

Jonathan R. Woetzel

Jonathan Woetzel is a Director in McKinsey & Company's Greater China Office where he has lived for the past 25 years. He oversees the McKinsey Global Institute in Asia and has led McKinsey's Energy and Materials practice in Asia and its Corporate Finance practice in China. He is based in Shanghai and has also worked in the Hong Kong, Los Angeles, New York, and Zurich offices.

Dr. Woetzel has extensive experience in developing strategies and organizations for both industrial and consumer companies. Industries of particular interest include energy, basic materials, health care, telecom, and airlines. Dr. Woetzel has also advised national and local government authorities on economic development and reform issues. His public sector clients have included assisting the State Economic Commission of China in developing specific initiatives and regulatory changes to improve the foreign investment environment, developing economic policies for the cities of Shanghai, Wuhan, Shenzhen, Xian and Harbin, and drafting the energy policy of the Republic of China.

As McKinsey's leader in developing its China practice, Dr. Woetzel was responsible for opening the Shanghai location in 1995 and has been resident since then. He has also led many of the Firm's most significant engagements in China including the first major international listing of a Chinese company, the revitalization of Nanjing Road in Shanghai, and our global client service to the world's most significant resource company for the past 5 years.

Dr. Woetzel has authored three books on China: *China's Economic Opening to the Outside World* (Praeger, 1989), *Capitalist China: Strategies for a Revolutionized Economy* (John Wiley, 2003) and *Operation China* (Harvard Business Press, 2007). He holds a Ph.D. in political science from the University of Southern California, where his work focused on China's political economy. Dr. Woetzel, a U.S. citizen, is proficient in Mandarin, Spanish, and German, and is the proud father of Dominic and Taylor Woetzel.