



Brown, J. Frank

Managing Director
General Atlantic

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J. Frank Brown is a Managing Director and the Chief Operating Officer Designate at General Atlantic, a global growth equity firm. He will become Chief Operating Officer for the firm in January 2012.

From 2006 to 2011, Mr. Brown served as Dean of INSEAD, an international business school with campuses in Europe, Asia and the Middle East. He was the second American Dean since the foundation of the school in 1957. During his tenure INSEAD opened its third campus in Abu Dhabi and established the Blue Ocean Strategy Institute and the Social Innovation Centre. He also increased the participation of women students in the MBA program by more than 50%, built stronger connections with INSEAD alumni and with the business community, and achieved greater brand awareness for INSEAD. Prior to joining INSEAD, Brown had a distinguished 26-year career at PricewaterhouseCoopers, including leadership of the \$3.5 billion Advisory Services practice. Mr. Brown is the author of *The Global Business Leader: Practical Advice for Success in a Transcultural Marketplace*, and he is a frequent speaker on leadership.

Mr. Brown is a member of the Board of Directors of The Home Depot, and a member of the American Institute of Certified Public Accountants and the New York, New Jersey and Connecticut State Societies of Certified Public Accountants. He is also a member of the European Academy of Business in Society (EABIS) Board and the European Executive Council (EEC). Before becoming Dean, he served as a member of the INSEAD Board and as Chairman of the school's U.S. Council.

Mr. Brown received his B.S.B.A. from Bucknell University and studied on an advanced management program at the Wharton School at the University of Pennsylvania.

GENERAL ATLANTIC

General Atlantic is a leading global growth equity firm providing capital and strategic support for growth companies. It combined a collaborative global approach, sector-specific expertise, and a deep understanding of growth drivers to partner with great management and build exceptional businesses worldwide.

As a growth investor for over three decades, GA consistently generates long-term, superior returns by investing in and working with strong management to build outstanding companies. Its unique long-term capital structure affords it the flexibility to function as strategic, active and long-term partners for management, helping to strengthen and grow each business to its fullest potential.

Through the skills, knowledge, and experience of its professionals, its global presence and network, its unique and substantial capital base, and its commitment to a value-based culture of excellence, General Atlantic has built a sterling reputation in helping growth companies grow.