across a wide range of sectors anticipate the ways in which politics, regulation and public policymaking create both risk and opportunity – and to develop and implement strategies to meet these challenges. Our team has experience in politics and policymaking in national governments and international institutions backed with deep regional and local knowledge.

**Our offices in Brussels, London, Singapore, Washington DC and Doha are supported by a global network of policymakers, businesses and analysts.**

**Contact us at [info@global-counsel.com](mailto:info@global-counsel.com) to learn more about how we can work together.**

