



Association of European Businesses

ANNUAL GENERAL MEETING

22 APRIL 2010

5pm

**Swissotel Conference Centre,
Moscow**



List of Nominees for the AEB Executive Board

- Baltazar, Gerard
- Cohen, Philippe
- Corneliusson, Lars
- Fache, Dominique
- Faidy, Eric
- Hammond, John
- Hartmann, Reiner
- Helin, Erik
- Linares, Antonio
- Munnings, Roger
- Novoselov, Dmitry
- Pascal, Patrick
- Sakuler, Gerald
- Telonis, Ioannis
- Thomas, David
- Ziegler, Christian



Nominees for the AEB Executive Board



Baltazar, Gerard CEO, In2Matrix Group

Mr. Baltazar was educated in the UK and holds a Degree in Commerce and a Diploma in Business and Finance. He is also a registered member of the Financial Services Authority in the UK.

Career:

Started over 17 years ago in the financial services industry in in2Consulting, Ltd UK as a holistic financial planner advising high net worth clients. Subsequently he opened an employee benefits division which he has developed into number of offices worldwide. Due to the market growth he came to Russia in the beginning of 2000 with his ideas to meet clients' needs and founded 2008 In2Matrix, a leading privately-held Employee Benefits consulting and brokerage house in the CIS.

Skills:

- good knowledge of Russia
- successful entrepreneur
- supportive and active AEB member
- well developed networking and social skills
- international background
- experienced unbiased mediator
- target driven
- takes a big respect in third parties interests



Nominees for the AEB Executive Board



Cohen, Philippe

General Manager, Ariston Thermo Rus

Member of the Board and Deputy Chairman of the AEB Executive Board (2008-2010); chairman of the AEB Agribusiness committee (2006-2010)

Born in 1962 in Paris, France.

Graduated in 1984, MBA with specialization in International Affairs.

Since Dec. 2009: General Manager of Ariston Thermo Rus, part of the Ariston Thermo Group, one of the world leaders in the production and marketing of heating systems.

From 1984 till 1987, worked in South-East Asia for a small import / export company.

From 1987 to 1989, worked as project manager in Accra, Ghana, for the French company CFAO ("Compagnie Française d'Afrique de l'Ouest").

From 1989 to 1995, worked as area manager Asia/Pacific for a French laboratory manufacturer of veterinary pharmaceuticals ("Vetoquinol").

From 1995 till Dec. 2009: General Manager of the Russian subsidiary of Bonduelle Group, responsible for Russia & CIS (Moscow: Finance, marketing & sales; Krasnodar: production). The French group Bonduelle is the world leader in the field of processed vegetable, and since the past ten years became also leader in CIS markets.

Counselor for Foreign Trade of France (Conseiller du Commerce Extérieur de la France).

Awarded French medal for the development of agriculture (Ordre National du Mérite Agricole).

Married, father of a 9 year old daughter.

Nominees for the AEB Executive Board



Corneliusson, Lars

Managing Director, ZAO "Volvo Vostok"

Date of Birth: 01.03.1967

Place of birth: Sweden

Citizenship: Sweden

Education:

1983-1986 High School, Gothenborg, Sweden

1990-1994 Master of Science in Business Administration, Uppsala University, Sweden

Experience:

1988-1989 Purchasing manager, Hagkaup chain, Reykjavik, Iceland

1989-1991 Purchasing manager, Almqvist & Wiksell chain, Stockholm, Sweden

1995-1997 Consultant - adviser, Hifab International AB, Stockholm, Sweden, Latvia, Lithuania, Russia

1997-1999 Head of Representative Office, Hifab International AB in Moscow, Russia

1999-till present Managing Director ZAO "Volvo Vostok", Moscow, Russia

Family status: Married

Nominees for the AEB Executive Board



Fache, Dominique

Country Manager and Chief Operations Officer for Russia and CIS, Enel

Fache Dominique, born in 1949, is Enel's Country Manager and Chief Operations Officer for Russia and CIS as well as the Chairman of the Board of JSC "Enel OGK-5". Born in Northern France, with a degree in Engineering from the Sorbonne, he lived and worked in Russia for about 15 years from 1992, first as Country Manager for the Schlumberger Group and in the last three years as consultant and independent member on the boards of leading Russian energy companies.

Over the years spent in Russia, he has acquired excellent Russian language skills, forging high-level relationships in the government and business communities in both Western Europe and Russia.

At the start of his career, between 1972 and 1987, he participated in the creation and development of the Sophia Antipolis science park in Nice, serving as deputy director and is still a member of the Board of directors of this France's leading research and development zone.

