EMERGING MARKETS

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2ND ANNUAL EMERGING MARKETS ROUND TABLE

AUGUST 21, 2014

8:30 A.M. - 1:30 P.M.

KPMG High Growth Markets
345 Park Avenue
New York, NY
Welcome to our second Emerging Markets Roundtable. Johnson launched the Emerging Markets Institute in December of 2010 as a way to provide leadership in business research and talent development in the emerging markets. We have already seen the results. We now have 33 alumni from our Emerging Markets Fellows program, who have taken roles from Ethiopia to Brazil, with another 26 entering our second year class. Our research has won awards, such as the Notre Dame’s Mendoza College of Business Excellence in Ethics Best Dissertation Proposal Award, and the Duke COLE Center of Leadership and Ethics Best Dissertation Proposal Award. Johnson was additionally ranked as the tenth best program in International Business by Bloomberg Business Week.

But we are not taking a pause. In June of this year we announced that a new dual degree MBA and Finance MBA will launch in the spring of 2015. This program will be offered in both English and Mandarin to corporate and organizational leaders across China in conjunction with Peoples Bank of China School of Finance, Tsinghua University. Johnson is additionally expanding its executive education offerings on a global basis, and now provides its Cornell-Queen’s Executive MBA program in Mexico. Add to this our new One Year Johnson Cornell Tech MBA in New York City, and you will find that Johnson is at the cutting edge of global business.

Today’s roundtable is part of our corporate outreach efforts. We seek to engage businesses to ensure our educational programs remain relevant. We value your participation and hope you benefit from the discussions. I invite you to continue your engagement with Johnson, and look forward to your frequent participation.

Best wishes,

Soumitra Dutta
Anne and Elmer Lindseth Dean and Professor of Management
Samuel Curtis Johnson Graduate School of Management
WELCOME FROM THE EXECUTIVE DIRECTOR

Welcome to our second annual roundtable event in New York City. We received an enthusiastic response to last year’s roundtable, and wanted to again engage leaders on timely issues affecting the emerging markets. This year, we plan to discuss effective government relations and winning against local competition. Our format is to engage all of the participants of the roundtable, which is why we are publishing your biographies. This is an opportunity to learn from one another, sharing best practices and successful strategies, while building a solid network of resources with emerging market expertise.

We view programs such as today’s roundtable to be critical to our mission. We want to hear from companies about the issues they are confronting in the emerging markets, and of course, solutions which have been developed. We recognize that knowledge and expertise can be short-lived. This is why we believe in consistent engagement, best practice adoption, and regular interaction with government and industry leaders are essential to business success.

I invite you all to remain engaged with the Institute. We will be hosting a conference on “China, Reaching Out to the World: Global Investments and Partnerships” on October 14 at the Cornell Club at 6 E. 44th Street in New York. Registration details can be found on the website of the Emerging Markets Institute, http://www.johnson.cornell.edu/EMI.aspx. We have 26 student fellows in the class now entering its second year of MBA study, who will be well prepared to take on business assignments in the emerging markets. We also offer consulting services through Johnson Global Business Solutions (http://www.johnson.cornell.edu/For-Corporations/Johnson-Global-Business-Solutions.aspx). We use our MBA talent under faculty guidance to solve business challenges for companies throughout the world. We have an on-going Global Speakers program, and invite executives to share their experiences with our students. We also offer a web-based portal for corporate partners to gain access to five years of academic research across more than 40 countries.

Please let us know how we can best engage you. Johnson offers several degree programs as well as customized executive education. Our Centers and Institutes represent a wealth of expertise in their respective areas. We plan to break ground soon on a new technology campus here in New York City, and will be increasing our offerings accordingly. I invite you to engage the resources of a top tier business school with an abundance of knowledge about the emerging markets. I hope you enjoy today’s discussions.

Richard J. Coyle, MBA ’86
Executive Director, Emerging Markets Institute
ABOUT THE EMERGING MARKETS INSTITUTE

Founded in 2010, the Emerging Markets Institute at the Samuel Curtis Johnson Graduate School of Management provides thought leadership on the role of emerging markets—and emerging market multinationals—in the global economy. The Institute brings together preeminent practitioners and academics from around the world to develop the next generation of global business leaders and create the premier research center on the role of emerging markets in the global economy.

