



**Wendy Cai-Lee | 蔡瀚文**  
Executive Vice President  
Head of U.S. Eastern & Texas Regions  
East West Bank

Wendy is Executive Vice President, Head of U.S. Eastern and Texas Regions with East West Bank, overseeing all businesses for the bank's strategic markets including Greater New York, New England, Southeast and Texas. With \$27.0 billion in assets and a market capitalization of \$5.2 billion, East West Bank is one of the 30 largest public banks in the U.S. Wendy was formerly a Managing Partner with OliveTree Partners, a merchant banking firm focus on providing strategic financial advice to fast growing, privately-held Chinese companies, especially with regard to their outbound investment activities. Wendy also served as senior investment advisor to several international luxury brands. Prior to that, Wendy was a Managing Director with Deloitte Chinese Service Group, working with U.S. companies investing in China and Chinese companies accessing the US markets. She has a successful 18-year track record in managing & growing business units in Fortune 500 companies as well as start-ups. Based in New York but travels extensively in China and the US, she worked with many Fortune 1000 US companies as well as large Chinese companies on various issues relating to investing and operating in a new market, including market-entry strategies, cross-border M&A, corporate strategy development, and deal negotiation. She successfully completed numerous complex acquisitions for Chinese companies in the US. Prior to joining Deloitte, she co-founded a POS software company and was the driving force behind raising multi-million dollar venture investments & building strategic alliances in the US and Greater China. Her other previous experiences include investment banking, product & marketing management roles at JP Morgan Chase and Citi.

Wendy serves as the Chair of the Board of Friends of UNFPA (United Nation's Population Fund). She is a member of the Board of Trustees at Rutgers University, and a member of the Board of Trustees at the Queens Museum of Arts. She is also a member of numerous China-related trade organizations, including the US Council on International Business and China Investment Group.

Wendy was selected for multiple "40 Under 40" awards including NJBIZ (2013), M&A Advisors (2013) and Crain's New York (2007). In 2000, Wendy was honored as the youngest recipient of "Entrepreneur of the Year" award by AWIB and was selected by Working Women magazine as one of the "20 under 30" women business owners. She is also the youngest recipient of *Award for the Health and Dignity of Women* by United Nation's Population Fund. She fund-raised for charitable organizations, disaster relief efforts and micro-financing projects in Asia. She is a frequent speaker at industry forums, universities and media programs including CNBC. Wendy speaks multiple Chinese dialects.