After joining the Schlumberger Group in 1993, Fache was appointed Country Manager for Russia and the countries of the CIS, moving to St. Petersburg. This gave him the opportunity to acquire considerable experience in the energy sector and to expand his understanding of the Russian system, boosting Schlumberger's turnover in the country from a few tens of millions to 1.4 billion dollars.

Since 2003 Fache has been a consultant and independent member on the boards of major Russian energy companies. In 2001 he founded the "Club de Nice", which organizes a high-level forum for Europe's energy leaders.

From March 2008 – Chairman of the Board of Directors of JSC "Enel- OGK-5 (Fifths wholesale generating company)"

Since the moment of their establishment in June 2008, Fache is a Member of the Supervisory Boards of the Market Council and the Council of Energy producers.



Nominees for the AEB Executive Board



Faidy, Eric

General Director, MICHELIN Russia and CIS countries

Member of the AEB Executive Board

Eric Faidy is a graduate of Ecole de Commerce. He joined Michelin Group in 1988, 3 years after having finished his studies.

During his work in Michelin head-office in Clermont-Ferrand (France) he applied a budget controlling mechanism for the management of Michelin Group R&D department.

After this first experience he became responsible for the audit in Michelin branch in Italy and spent 3 years in Turin.

Then he controlled management, organization and industrial methods in one of main Michelin factories in France, after what he joined an international project charged to apply in Michelin Group administrative software named « Oracle ».

In the end of 1999 he became Accountant and Financial Director in Michelin branch in Great Britain where he managed an important project of industrial restructuring.

In October 2002 he was offered to become General Director of Michelin Services Limited - European center of main accountant services of Western Europe branches.

In the beginning of 2005 he became General Director of Michelin Russia and CIS countries.

Married, has 3 daughters.



Nominees for the AEB Executive Board



Hammond, John

Senior Partner of the CMS Moscow office

John is the Senior Partner of the CMS Moscow office. He arrived in Russia in 1995 as the Managing Partner of CMS Cameron McKenna and has spent 9 of the last 15 years living and working here. In between he spent 6 years as a partner of CMS Hasche Sigle in Germany. John specializes in M&A transactions, including private equity, joint ventures and international dispute resolution, and has extensive expertise in the oil and gas, chemical and pharmaceutical, telecommunication and financial industries. He graduated with a law degree from Oxford University and qualified as a lawyer in England in 1987 and as a Rechtsanwalt in Germany in 2006. He speaks German and Russian, is married to Antje and has two children at the Anglo-American school. He plays saxophone badly and is a lifelong Chelsea supporter.



Nominees for the AEB Executive Board



Hartmann, Reiner
General Director, E.ON
Russia OOO

Chairman of the AEB
Executive Board,
Chairman of the AEB Energy
Committee

Date and place of birth: 25 June 1945, Germany

Career

1965 – 1975 Employment abroad in foreign representative offices and daughter companies of European and global operating companies in UK, USA, South-Eastern Asia.

1975 – 1987 Management position with Klöckner Industrieanlagen Duisburg, Germany Corporate Development, Marketing and Project Management in the Middle East and South East Asia

1988 – 1992 Vice President of the company Anton Ohlert, Trade Representative Company in the Soviet Union.

1992 – now Head of Representative Office of Ruhrgas AG/E.ON Ruhrgas AG, Gazprom largest foreign shareholder, Long-term Gas delivery Contracts till 2036, Equity Shareholder in the Nord Stream Company with Gazprom, Shareholder in Severneftegazprom (license holder in Yuzhno-Russkoye gas field)

2008 – now Director/General Director of the E.ON Russia OOO, subsidiary of E.ON AG, largest foreign investor in the Russian Power Sector (78,3 % Shareholder of OAO OGK-4).

Qualifications

1961 – 1965 Study of economics

Appointments

Founder and Member of the Executive Board of the Association of German Economy in the Russian Federation.

Chairman of the Executive Board of the Association of European Businesses in the Russian Federation, Chairman of the AEB Energy Committee

Member of the Executive Committee of the Moscow International Petroleum Club (MIPC).

Member of the Foreign Investment Advisory Council Steering Group, Moscow

Member of the EU - Russia Energy Dialog Steering group.

Head of Coordination Group for Energy questions of the Industrial Round Table in the RF.

E.ON in Russia

E.ON has a diversified, long-term supply portfolio that includes long-term commitments on gas delivery contracts with Gazprom till 2036. Moreover E.ON is an equity shareholder in Nord Stream Company together with Gazprom and shareholder in Severneftegazprom (license holder in Yuzhno-Russkoye gas field).

E.ON is the largest foreign shareholder in Gazprom and a Member of Gazprom's Board of Directors.

