



Association
of European
Businesses

ANNUAL GENERAL MEETING

Swissotel Conference Centre, Moscow

17 April 2014

List of Nominees for the Auditing Commission



Association
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Businesses

Guskov, Alexander
Koschier, Marco
Semiletov, Roman
Uijtendaal, Gerard

Nominees for the Auditing Commission



Alexander Guskov

**Head of Tax and TP
Department of IBFS
united (Russia)**

Alexander graduated from the Tax Department of the State University of Management and International Management Program at the University of Applied Sciences in Germany (Hochschule Pforzheim University of Applied Sciences). At present, Alexander is the candidate of ACCA (the Association of Chartered Certified Accountants). Alexander has a great experience in the scope of taxation and transfer pricing obtained in FTS of Russia, as well as KPMG consulting company. At IBFS united Alexander acts as the Head of the practice of transfer pricing.

The main specialization of Alexander is the taxation of cross-border contracting with non-residents and transfer pricing in the Russian Federation.

Alexander regularly participates as an expert in issues of international taxation and transfer pricing in congresses and conferences, the author of several articles in specialized publications.

Alexander Guskov is an author of educating method based on consideration of situations taken from actual practice: this situations have several compromises or no decision at all; this method allows students to dive quickly into the topic of the studies and to take active part in it, but also to take virtual school errors and impasses. This gives the opportunity to apply the learned material in live business, what is the main task for the majority of the audience. This technique is now used among MBA teachers in leading business schools of Russia.

Election statement of the candidate for the AEB Auditing Commission



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As a member of the AEB auditing commission I undertake to:

- Guarantee compliance with the tax legislation in force in Russia and the CIS;
- Ensure accuracy in preparation of the AEB financial statements;
- Verify the sources of AEB budget funds;
- Monitor the ways of spending of AEB budget funds;
- Prevent cash deficiency;
- Seek the ways to raise AEB funds;
- Monitor the efficiency level and the legitimacy of tax exemptions usage;
- Suppress spendthrift and financial abuse.

**Alexander
Guskov**

**Head of Tax and
Transfer Pricing
Department of IBFS
united (Russia)**

I have extensive practical experience in supervising financial flows which, I believe, will let me fulfil my commitments. In particular, currently I perform functions of the chief supervisor of the control and audit activities for all affiliated branches of IBFS united, the group of companies.

Nominees for the Auditing Commission



Marco is a partner in Audit Consumer Products and Manufacturing groups. Marco joined Deloitte, CIS in 2006 and leads the German Desk of the firm.

Before joining Deloitte, Marco worked for Haarmann, Hemmelrath & Partner, a tax consulting and auditing company providing audit services for 20 years based in Moscow.

Marco is a member of the Auditing Commission of the AEB since 2008 and leads the Auditing Commission since 2009.

Koschier, Marco

**Partner, Audit
Deloitte**

Election statement of the candidate for the AEB Auditing Commission



Dear members of the AEB,

I'm working for the AEB since it was established first in the tax committee later leading the account subgroup within the finance and investment committee for several years.

Since 2009 I have the opportunity and the honor to lead the Auditing Commission of the AEB. As an audit partner and as a leader of the German desk of the firm I'm serving European and Russian clients thus all issues related to the business of my clients are sooner or later issues of the members for the AEB.

Given my experience both inside and outside the AEB, I believe I can contribute a lot to the development of the AEB and consider myself a strong candidate for the for the Auditing Commission.

I thank you for your support in advance.

Koschier, Marco

**Partner, Audit
Deloitte**

Nominees for the Auditing Commission



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EDUCATION

BASIC

2000 – 2002 - Moscow State Institute named after Dashkova. PHD in Management.

1993 – 1998 - International Academy of Business and Banking. Masters in Finance.

1995 – 1996 - Jacksonville University, Jacksonville, USA. One year study abroad program. Finance, management, economics.

PROFESSIONAL EDUCATION

2006 – 2007 - CIA (Certified Internal Auditor). Qualified member.

1997 – 2000 - ACCA (Association of Chartered Certified Accountants). Fellow member.

1999 - Russian Statutory Auditor (Institute of Chartered Auditors). Statutory chartered auditor.

EXPERIENCE

01.2008 – present HeidelbergCement Russia

Finance Director

09.2006 – 12.2007 Mineral & Chemical Company "EuroChem"

Chief Audit Executive

01.2001 – 06.2006 Rockwool - Russia

Finance Director

11.1996 - 12.2000 PricewaterhouseCoopers

Senior audit consultant

Roman Semiletov

Finance Director

HeidelbergCement

Russia

Roman Semiletov is member of the AEB Auditing Commission.

Election statement of the candidate for the AEB Auditing Commission



Roman Semiletov
Finance Director
HeidelbergCement
Russia

Being one of the most crucial organizations in representing the interests of European companies in the Russian Federation, the Association of European Businesses plays a vital role in developing the Russian business environment and thus ensuring a long-term prosperity of European companies in Russia. The performance of the organization can be kept on a high level by persons who both know the specific business and trade conditions in Russia and understand the problems a European company might face. That is the reason for me to offer myself as a candidate to the position of member of the AEB Auditing Committee. I would have the time, energy, wish and on the other hand, the experience and knowledge to take this position being totally aware of the extent of the responsibility this position is related to.

I would like to give a picture of my relevant financial knowledge and auditors' experience that is essential for that position. I have been working in total over 17 years in the areas of external auditing, internal auditing and financial management. My knowledge and experience in that sphere is proofed by several international and local professional certifications. For the last two years I have already been member of the AEB Auditing Commission and I would like to continue my participation in this organization.

Sincerely Yours

Roman Semiletov

Nominees for the Auditing Commission



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Gerard Uijtendaal

Partner HLB

**Vneshaudit, Head of
Business Advisory
Services**

- Partner HLB Vneshaudit, Head of Business Advisory Services
- Active, energetic, driven, hands-on business advisor
- Strong mission of helping entrepreneurs to succeed
- Certified auditor (AA), 25 years of experience in business advisory
- Previous: BDO Corporate Finance, Deloitte Financial Advisory Services CIS
- Experienced in cross border M&A deals, valuations, due diligence, investigations, restructurings, financing and business improvement
- Strong academic and practical background in advising fast growing, technical driven, innovative companies
- Additional focus on developing high performing management teams, decision making in fast growing companies, learning facilitation and development of talents and leadership teams
- Dutch, Russian speaking, married, four children, living in Moscow.
- Gerard Uijtendaal is member of the AEB Auditing Commission.

Election statement of the candidate for the AEB Auditing Commission



Gerard Uijtendaal
Partner HLB
Vneshaudit, Head of
Business Advisory
Services

- Corporate governance & compliance, risk management & internal controls, up to date and accurate reporting and providing excellent management information is of paramount importance in today's business environment.
- The Auditing Commission of the AEB plays an important role in supervising these processes within the AEB and make recommendations for improvement.
- With more than 25 years of experience as auditor and business advisor I have the right competencies to support this process within the AEB.
- Besides my financial skills, I have a very strong focus on the people side of business: helping executives to achieve their goals.
- I have served as a member of the Auditing Committee since 2012 and I am committed to continue to serve for the next years.
- With my strong commitment to Russia and its business environment I am very motivated to support the AEB in their unique mission to enhance the Russian-European business climate.