

Dr. Harry G. Broadman
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SUMMARY

Harry G. Broadman is a Managing Director at Berkeley Research Group LLC and Chair of its Emerging Markets Practice. He is a globally recognized veteran industry executive, expert witness, strategic advisor to boards and C-suites, independent corporate director, author of numerous books, professional articles and columns on international business, and speaker.

He is an authority on complex matters involving:

- International Investment and Trade Disputes, Arbitration and Damages; Sovereign Trade Agreements and Investment Treaties; National Security Regulation of Investment (CFIUS) and of Exports and Imports
- Antitrust; Economic Regulation; Corporate Governance and Shareholder Rights; Compliance; Corruption Investigations (FCPA); Corporate Social Responsibility (CSR)
- Global Business Growth and Operations; Risk-Mitigation Strategies; Negotiating Cross-Border Transactions; Supply Chains; Private Equity; Sovereign Wealth Funds (SWFs)

The core of Dr. Broadman's 36+ year professional career has been in the private sector, with senior executive positions in international finance, private equity investment, global business strategy management consulting, and litigation expert witness services. These activities have been interspersed with stints in the public sector—as a White House economic official, international trade negotiator, foreign investment regulator, and U.S. Senate professional committee staff member—as well as in academia, as a university professor, and in research organizations and think tanks.

OPERATIONAL EXPERTISE

- **Foreign Investment and Trade:** Commercial Foreign Investment and Trade Disputes, Arbitration, Damages; Sovereign Trade Agreements; Foreign Investment Law/Treaties
- **Cross-Border National Security and Compliance:** Regulation of Inbound Investment (CFIUS); Export Controls; FCPA Investigations; Corruption Prevention and Remediation
- **Antitrust and Regulation:** Dominant Firms/FANGs; Vertical and Horizontal Mergers; Entry Barriers; Predatory Conduct; Utility Pricing; Access to Infrastructure Services
- **Corporate Governance and Finance:** Enterprise Restructuring; Capital Raising and Redeployment; Shareholder Rights; Engagement of Activists; CSR and ESG Initiatives
- **Business Strategy:** Organic Growth and Innovation; M&A/JVs; Structuring Cross-Border Transactions; Market Entry/Exit; Supply Chain Management; Site Location; Privatization
- **Risk-Mitigation:** Financial Controls; Cyber Security; Co-Investments, Strategic Alliances and Public Private Partnerships (PPPs); Reputational Due Diligence

SECTORAL EXPERTISE

- **Financial Services:** International Corporate Finance; Banking; Private Equity; Asset Management; M&A/JVs; FinTech; R&D Investment; Auditing
- **Advanced Technology and Infrastructure:** Logistics; Telecoms/ICT; Aviation; Shipping; Railroads; Trucking; e-Commerce; Cyber Security; Construction; Tourism
- **Energy, Minerals and Natural Resources:** Oil; Natural Gas; Electric Power; Non-Fossil Fuels/Renewables; Mining; Forestry/Land Management
- **Large-Scale Manufacturing:** Automobiles; Chemicals; Machinery and Machine Tools; Iron and Steel; Aluminum

GEOGRAPHICAL EXPERTISE

- **Asia:** China; ASEAN; India; Nepal
- **LATAM:** Brazil, Mexico, Colombia, Peru, Venezuela, Trinidad/Tobago
- **Russia/CIS/Europe:** Russia and the Vast Majority of the FSU States; All Eastern and Central Europe; The Balkans; Turkey
- **Sub-Saharan Africa:** Twenty-five of the Fifty-Four Countries on the African Continent
- **Middle East:** UAE, Kuwait, Israel, Saudi Arabia, Egypt
- **All Advanced Countries**

COMPANIES ADVISED (selected)

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|-------------------------------|------------------|-------------------------|-------------------------------------|
| • GE | • Merck | • McCormick | • Heineken |
| • IBM | • Pepsi | • ICANN | • PPG |
| • Coca-Cola | • Walmart | • SunEdison | • Tyco |
| • Canon | • Deere | • ITW | • Caterpillar |
| • Exxon-Mobil | • Mars | • Westinghouse | • ADIA |
| • Valmet | • Avon | • Siemens | • Dow |
| • Abraaj | • Intel | • Standard Chartered | • Manitowoc |
| • Corning | • Temasek | • Microsoft | • Berkshire Hathaway |
| • Kuwait Investment Authority | • Johns Manville | • Australia Future Fund | • Canadian Pension Investment Board |

PRESENT EMPLOYMENT

- 2018 – Present: **Berkeley Research Group LLC**
Managing Director and Chair, Emerging Markets Practice
- 2015 – Present: **Johns Hopkins University Faculty, Graduate School of Advanced International Studies (SAIS)**
Senior Fellow, Department of International Economics and Foreign Policy Institute
- 2015 – Present: **Proa Global Partners LLC**
CEO and Managing Partner
- 2015 – Present: **National Association of Corporate Directors (NACD)**
Master Workshop Faculty Member

