

Jack Perkowski
Chairman & Managing Director JFP Holdings
Author of *Managing the Dragon*
Speaker and Advisor on Doing Business in China



A prominent expert on succeeding in business in China, Jack has been based in Beijing since 1993, a legendary Western pioneer in the world of Chinese manufacturing.

Professional Experience

- Jack Perkowski's story is a remarkable one and when he speaks, he captivates audiences with his presence and through the sheer respect he commands.
- Based in Beijing, Jack Perkowski famously founded ASIMCO Technologies and built it into one of China's most successful foreign-invested companies to become a leading automotive components business with 17 factories in eight provinces and 52 sales offices.
- Well before others recognised the significant role that China would play in the global economy, Jack was on the ground doing business in the country, having realised China's its long term future.
- He now runs the merchant bank he founded to help Western companies develop their strategies for the China market and gain access to the capital they need.

Sample assignments

- Jack is a sought-after speaker around the world for his insights and highly illustrative anecdotes
- Speaks topics related to achieving success in Asia and China, including; *Doing Business in China, China and Global Competition, What the Future Holds for Asian Markets*, as well as his personal journey *From Wall Street to the Great Wall* spanning 15 years of involvement in China's development.

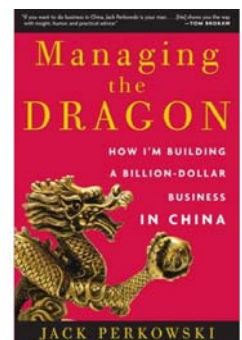
Published books, papers and media

- His first and highly anticipated book, *Managing The Dragon; how I'm building a billion dollar business in China*, (Crown Business) was launched in March 2008

His wise and ultimately optimistic account should be required reading for anyone starting a business in China. The Economist

If you want to do business in China, Jack Perkowski is your man! Tom Brokaw, ex-anchor / managing editor, NBC Nightly News

I was riveted by it. I cannot believe what Jack Perkowski has accomplished. Michael Eisner ex-Chairman & CEO, Disney – host of CNBC



Jack Perkowski - Personal information

- Founded and runs JFP Holdings, a Merchant Bank in China.
- Founded ASIMCO in 1994 and retired from its board in 2009.
- Spent 21 years as an investment banker on Wall Street as partner in a leveraged buyout firm with John Kluge and went on to become the head of investment banking at Paine Webber, now part of UBS.
- MBA degree with distinction from the Harvard Graduate School of Business Administration in 1973
- Graduated with a Bachelor of Arts degree (cum laude) in 1970 from Yale University.

“Perkowski is among the first to convey what it’s like on the ground in China, and although it’s not always pretty, this serves as an excellent guide to others intending to tap into the potential of this waking giant.”