The Institute offers a number of strategic advantages: leadership by eminent scholars, a commitment to global education and research, and access to Cornell’s depth in international studies. The Institute focuses on results, and seeks to identify strategies which companies can successfully employ to manage growth in the emerging markets.

ABOUT KPMG HIGH GROWTH MARKETS

KPMG’s High Growth Markets (HGM) practice helps companies navigate the complex challenges and risks of cross-border investments to, and from, high growth emerging markets. HGM provides audit, tax, and advisory services to U.S.-based companies in their pursuit of outbound investment opportunities in high growth markets such as China, India, Korea, Brazil, Russia, Mexico, ASEAN, Africa, and beyond, and high growth market-based companies with inbound investment interest in the United States.

The Emerging Markets Institute would like to thank the KPMG High Growth Markets practice for hosting our event.
SCHEDULE FOR THE DAY

8:30   Registration – Coffee and networking
8:45   Welcome – Russ Ackerman, Senior Director, KPMG High Growth Markets
9:00   Overview of Emerging Markets Institute and Day’s Agenda
       Richard Coyle, Executive Director, Emerging Markets Institute
9:15   Session I – Effective Government Relations
       Richard Coyle, Executive Director, Emerging Markets Institute
       Humberto Ribeiro, Visiting Scholar, Emerging Markets Institute
10:30  Break
10:45  Session II – Competing Against Local Competition
       Lourdes Casanova, Academic Director, Emerging Markets Institute
12:00  Lunch
1:00   Wrap-Up
1:15   Closing Remarks
1:30   Adjourn
DISCUSSION FACILITATORS

SESSION I: MANAGING GOVERNMENT RELATIONS IN EMERGING MARKETS

RICHARD J. COYLE
Executive Director, Emerging Markets Institute
Samuel Curtis Johnson Graduate School of Management, Cornell University

Richard J. Coyle is the executive director of the Emerging Markets Institute at Johnson. From 2007-10 he was a senior director for International Corporate Affairs for Wal-Mart Stores, Inc. in Bentonville, Arkansas, where he supported the European retail market and the Global Procurement organization with media and government relations. He has developed significant expertise in crisis communications as the corporate spokesperson for business practices and factory conditions in the world’s largest supply chain. Prior to this, he served as Maine’s state director of international trade and president of the Maine International Trade Center. In addition to his MBA from Johnson, Richard holds a bachelor’s degree from the Wharton School of the University of Pennsylvania and an Advanced Graduate Business Certificate from the McCallum Graduate School of Business at Bentley University. He has taught at the graduate and undergraduate levels at Southern New Hampshire University, and has served as chair of the Industry Advisory Board of the Loeb-Sullivan School of International Business & Logistics at Maine Maritime Academy. He has also lectured at Binghamton University and American University, and has been a speaker at several industry conferences. Richard is the recipient of the Order of Merit, the highest civilian honor bestowed by the Federal Republic of Germany, in recognition of his efforts to advance international trade.

HUMBERTO RIBEIRO
Visiting Scholar, Samuel Curtis Johnson Graduate School of Management and former Secretary of Commerce and Services, Brazilian Ministry of Development, Industry and Foreign Trade

Humberto Luiz Ribeiro has just joined the Samuel Curtis Johnson Graduate School of Management at Cornell University as a Visiting Scholar in August 2014. He plans to give lectures and conduct research on the Brazilian services sector under the direction of Professor Lourdes Casanova. Prior to this, Humberto was the Secretary of Commerce and Services in the Ministry of Development, Industry and Foreign Trade in Brazil. In this role, he helped promote the expansion of Brazil’s economy to become the sixth largest in the world.

He holds a Bachelor of Science degree in Civil Engineering and an MBA from the University of Brasilia and has participated in executive programs at MIT, INSEAD, the Wharton School, and Georgetown University. He has entrepreneurial experience in various information technology companies, business process management, and business process outsourcing companies such as Memora processor Inovadores, Neofertil and Politec. He is a member of the Global Agenda Council and was Global Leader for tomorrow from the World Economic Forum. He was Founding President of the Association of Young Entrepreneurs in Brazil and also a member of the National Leaders Forum, Brazil.
LOURDES CASANOVA
Senior Lecturer of Management
Samuel Curtis Johnson Graduate School of Management, Cornell University

