

Peter Philips
15 Major street
London DR2 8 TS

22nd December 2005

Ernst & Young
Graduate Recruitment
Becket House
1 Lambeth Palace Road
London, SE1 7EU

Subject: application

Dear Ms. Van den Bergh,

I read with great interest the publication of *Ernst and Young* "The path to success for retailers and consumer brands in China", and I am enthusiastic about the possibility of holding a position in your team to explore this market more thoroughly, both in theory and in practice. It would be a real pleasure for me to advise foreign retailers on how that very particular economic market functions.

I speak Chinese fluently because my mother is Chinese. I have always been interested in Chinese economy and after my bachelor in economics (2.2. Honours degree), I did a Master of International Business and Economics with a special focus on the political and economic background of China (Hamburg university, 2.1. Honours degree). I am therefore quite confident I understand the specific characteristics of China's many consumer markets, the nuances of its retail market and the complexities of its ever-changing economy.

It would be a pleasure for me to schedule an interview to discuss how my skills could provide a contribution to your firm. Please do not hesitate to contact me at the address or phone number included to arrange an appointment. Thank you for your kind consideration.

Yours sincerely,

Peter Philips