E.ON is the largest foreign investor in the Russian Power Sector with a capacity of 8600 MW.

Major off taker of Russian coal for E.ON Power plants in the European Union.



Nominees for the AEB Executive Board



Helin, Erik
President, Specta Group

Member of the AEB Executive Board

Erik Helin has been living 20 years in Russia. Before Russia, Mr Helin was working in New York and London. He holds a degree in Economics from Finland and has also participated in several management courses in IMD, IESE, INSEAD and JOKO.

Mr Helin runs Specta Group, the leading industrial packing company in Russia with its own nationwide sales network in Russia and CIS.

The company provides industrial packing and strapping machineries and materials in Russia. Main client segments are Steel, Metal, Sawn timber, Fibreboard, Paper, Corrugated, Polygraphic and Construction Material Industries.

Specta has invested in steel processing in Kostroma, Russia and the factory has been in operation since 2007. The project is the first European new technology and greenfield investment into Russian steel industry. Mr Helin is a member of Russian Union of Metal and Steel Suppliers.

The long track record in B2B market, greenfield investment project experience, contact network within the various industries and extensive regional coverage have given to Mr Helin a unique insight for the trade and investment environment in Russia.

Mr Erik Helin has been an active AEB member for 12 years, of which three years the National Representative of Finland, and past two years the **Member of the Executive Board of the Association of European Business.**

Regional Development has been one of the strategic directions of the AEB, as more members are active in the regions and a need to consolidate the efforts to promote the interest of European companies became evident. During the past period the Executive Board developed the regional policy, and the first permanent operation was established in St Petersburg. In addition, Mr Helin actively supports the issue driven co-operation with other associations and more reciprocal engagement between EU and Russia, like the free movement of people.

The partnership between EU and Russia contains a massive potential of mutual synergies. The Association of the European Business stands as an important bridge in further engagement of EU and Russian companies in the field of trade and investment



Nominees for the AEB Executive Board



Linares, Antonio

Managing Director, ROCA in Russia (Spain)

Education and Experience:

Civil Engineer and MBA, research work in the field of Finite Elements in the Institute of Fundamental Technological Research in Warsaw under a Program Tempus Phare of the EU.

A Senior Project Manager, Construction Manager and Regional Director in COMSA - one of the top 10 Spanish construction companies.

Extensive experience in Civil Construction and Real State in different countries.

Has been in charge of a Greenfield Project and several acquisitions.

Has significant experience in all financial, tax and legal matters, as well as in logistics, customs, labor and other fields critical for any such projects.

In the year 2003 - joined Roca, the leading global bathroom group, and since then

has held responsibilities in Corporate Development, Marketing and as a Managing Director Russia and CIS.

Interests:

Music, Ballet and Opera

Traveling

Literature

Cinema

Speaks 5 languages (Spanish, English, French, Catalan and Russian).

Family status: Married, has a two-year-old daughter.



Nominees for the AEB Executive Board



Munnings, Roger

UK Government Special Representative for Trade and Investment between the UK and Russia, Chairman of the Audit Committee Institute in Russia

Deputy Chairman of the AEB Executive Board

Date and place of birth: 3 August
1950, United Kingdom

Career:

Chairman and CEO of KPMG Russia/CIS Region (1996 to 2008)
Chairman of KPMG's Global Energy and Natural Resources Practice (1993 to 2008)
Member of the International Council of KPMG (2000 to 2008)
Member of the Board of KPMG EMA Region (2000 to 2008)
Member of the Advisory Boards for KPMG's relationship with Royal Dutch Shell, BP, Saudi Aramco and Saudi Arabia, Repsol, OMV (Austria) and Santos and Woodside Petroleum (both Australia) (to 2008)
Global Lead Partner for LUKOIL (1993 to 2008)

Qualifications:

M.A. (Honors) University of Oxford – Politics, Philosophy and Economics
Fellow of the Institute of Chartered Accountants in England and Wales
Appointed CBE in the UK in H.M. The Queen's New Year's Honors List 2007

Appointments

Russia/CIS

Member of National Council on Corporate Governance in Russia
Member of the Union of Industrialists and Entrepreneurs in Russia (RSPP)
Member of Russian Union of Directors
Board Member of US Russia Business Council, Washington, USA
Board Member of Russo British Chamber of Commerce, London, UK
Deputy Chairman of the Executive Board of the Association of European Businesses in Russia
Advisor to The Bolshoi Theatre
Member of the Board of Trustees of the John Smith Memorial Trust
Member of the Advisory Board of the Russian National Orchestra
Member of the Advisory Board of the Yekaterinburg Symphony
Member of the Board of the Moscow School of Political Studies
Joint Chairman of the Board of SIFE, Russia ("Students in Free Enterprise")
Member of the International Advisory Council for IBLF in Russia
Global Energy and Natural Resources