Lourdes Casanova, a senior lecturer specializing in emerging markets at Johnson, previously served as lecturer in the Strategy Department of INSEAD for 14 years. A Fulbright Scholar with a Master’s degree from the University of Southern California and a PhD from the University of Barcelona, Casanova is also a visiting professor at Haas School of Business at the University of California at Berkeley, Judge Business School at University of Cambridge and Latin American Centre at the University of Oxford, University of Zurich, and Universidad Autonoma de Barcelona. Casanova has taught and directed executive programs at INSEAD for senior managers from multinationals including Telefonica, BBVA and Cemex and the Brazilian Confederation of Industries. Co-author with Julian Kassum of: The Political Economy of an Emerging Global Power: In Search of the Brazil Dream, Palgrave Macmillan, 2014, and author of Global Latinas: Latin America’s emerging multinationals’, 2009, Palgrave Macmillan, co-author of Innovalatino, Fostering Innovation in Latin America, 2011, Ariel and articles in journals including Beijing Business Review, International Journal of Human Resource Management, Business and Politics and Foreign Affairs Latinoamerica. Casanova is a member of the Competitiveness in Latin America Task Force and of the Global Agenda Council on Latin America of the World Economic Forum, a member of the Advisory Committee European Union/Brazil, the World Investment Network of the UNCTAD, the B20 Business Summit’s Information and Communication Technologies and Innovation task force and participated at INSEAD of the Goldman Sachs 10,000 Women Initiative. She is also member in the Executive Committee of the Cornell Institute for European Studies (CIES), member of the advisory board of the Tompkins County Public Library and a member of the NCE Standing Selection Committee.
BIOS OF PARTICIPANTS (AS OF PRESS TIME)

**Russ Ackerman**, our host, is a senior executive adept at building emerging markets and brands that drive global growth. He is Senior Director of KPMG’s High Growth Markets practice, which advises C-level executives on cross-border investment to, and from, high growth emerging markets such as China, India, Korea, Brazil, Mexico, Russia, ASEAN, Africa and Middle East. In today’s global economy, understanding how to navigate the complex challenges in emerging markets can make or break global brand success for companies based in the West, as well as for new global challengers from high growth countries. Previously, Russ forged the first global e-commerce markets for Bertelsmann worldwide; pioneered entirely new consumer products markets and brands for Procter & Gamble and Mars in Eastern Europe; started up Internet markets for Prodigy across Africa; and led the growth of over 20 world class brands from M&Ms, Pantene and Mr. Clean to Kraft and Glade while at Grey and J Walter Thompson.

**Martin Alonzo, MBA ’89**, is a lecturer in finance and private investor. He worked on Wall Street from 1980-2005 as an institutional equity trader for various investment banking firms.

**Michael Anthony, MBA ’90**, is currently employed as a Managing Director by HSBC. He graduated from the US Military Academy in 1981 and the Samuel Curtis Johnson Graduate School of Management at Cornell University in 1990.

**Prashant Arora** is responsible for managing Geneva portfolio accounting systems at Citi. He has extensive experience in software development life cycles, requirement gathering, analysis, process standardization, development, testing and deployment of various enterprise IT applications, managing global teams and resources. Specialties in software architecture and design, software product management, project and infrastructure management. Lived and worked for various financial companies in the U.S. and India.

**Sidney Askew, MBA ’86**, is a former treasurer and board member of The Carter G. Woodson Foundation (Newark, N.J.), Sidney Askew is an Associate Professor - Accounting at the Borough of Manhattan Community College (CUNY). Sidney has worked regulatory and advisory roles in government and private industry. A member of the AICPA, the ACFE, and the American Accounting Association, Sidney’s favorite role is teaching accounting and steering accounting students towards the many careers in the accounting profession.

**Hamza Bennani, MBA ’14**, is a graduate of the Samuel Curtis Johnson Graduate School of Management and the School of Hotel Administration where he holds a Master in Real Estate. His diverse background includes experience in capital markets equity research in MENA region, in purchasing management for the French retailer Carrefour and lived in United Kingdom, Italy, France and Morocco, where he is native. Hamza was and still remains actively involved with the Emerging Markets Institute and with Cornell Associate Real Estate
Hamza has a passion for developing commercial real estate and retail businesses within emerging markets with a focus on Africa. Currently, he is looking to pursue a career where he can leverage his interests in real estate finance and development.