PREVIOUS POSITIONS

- 2011 – 2015: **PricewaterhouseCoopers (PwC) LLP**
Senior Managing Director; Founder and Leader, Global Business Growth Management Consulting Practice; PwC Chief Economist
- 2008 – 2011: **Albright Capital Management LLP**
Managing Director and Member of Investment Committee
- 1993 – 2008: **The World Bank Group**
Lead for China Enterprise Restructuring, State-Asset Management and Finance/Trade Operations (1993-1997)
Lead for Russia/CIS/Balkans Sovereign/Cross-Sector Finance Operations, Privatization, Corporate Restructuring (1997-2005)
Lead Economic Advisor for Africa on Continent-Wide Finance and Investment Operations (2005-2008)
- 1991 – 1993: **Executive Office of the President**
United States Assistant Trade Representative
US Negotiator for all Services Industries for Establishment of the WTO and NAFTA
US Negotiator for all Sovereign Bilateral Investment Treaties (BITs)
Member, Committee on Foreign Investment in the U.S. (CFIUS)
Board Member, Overseas Private Investment Corporation (OPIC)
- 1990 – 1991: **President's Council of Economic Advisers**
Chief of Staff
- 1987 – 1990: **United States Senate**
Chief Economist, Committee on Governmental Affairs (John Glenn, Chairman)
- 1985 – 1987: **Harvard University Faculty**
Visiting Faculty, School of Arts & Sciences, Department of Economics (Teaching International Trade & Investment)
Visiting Faculty, Kennedy School of Government (Teaching International Energy Markets and Regulation)
Senior Fellow, Harvard Energy and Environmental Policy Center (Research and Publications on Natural Gas Policy and Expert Witness Consulting)

- 1982 – 1985: **Johns Hopkins University Faculty, Graduate School of Advanced International Studies**
Adjunct Professor of International Economics
- 1981 – 1985: **Resources for the Future, Inc.**
Assistant Director, Center for Energy Policy
- 1980 – 1981: **The Brookings Institution**
Fellow, Economic Policy
- 1979 – 1980: **The RAND Corporation**
Advisor, International Energy Security Policy

CORPORATE BOARD EXPERIENCE

- *Board Leadership Fellow, National Association of Corporate Directors (NACD)* 2017-present
- *Board of Directors, Executive Committee Member; Chair, Audit Committee, PartnersGlobal* (International Alternative Dispute Resolution Firm), 2008-present
- *Board of Directors, Strategic Ratings PLC* (New UK-based Credit Ratings Agency), 2018-present
- *Board of Advisors, ArmorText* (Enterprise Cyber Software Services Provider), 2017-present
- *Board of Advisors, Lake Tanganyika Floating Clinic* (Healthcare and Telecom Services Provider), 2015-present
- *Board of Advisors, Global Business School Network*, 2007-present
- *Board of Directors, Corporate Council on Africa*, 2012-2016
- *Board of Advisors, Russian-American Chamber of Commerce*, 2006-2010

ORGANIZATIONAL MEMBERSHIPS

- *Elected Lifetime Member, Council on Foreign Relations*, 1995-
- *Appointed Lifetime Member, Bretton Woods Committee*, 2008-

EDUCATION

1981, Ph.D., Economics, The University of Michigan

1978, A.M., Economics, The University of Michigan

1977, A.B., Economics and History, Brown University (magna cum laude)

PUBLICATIONS

Author of several books and numerous articles published in peer-reviewed Finance, Trade, Economics, Foreign Policy, and Law Journals.

Journals include:

The World Economy; Review of Industrial Organization; Yale Journal on Regulation; Columbia Journal of World Business; Journal of Economic Literature; Foreign Affairs; Journal of Policy Reform; Journal of Corporate Ownership & Control; Journal of Policy Analysis & Management; International Journal of the Economics of Business; Transnational Corporations; Finance and Development; Energy Policy; Journal of Asian Studies; Land Economics; The Energy Journal; Eurasian Geography and Economics; The International Lawyer; Economics of Planning; The Washington Quarterly; Journal of Energy and Development; The Natural Resources Journal; African Analyst Quarterly; The Globalist; CESifo Economic Forum; Journal of International Commerce, Economics Policy; The International Journal of Industrial Organization; Columbia FDI Perspectives

Books include:

- *Africa's Silk Road: China and India's New Economic Frontier*
- *From Disintegration to Reintegration: The Former Soviet Union in International Trade*
- *Economic Liberalization and Integration Policy*
- *Building Market Institutions in South Eastern Europe*
- *Unleashing Russia's Business Potential*
- *China's Management of Enterprise Assets: The State as Shareholder*
- *Policy Options for Chinese State Owned Enterprise Reform*
- *Case-by-Case Privatization in Russia*
- *Natural Gas Markets After Deregulation*

COLUMNIST

Monthly Global Business Columnist, **Forbes; Newsweek-International;** and **Gulf News,** 2015 – present

Frequent Global Business Columnist, **Financial Times,** 2019 - present