
Robert Smith



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EY Han Young

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Robert Smith has worked with EY for over 25 years in various roles with almost 20 years of international experience helping advise clients to navigate the complex regulatory regimes on a global basis. He is an accomplished practice leader and market facing Partner who has built diverse teams and worked closely with the Authorities in many countries to provide technical and practical training.

Robert began his career as an auditor and then transferred to the tax practice to focus on indirect taxes (VAT/GST, global trade, customs and excise taxes) in Asia-Pacific for over 15 years, based in Hong Kong, Korea and Shanghai. Robert was the founding Partner of EY's Indirect Tax Practice in China and was EY's Asia-Pacific Indirect Tax Leader for seven years – where he worked on many projects over the years in Korea, built the market leading China indirect tax practice, oversaw China VAT reform, delivered on Malaysia GST and more. Robert returned to the US (California and New York) in 2015 to lead the Global Trade and VAT Practice in the Americas, ushering in a period of unprecedented growth more than quadrupling the size of the practice by adding over 400 new professionals in a few short years.

Robert now works in the Korea Tax Practice to help develop and deliver on a strategy to drive significant growth in the market. Robert's hands on approach to working with companies and knowledge of the Korean market and language allows him to provide not just technical but also practical advice that can be implemented.

Recognizing the importance of technology and managed services to the future of EY's indirect tax and advisory services, Robert spearheaded and executed the acquisition of a trade management software company, GTKonnect, into EY's Global Trade Practice. This acquisition and the creation of a global managed services offering are the main drivers for future growth and expansion for years to come..

Robert is a recognized authority on global trade and indirect tax matters and frequently speaks in conferences, webcasts and other forums around the world. He was a speaker at the 2019 World Customs Organization (WCO) conference on the future direction of the Harmonized System and was the moderator and presenter at the WCO Origin Conference held in 2021. He has been a speaker on panels with WTO representatives on trade matters and regularly provided training to Customs and Tax Authorities around the world on various technical topics. He is the organizer and leader of many market events, including the EY's Americas Indirect Tax Symposium held the last seven years in Miami attended by more than 200 participants which includes panelists/speakers from the WCO, Customs Authorities, other Government Tax Agencies as well as industry representatives.

Robert has a Masters and a Bachelors degree in Professional Accounting, both from Brigham Young University. He passed the USCPA exam and previous work as allows him to apply his accounting skills to the area of VAT/GST and global trade. He is a licensed US Customs Broker and proficiently reads, writes and speaks Korean and speaks basic Mandarin.



Brian Smith

Principal | Global Incentives, Innovation and Location Services and U.S. Indirect Tax Inbound Leader

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Background

- ▶ Principal, Global Incentives, Innovation and Location Services and U.S. Indirect Tax Inbound Leader, EY Phoenix
- ▶ LL.M. in Taxation, Capital University Law School; Juris Doctor, Capital University Law School
- ▶ Ohio Bar Association's state/local tax and federal tax Committees
- ▶ Bachelor of Arts, Pennsylvania State University

Expertise

- ▶ Over 23 years of site selection, credits and incentives experience, securing over \$10 billion in global and domestic incentives
- ▶ Incentives studies in over 35 states and 5 continents
- ▶ Client industries include automotive, consumer products, manufacturing, logistics, distribution, finance, transportation and retail
- ▶ Client assistance in incentives identification, negotiation, structuring and implementation of both global and domestic packages

Personal professional experience

- ▶ Extensive experience in negotiation and implementation of multinational statutory and discretionary incentives packages from start-ups, Global Fortune 500 and Russell 2000
- ▶ Project example: Secured the largest incentives package (\$5b+) for a foreign direct investment in U.S. history; client was engaged in telecommunications and technology industry
- ▶ Project example: Advised Asian inbound client for proposed battery manufacturing plant who secured an incentives package on their own; identified/secured an additional \$400mm in incentives savings
- ▶ Project example: Built a comprehensive global incentives process for Fortune 100 company; secured over \$300mm in cumulative savings for routine capital expenditures and plant expansions
- ▶ Advises foreign and domestic governments on tax, business and economic development policies to attract jobs and investment



Carter Wood

Director | Global Incentives, Innovation & Location Services (GIILS) Singapore

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Background

- ▶ Director, Global Incentives, Innovation and Location Services, EY Singapore
- ▶ Bachelor of Science, Economics, University of Georgia
- ▶ Asia Pacific US Inbound Leader for Location Investment Services
- ▶ Member of the Site Selection Guild

Expertise

- ▶ 15 years of site selection and incentives experience working with Global 2000 and private businesses, including: RFI site identification, location analysis, request for proposal (RFP) processes, community and site evaluations, labor studies, real estate due diligence, cost comparison modeling, economic impact modeling, incentives negotiation, implementation and compliance
- ▶ Broad knowledge of site selection, U.S. incentive programs, commercial and industrial real estate, industrial development finance and state and community development
- ▶ Client industries include automotive and transportation, consumer products and retail, advanced manufacturing, semiconductor manufacturing, distribution and logistics,

agriculture and mining, oil and gas, and technology

Professional experience

- ▶ Assist clients with site selection and in the negotiation of federal, state and local incentives across the U.S. and globally
- ▶ Former EY Sustainability Incentives Leader for the Southeast U.S.
- ▶ Prior to joining EY, Carter worked in the government sector for the Georgia Department of Economic Development (GDECD) as a Senior Project Manager focusing on industrial recruitment in the advanced manufacturing, automotive, aerospace, chemical processing and defense industries.