

Dealmaker

40 UNDER 40

■ ADRIANNA MA

AGE: 34 FIRM: GENERAL ATLANTIC

TITLE: PRINCIPAL CITY: NEW YORK

SECTOR: ENERGY AND RESOURCES

When ConAgra wanted to bail on its commodity trading and merchandising operations business amid the Dow's dive early this summer, General Atlantic tapped Ma and her team to join forces with Ospraie Special Opportunities Fund and Soros Fund Management to close a \$2.8 billion deal — a whopper completed during Hurricane Subprime in June.

Ma loved the challenge of dealing with Ospraie and Soros, both legendary commodity players. "I think each of the three of us appreciate what the other two bring to the table," she says, "and the value-added is complementary."

The new holding company will be known as Gavilon, and will remain based in Omaha. "I am passionate about building the energy-and-resources sector, because it provides me — and our global team — the opportunity to work with excellent management teams and to have a positive impact globally," she says. "That's why we invested in Gavilon."

Ma, the oldest of three daughters, emigrated from Beijing to Queens with her family in 1982. She went on to attend the Massachusetts Institute of Technology, obtaining a B.S. and a master's in engineering. After two years with HP as a technology project manager, she headed to Harvard Business School for an MBA. (Her parents still live in the same house.)

Ma then spent five years at Morgan Stanley in M&A before joining GA in 2005. "I love to break down complex industries to see where we can parachute in and make things more efficient," she explains with enthusiasm. "Technology, logistics, information exchange, capital and execution — all of these interconnecting forces — will shape global businesses in the coming decades."