**Ismael Betancourt, Jr.** is the President and CEO of The Institute for Multicultural Communications, Cooperation and Development, Inc. (IF-MC-CA-DI), a 501c3 nonprofit NGO affiliated with the United Nations. He founded the Institute in 1989 to bridge cultural divides among and between communities via the production of concerts, film festivals, television shows, and conferences. Since 2004, he has been leading the Institute’s efforts to achieve the goals and objectives of various local-global development projects involving Transnational Communities, which connect Diasporas in the NYC Metropolitan area and their home countries. Among these are the Bronx Transformation Project, the MENA Region Project, the Africa Now Policy Series, The Americas Integration Project and the Puerto Rican Democracy Project. He has over forty years of management and management consulting experience, focused on strategic planning and development. As such, he has advised a variety of business, social, cultural and political organizations, primarily in the New York Metropolitan Area and in Puerto Rico. Formerly he worked in various capacities with New York City government, including Vice President for Real Estate of the NYC Off-Track Betting Corporation and Special Assistant to the Board of Education. Also, he served as Assistant Professor of Business, City University of New York (York College); General Director for Administration, Boricua College; Senior Vice President, New York Urban Coalition; and CEO of L.B., LTD - a small enterprise in the food industry, which he founded. Betancourt studied government, business and political science and holds degrees from Columbia University [B.S.1966], the Harvard University Graduate School of Business [M.B.A.1971] and the Graduate Center of the City University of New York [M.A.2006].

**Thomas Brigandi** is an associate analyst in the Global Project and Infrastructure Finance Group at Moody’s, where he covers municipal power, power generation projects, toll-roads, airports, ports, project finance and public-private partnerships, across the Americas. In the past, Brigandi worked for the US$140 billion Bureau of Asset Management at of the New York City Comptroller, where he covered the energy and natural resources sectors and reported directly to the chief investment officer. Brigandi is vice president and director of global volunteers at the American Foundation for African Children’s Education, a multinational NGO which repairs primary schools in West Africa. Since 2006, the foundation has repaired 8 schools, built partnerships with many NGOs and policymakers in both Africa and North America, and helped over 9,000 children. Brigandi was the lead organizer for the NASDAQ Closing Bell Ceremony on Sept 23, 2011, hosted for the President of Sierra Leone, Dr. Ernest B. Koroma. Brigandi has a deep network of robust personal relationships with senior-level global capital market participants (asset allocators, investment managers, institutional sales executives, investment bankers, government officials, corporate and private equity executives, attorneys, lobbyists, financial journalists, regulators, professional services and rating agency personnel). His buy-side personal contacts have +3.8 trillion USD AUM and his sell-side personal contacts have +10 trillion USD in transaction experience. Brigandi serves as the Vice Chairman of the New York Society of Security Analysts’ (NYSSA) Global Investing Committee, which is composed of over 800 emerging market-focused investment professionals, on a volunteer basis.

After graduation from the Samuel Curtis Johnson Graduate School of Management, **Mary Chapman, MBA ’90**, worked with Fidelity Investments covering banks, utilities, leasing, REITs, paper companies and supranationals. She started the research function at Aflac, ultimately building a portfolio of $95 billion in yen-denominated private placements in over 40 countries. Recently, she joined Bloomberg Intelligence, to extend coverage from equities to fixed income.

**Marcio Antonio Canedo** is a lawyer from Brazil, working for LGA Advogados Associados, one of the largest firms in the Center East of Brazil. He has a degree in Law and International Affairs from University of Brasilia and a Master in International Affairs from Columbia University in the City of New York. He has more than 20 year in experience in the Emerging Markets business environment and teaches Economics and Law in Brazil at the Federal University of Mato Grosso do Sul. Marcio was a speaker at our EMI Brazio Conference in 2012, a highlight in his experience as a professor and lawyer.

