

## **Lee Sands**

*Managing Director, Sierra Asia*

Mr. Sands has more than 30 years of work experience in Asia in both the public and private sectors. Prior to founding Sierra Asia Partners, Mr. Sands founded and served as Chairman of MBP Consulting, a consulting practice of Mayer, Brown, Rowe & Maw, a New York-based law firm. While there he advised multinational corporations regarding market access (both entry and penetration) and government policy issues.

Prior to joining the private sector, Mr. Sands worked for the Office of the United States Trade Representative, where he served as chief U.S. trade negotiator with China and Japan from 1991 to 1997. During Mr. Sand's period in office, he formulated U.S. trade policy and negotiated all major trade agreements with China, including China's entry into the World Trade Organization. During this period, he worked closely with his Japanese counterparts in the Ministry of Foreign Affairs and MITI. He also oversaw compliance related to intellectual property rights, telecommunications, insurance and other industries with China, Japan, Taiwan, Hong Kong and Mongolia.

Mr. Sands' more notable achievements during his period in public office included the creation of comprehensive strategies and tactics to address East Asian trade issues, which ultimately assisted U.S. companies in accessing Asian markets. His efforts also created market opportunities for thousands of key U.S. exports. From 1986-88, Mr. Sands worked in the Economics Section of the US Embassy in Beijing, where he won the US Embassy's Reporting Award for his reporting work on China's economic restructuring efforts. Mr. Sands has been awarded the USTR's Distinguished Negotiating Award for achievements.

Mr. Sands graduated summa cum laude from City College of New York in 1973 with a bachelor of arts in Asian Studies; from Harvard University in 1975 with a masters degree in Korean and Chinese language and history; and from Yale University in 1979 with a masters of philosophy in Chinese history, with a specialty in Japanese and Chinese history. Mr. Sands speaks and writes both modern and classical Chinese. He is based in China.

## **Barry Naughton**

*Professor, UCSD International Relations and Pacific Studies (IR/PS)*

Barry Naughton is an economist and professor at the University of California, San Diego. Naughton has published extensively on the Chinese economy, with a focus on four interrelated areas: market transition; industry and technology; foreign trade; and Chinese political economy. His pioneering study of Chinese economic reform, *Growing Out of the Plan: Chinese Economic Reform, 1978-1993* (Cambridge University Press, 1995) won the Masayoshi Ohira Memorial Prize. Naughton's most recent book is *The Chinese Economy: Transitions and Growth*, a comprehensive survey of the Chinese economy published by MIT Press in 2007. Naughton publishes extensively in top economic and social science journals. He also publishes regular quarterly analyses of China's economic policy-making online at China Leadership Monitor.

Naughton received his Ph.D. in Economics from Yale University in 1986. Naughton was named the So Kuanlok Professor at the Graduate School of International Relations and Pacific Studies (IR/PS) of the University of California at San Diego in 1998. He has consulted extensively for the World Bank, as well as for corporate clients. Naughton is a member of the Council on Foreign Relations and is a non-resident fellow of the Brookings Institution in Washington, D.C.

## **Jack Z. Chen**

*Founder and CEO of Transworld Capital Group*

Mr. Jack Z. Chen is the Founder and CEO of Transworld Capital Group. He has over 16 years of experience in managing complicated cross-border M & A transactions that involve Western and Chinese companies. In 2010, Mr. Chen led Beijing-based Pacific Century Motors, a public-private acquisition consortium, to acquire Nexteer Automotive, a major unit of General Motors specializing in steering systems and related technologies, which was referred to as “one of the landmark deals of the era” by the Wall Street Journal in an article on November 8, 2010. The Nexteer Automotive transaction followed the 2009 acquisition of Delphi Corporation's braking and suspension unit by a similar Beijing-based consortium, in which Mr. Chen also acted as an advisor. Each of these two transactions comprised the largest overseas acquisition by a Chinese company in the automotive parts industry at its respective time.

Previously, Mr. Chen was with Barrington Associates, the leading middle market investment banking firm in the Western United States (acquired by Wells Fargo in 2006), where he was the founding chairman of its Asia-Pacific Division. Prior to Barrington, Mr. Chen was president of MTC Direct Inc., a holding company that bought a controlling interest in Micro Technology Concepts, Inc., the world's largest independent mass storage distributor and a VAR 500 company with over \$300 million in revenue. During the period from 1997 to 2000, Mr. Chen invested in, or advised, several dozen companies that covered the following industries: biotechnology, IT, transportation, food and beverage, real estate, hospitality, manufacturing, building materials, automobile and heavy equipment. From 1993 to 1997, Mr. Chen was the Co-Founder and COO of Bestone Investment Group, Ltd., which acquired and took control of Conch Cement, the largest cement company in China, and helped build it into the leading cement manufacturer in Asia. Conch Cement is now listed on the Hong Kong Stock Exchange (ticker: “914.HK”) with over US\$10 billion market capitalization.

Mr. Chen was appointed International Investment Advisor to Beijing Municipality in 2009, 2010, 2011, and 2012, and was recently designated exclusive North American partner of the Chinese Enterprise Overseas Service Center sponsored by the Beijing Chaoyang District Government along with nine Chinese central government agencies including the Ministry of Commerce. Mr. Chen has been a speaker at the Young President's Organization, Harvard University's HPAIR Conference, USC, UCLA, MIT Business Forum, China Compass Conference, ACG Conference and numerous Chambers of Commerce. Mr. Chen is a Charter Member of the Pacific Council on International Policy and Board Member of the Asia Society of Southern California and was named one of the top ten Chinese American Entrepreneurs in Southern California by Vivid Magazine in 2007. He was also awarded Outstanding Overseas Alumni of Shanghai Jiao Tong University.

## **Bryan Batson**

*President, The China Business Group*

Ms. Batson is the founder and president of The China Business Group. She has helped U.S., Asian and European companies in a wide range of industries to enter the China market and establish profitable operations, including manufacturers of medical devices, athletic shoes, chemical catalysts, ceramic chip capacitors, paint pigments, processed foods, textiles, tools, fine chemicals, analytical instruments, biotechnology products and turbomachinery design software.

Ms. Batson has been involved with China since 1982. Prior to founding CBG she worked for other China advisory firms as well as the U.S.-China Business Council in Washington, D.C. She also served as Chairman of the Board of the Greater China Business Network, a private, not-for-profit corporation that brought together leading executives and government officials from the U.S. and China for information exchange and business development.

Ms. Batson has a B.A. in East Asian Studies from Vanderbilt University, Magna Cum Laude, and an M.A. in International Economics and China Studies from The Johns Hopkins University School of Advanced International Studies.

## **Master of Ceremonies:**

### **George Chamberlin**

*NBC and the San Diego Daily Transcript*

George Chamberlin is a renowned financial expert and provides a wealth of financial and business news updates to the Southern California Region. Mr. Chamberlin is the Executive Editor for The San Diego Daily Transcript, San Diego's only daily business newspaper, the business editor for KOGO Radio and host of "Money in the Morning," a personal finance program each Sunday morning. He is the Money Advisor for NBC 7/39, providing financial reports each weekday morning, and the publisher and editor of a national newsletter, Investing for Rookies. In addition, George has been honored three times as Media Advocate of the Year by the Small Business Administration.