**Frank W. Clarke** joined Strategy XXI Partners in July 1999, after a career at the Grey Worldwide communications agency, where he was most recently the Executive Vice President in charge of the Americas region. He is a specialist in corporate responsibility, issues management, and business planning and marketing communications.
His clients at Strategy XXI include Nestlé, the Toy Industry Association and the International Council of Toy Industries. He has also worked with a number of corporate, government and institutional clients, including Sandvik, the Juvenile Product Manufacturers Association, the Government of Germany, the World Health Organization, the Iodine Network and the Micronutrient Initiative. He is currently serving as the Acting Managing Director of his client, the ICTI CARE Foundation, which operates the worldwide toy industry's ethical manufacturing program, the ICTI CARE Process, continuing until a permanent replacement is found. He is a former Chairman and now member of the Board of Directors of Street Law, Inc., a Washington-based not-for-profit organization that educates about law, democracy and human rights. He is a past member of the Executive Committee of the Board of Directors of the US Fund for UNICEF and is a past Chairman of the International Committee of the American Association of Advertising Agencies.

Sai Dasika, MBA ’14, is strategic, results oriented, technically competent executive with repeated success planning, developing, and managing global products with specific expertise in research and development, operations, marketing, sales. Extensive experience in Life Sciences in area of Regulations, commercials, SCM, Pharmacovigilance/Drug safety. Thoroughly understand of the SCM [Supply Chain Management] in various departments and understanding the Gaps and recommend appropriate solution to improve their bottom line. Proficient in CSV, Regulatory, compliance and experience with FDA standards.

Amelie Derosne holds a BS and Master’s Degree in Finance from the Institut Superieur du Commerce de Paris, MBA from Louisiana Tech University and CFA charterholder. Derosne has been working at Societe Generale since 2007, first on the proprietary side in equity derivatives, then on the fixed income cross asset emerging market desk, covering Latam, CEE, MEA regions.

Anindo Dutta, MBA ’05, is the Vice President and General Manager for the Global Financial Services Sector (GAO), at Xerox Corporation. He leads a global leadership team of Client Managing Directors and Vice Presidents, in presenting the entire Xerox portfolio of solutions [Technology and Services], to Xerox’s top Financial Services clients globally. Prior to this role, Anindo was Vice President at HP Enterprise Services, responsible for driving BPO growth in the United States, Canada, and Latin America across all sectors including financial services, manufacturing, energy and life sciences, and hi-tech. Prior to HP, he served in various leadership roles at IBM, including Client Executive, Morgan Stanley, thereafter successfully completing his overseas assignment in IBM India, as Vice President and Business Unit Head for Banking and Financial Services. Anindo was recently selected as one of Outstanding 50 Asian Americans in Business by the Asian American Business Development Center. He is an Advisory Board Member at the Eugene Lang Entrepreneurship Center, Columbia Business School, NY and the School of Engineering- India Center for Sustainable Growth and Talent Development at Rutgers University. He is also a member of the U.S. India Business Council. Anindo is a graduate of Rutgers University in New Jersey and earned a master’s degree from the University of Pennsylvania and an Executive MBA from the Samuel Curtis Johnson Graduate School of Management at Cornell University in New York.

Louise Egan, President of Soho Language Group, is a language consultant to foreign executives, diplomats, and private individuals in New York, guiding them in English conversation, writing, pronunciation, and presentations.

Gaurav Garg is responsible for Mercer’s businesses in Asia, Middle East, Africa and Latin America. He brings with him 26 years of diverse, well-rounded, and global experience. Prior to joining Mercer, Gaurav was with AIG, where he managed diverse portfolios in various geographies globally, including markets in different stages of evolution - from mature to developing. Most recently he was the CEO and Managing Director of Tata AIG General Insurance Company LTD. in India and continues as Advisor to the Board of Directors and senior management of the company. Gaurav holds a master’s degree in Business Administration, and is an alumnus of the Wharton Advanced Management Program. He is also a Fellow of the Insurance Institute of India and a Member of the Chartered Insurance Institute, UK. He started his career in 1986 at National Insurance Co, India, where he handled a range of portfolios from retail insurance to insuring large engineering projects.

Guy Gresham, MBA ’13, is the Managing Director, Head of Global Investor Relations Advisory at BNY Mellon in their Depositary Receipts business. With specialists located in New York, London and Hong Kong, the team advises corporate clients on strategies for generating liquidity and capital markets visibility while also facilitating
corporate access for the investment community. GIRA partners with issuers and investors to deliver broad market connectivity with the view to fully realizing opportunities in global markets and long term value creation. Previous to BNY Mellon, Guy was a New York based consultant specializing in cross-border investor relations. Prior to working in New York he was with the Australian Securities and Investments Commission (ASIC) in Sydney working as a policy advisor. Guy holds an honours degree in International Relations and Economics from Victoria University, New Zealand, a graduate certificate in public relations from the University of Southern Queensland and an MBA from Cornell University. Guy was a 2012 BNY Mellon Chairman’s Circle Honoree and was the recipient of Cornell University’s 2013 Emerging Markets Leadership Award for contributions to research. Guy serves on the board of the New York Chapter of the National Investor Relations Institute (NIRI), and the board of Variety – The Children’s Charity.

Dr. Vlad Gottlieb, MBA ’12, is Vice Chairman Department of Medicine (Education), Chief of Hematology/Oncology in Brookdale University Hospital. Publications and multiple peer reviewed journals, teaching residents, fellows and medical students. Academic appointment at Weill Cornell Medical College and NYCOM.

Diogo Ide is a public policy programs manager at the Americas Society/Council of the Americas. He manages AS/COA’s events related to Brazil and communications with the Brazilian government. He holds a master’s degree from Georgetown University and a bachelor’s degree from the University of Brasilia.

Sukriti Jain is an independent researcher with keen interest in emerging markets and innovation. She has around 3 years of commercial banking experience working with YES Bank, which is India’s 4th largest private sector bank. She has also worked as a research analyst, specializing in Middle East and North Africa region and providing research support for hedge funds, fund of funds and agri-commodity investment advisory. Prior to this, she served as Assistant Director at India’s apex industry chamber ASSOCHAM, where she worked on advisory reports submitted to Prime Minister’s office, Ministry of Science and Technology and Ministry of Defence of Government of India.

Chris Kim, MBA ’14, has extensive professional and personal experience in developing regions. His professional interest and academic focus have been in a role of private sectors in emerging markets in context of economic and political development and financial markets. He holds CPA and a master of international affairs from Columbia University.

Rodrigo Kurayama is a Senior Manager on a long term rotation program, working in KPMG LLP’s Washington National Tax (WNT) team, with a focus on US tax projects associated with Cross Border M&A and International Tax matters and assisting on the development of projects involving the US-Brazil High Growth Market Practice.

Vinu Kurian, Vice President, Relationship Manager, New York for BNY Mellon. Vinu is a graduate of City College, New York and has an MBA from Long Island University. Vinu has been employed by the Bank’s DR Division since 2001. Vinu was first employed by the Bank in 1995 in the Stock Transfer Division where he managed Shareholder Relations Teams for clients such as General Electric and Lucent Technologies. He is a native of India and is fluent in English and Hindi.

David Lavin has over 10 years of experience in strategic planning for businesses, nonprofits and multilateral agencies in the U.S. and Latin America. A specialist in impact innovation, he has led high-level multi-sectoral partnerships, designed and implemented monitoring and evaluation systems, and developed social enterprise strategy for organizations including Nike, the Clinton Global Initiative, The Rockefeller Foundation, and the U.S. E.P.A. He frequently provides cross-cultural management support and training to companies with bilateral business development interests in Brazil and Latin America, has lectured on US-Brazil relations at Columbia University and contributes commentary and analysis to international publications including the Atlantic Magazine and the Huffington Post. David holds a Masters of International Affairs in Economic and Political Development from Columbia University and a B.A. from the University of Pennsylvania. He is fluent in Portuguese, Spanish and English.

Ann Lee is an internationally recognized leading authority on China’s economic relations and an adjunct professor of economics and finance at New York University. She is also a former visiting professor at Peking University where she taught macroeconomics and financial derivatives. She consults with policymakers from Europe, Asia, Latin America, and the U.S. about U.S.-China relations, international finance and trade, and China’s political
economy. In addition to television and radio appearances on MSNBC, Bloomberg, ABC, CBS, CNN, CNBC, Fox Business, NPR, CCTV, the BBC among many others, her op-eds have appeared in such publications as New York Times, Financial Times, Wall Street Journal, Newsweek, Businessweek, Forbes, Harvard Business Review, American Prospect, American Banker, the Hong Kong Economic Journal, and China Newsweek. She has been quoted in hundreds of publications and has been an invited speaker at numerous industry and academic conferences around the world. A former investment banker in high yield bonds and technology stocks as well as a partner and credit derivatives trader in two multi-billion dollar hedge fund firms, Ann is also the author of What the U.S. Can Learn from China, an award winning international bestseller. She attended U.C. Berkeley, Princeton University’s Woodrow Wilson School of International Affairs, and Harvard Business School.

**Ragnhild Melzi, MBA ’80**, is the Senior Director of Public Policy Programs and Corporate Relations at the Americas Society and the Council of the Americas. Randy joined the AS/COA in January 2009. She has significant experience in Latin American finance including capital markets and private banking. She is a native speaker of Spanish.

**Marc Miller** is the Advisory Risk Consulting Service Leader for Life Sciences and Partner in KPMG’s Forensic practice in New York City. In addition Marc co-leads KPMG’s global anti-bribery and corruption services and provides a broad array of advisory services to clients by assisting them with preventing, detecting and investigating fraud and misconduct. His experience includes forensic accounting investigations in connection with management and Audit Committee investigations, DOJ, SEC and international enforcement relating to alleged violations of the bribery and corruption laws, financial reporting and disclosure issues and misappropriation of assets. Many of these matters have also resulted in assisting clients enhance compliance programs and controls to mitigate bribery and corruption and general fraud risks.


**Arnab Mukherjee, MBA ’15,** was born in Bombay and raised in New Delhi, in India, and graduated from Brandeis University with a Bachelor of Arts in Economics. Arnab started his career as an Analyst in the Energy and Auctions Practice at NERA Economic Consulting, a division of Oliver Wyman, where he spent the last seven years advising utilities and renewable energy companies on energy procurement, operational efficiency, and regulatory strategy and implementation. He was also a founding member of Oliver Wyman’s LGBT employee network, where he served as the chair for civic engagement for five years. In this role, Arnab launched the AIDS Walk initiative at Oliver Wyman in New York to raise funds for HIV/AIDS research, generate awareness, and increase employee participation in the AIDS Walk New York, which eventually became a nationwide initiative. Arnab also helped develop internal and external training and mentorship programs for employees, as well as build a partnership with the Green Chimneys LGBT homeless youth shelter where Oliver Wyman employees volunteered as career coaches and academic advisors. Arnab spent the summer of 2014 as a Marketing Operations Intern at Autodesk in San Francisco, where he built frameworks to apply analytics platforms to help the marketing team make data-driven decisions for Autodesk’s consumer products portfolio.

**Rob Newman** is a legal advisor to emerging growth companies in China and Brazil seeking capital or growth through acquisitions.

Over a 30 year career, **Arlene Richman ’77, MBA ’78,** has represented public and private entities and individuals in US and cross-border commercial real estate and finance transactions and has served as general counsel to both a family controlled private real estate development company and a publicly traded firm. Formerly with Latham and Watkins, Sidley Austin and Cahill Gordon and Reindel, Arlene brings expert analysis and structuring of real estate deals whether stand alone or part of more encompassing corporate transactions and financings.

**Simon Ngongi** is the President of American African trading international, LLC and has over 30 years of experience in international new market development, including Africa and Europe, and over 15 years of experience in business development, specific to export-import, trade and consulting in emerging African countries. As president

Bob Piccone, MBA ’12, MILR ’11, is a Business Transformation consultant helping HP clients link IT tools to business solutions. He specializes in Organizational Effectiveness and wants to gain more knowledge about this topic as it pertains to firms in emerging markets.

Karl Ruggeberg, MBA ’74, is a Managing Director at Chatsworth Securities LLC, an investment banking firm in Greenwich, CT, that provides a wide range of services to institutional clients. The main areas of business are advisory services and private capital raising. Karl’s 35+ year career in finance began in Mexico, first as a member of the treasury and foreign exchange units of Citibank and the Central Bank of Mexico respectively, and then as the international treasurer of Banca Serfin, the country’s third largest bank. In the U.S. since 1983, he founded “K.A. Rüggeberg and Associates” to provide international financial consulting services to Mexican firms such as Banamex, Operadora de Bolsa, and Casa de Bolsa Vector. After joining American Express Bank in New York, he was appointed portfolio manager at Walter Scott and Partners, Ltd., a global equity management firm in Edinburgh, Scotland. Thereafter, his 14-year association with New York based Paramount BioCapital, broadened his horizons to the merchant banking field as a participant in the financing of 60+ biomedical start-ups (incubated by Paramount) through the private offering of equity and convertible debt securities among HNW and institutional investors. Since 2005 to the present, he has been the treasurer and a member of the Board of Governors of the United States – Mexico Foundation for Science (“FUMEC”). Karl holds an MBA from Cornell and a BS in Industrial Engineering from Universidad Iberoamericana in Mexico City.

Michael Sweeney, MBA ’89, is Partner focused on the Bitcoin ventures of Film Annex Networks. Our core platform is bitLanders.com is a leading online short film distribution, blogging, and content financing platform.

Nate Suppaiah, Founder and Director of Alternative Emerging Investor Magazine as well as the Emerging Market Investors Association. He began his career as a wilderness paramedic. He turned to economics after covering China’s acceptance into the WTO for The Economist (Beijing). In 2004, he joined Oppenheimer Chicago office as an associate broker, then returned to China as a management consultant for a German firm specializing in strategic entry analysis and due diligence. In 2007 he moved to Buenos Aires, launching CapRG. He has a degree in finance from University of Loyola (Chicago) and Masters from the University of Buenos Aires (Int’l Econ Relations) and the University of Bologna (Development, Innovation and Change).

Minister Gligor Tashkovich ’87, MBA ’91, currently serves on the advisory councils or regular boards of several organizations and companies. He is also a Registered Representative with AlphaSource Capital Securities LLC, one of the only female-owned broker-dealers in America, which solicits new investors for some of the world’s top-performing hedge funds. Previous to that, he completed a successful two-year mandate as the Minister for Foreign Investment of the Republic of Macedonia where his team attracted approximately US $1.5 billion dollars of new projects into the country. His entrepreneurial projects include being part of teams that developed the Internet worldwide; the creation of Mobile Telesystems (a GSM mobile carrier) and the Moscow International Business Center/Moscow City Center Project; the importation and distribution of over one hundred magazines in the Republic of Macedonia (which turned the Capital Assets Pricing Model on its end); the development of the AMBO Trans-Balkan Oil Pipeline project and other ventures. Earlier assignments included working for Digital Equipment Corporation in France and Switzerland and the World Economic Forum. Minister Tashkovich earned his B.A. from Cornell University’s College of Arts and Sciences and, later, his dual-major M.B.A. from Cornell’s Samuel Curtis Johnson Graduate School of Management in International Management and Organizational Behavior.

Georges Ugeux founded in 2003 Galileo Global Advisors LLC, to offer CEOs, Boards and Governments independent advice on their international business, acquisitions and capital raising. Prior to Galileo, Georges Ugeux joined the New York Stock Exchange in 1996, as Group Executive Vice President, International. Ugeux holds a Doctorate in Law and is Licentiate in Economics from the Catholic University of Louvain. He has been appointed Adjunct Professor at Columbia University Law School, teaching European Banking and Finance. In 2011, he published The betrayal of Finance: Twelve reforms to restore confidence in French, English and Flemish. His new book, International Finance Regulation: The Quest for Financial Stability has been published by Wiley in July 2014.
Eduardo Valdivieso, MBA '12, is a bank examiner at the Federal Reserve Bank of New York. He currently reviews Operational Risk at Large Foreign Institutions. His role includes cross-firm data analysis, bank examinations, and continuous monitoring. He graduated from the full-time MBA program at the Johnson School, with a concentration in Finance.

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Amanda K. Wu, MBA '14, graduated from the Samuel Curtis Johnson Graduate School of Management at Cornell University. Born in Hong Kong and raised in New York City, she obtained her undergraduate degree from Hofstra University. She began her career at Lehman Brothers. She was one of the few to transition to Barclays Wealth post-bankruptcy and held an Assistant Vice President role. Through over five years of industry experience, she gained expertise in alternative investment products, particularly Hedge Funds and Private Equity. During her first year studies at Johnson, she was inspired with the emerging markets, particularly Brazil. During her summer internship, she worked with Acesso Digital, a hi-tech company focused on document digitalization, through nonprofit Endeavor Global in São Paulo. Post-graduation, Amanda is returning to Brazil and excited to take a role in the Financial Services Advisory practice of Ernst and Young in São Paulo, Brazil.
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