Member of the International Advisory Board of the World Energy Council

Recent Conferences

Chairman of opening and closing plenary sessions of 2006 and 2007 Russian Economic Forum in London
Panel Member of the Energy Session, 2006 World Economic Forum, Moscow
Member of Russia/UK International Governmental Round Table on Corporate Governance
Member of Round Table on Energy Security, G8 Energy Ministers, Moscow, 2006
Member of Energy and Natural Resources Group for G20 Finance Ministers, Melbourne, Australia, 2006
Chairman of opening plenary session of the 2005 Economist Conference in Moscow



Nominees for the AEB Executive Board



Novoselov, Dmitry
Project Director, Renova
Management AG

Member of the AEB Executive Board

Was born in Moscow in 1961, 48 years old.

He is married with a son and a daughter.

In 1984 he graduated from the Institute of Asian and African Studies of Lomonosov Moscow State University. In 1989 he graduated from the postgraduate school of the Institute of Oriental Studies of USSR Academy of Sciences, Moscow, was awarded a PhD. Dmitry speaks English and Hindi fluently, German and French are working languages.

Since 1986 – worked at the Institute of Oriental Studies of USSR Academy of Sciences; subsequently, he worked at the State Committee for Economic Affairs in Karachi, Pakistan. In 1992 was appointed as the third and later, as second secretary and attache of the Third Department of Asian Affairs., RF Ministry of Foreign Affairs. During this period, ties with foreign and Russian state-owned industrial and economic structures were significantly developed.

From 1994, his career began to actively develop in the energy business sector.

From 1994 to 1996, he was the Deputy General Director, fully coordinating all logistics with regard to the process of consumer goods supply to Russia and all matters related to international legal and financial standards of transactions management.

From 1997 to 2004 he worked at the Fund on cooperation in the restructurisation of the coal mining industry - "Reformugol", first as Head of the Financial and Administrative Services, then as the Executive Director. The later, involved the sourcing for and subsequent coordination of World Bank Loan Funds.

From 2003 to 2004 he was the General Director of ANO "Ekopromsistemy", where he headed the research and development of optimum business processes in the energy industry, in accordance with international standards on safety and ecology. In September 2004, he joined the concern Fortum as Vice President, Head of Operations in Russia, Vice President of Public Relations. The company's main activity was the production and sale of oil and gas. The total control of the company in Russia, in accordance with all requirements of civil, tax, environmental, labor legislation and regulations of Russia, regulating the production and economic and financial-economic activities of the society.

From June 2008 - General Director of JSC "TGC-10". In April 2009, the company changed its name to JSC "Fortum" - Private electricity and heat generating company. Its strategic investor is Finnish electricity concern Fortum. Mr Novoselov is President, General Director. The company's main activity is the production and sale of heat and electric energy. At that point in time the company was involved in the management of ready-made objects, as well as the design and construction of new facilities, risk analysis and strategic development.

From August 2009, he became the Project Director of Renova Management AG, providing comprehensive project management in the development of the company's in the solar business.

As of February 1, 2010 Dmitry has also been the General Director of LLC "Hevel," which implements a joint project of the Renova Group of Companies and GC "Russian Corporation of Nanotechnologies", for the construction of a plant for the production of solar modules in Novocheboksarsk (Chuvashia). He is a member of the AEB Executive Board and the Russian Union of Industrialists and Entrepreneurs.

Mr. Novoselov regularly participates in various seminars and conferences related to the development of the energy business both in Russia and abroad, allowing him stay in line with the latest world market trends.



Nominees for the AEB Executive Board



Pascal, Patrick

**Head of Representation, «ALSTOM»
President for Russia, Ukraine and Belarus**

Born: September 1, 1951
Place of Birth: Bron (Rhône department, France)
Nationality: French
Civil Rank: Counsellor for Foreign Affairs
Working Languages: French (mother tongue), English, German, Russian
Member of the Executive Committee of the Moscow International Business Association (MIBA)

Diplomatic Career:

The Central Administration, Ministry of Foreign Affairs, France:
1995-1999: Directorate General for Policy, the Department of the United Nations and International Organizations;
1994-1995: Directorate General for Cultural and Scientific Cooperation and Development;
1986: Member of the Foreign Minister's Office presided by Mr. Jan-Bernard RAIMOND;
1982-1986: Directorate General for Policy, the Department of the United Nations and International Organizations;
1979-1980: Directorate for Policy, the Department of Strategic Affairs, Security and Dis-armament.

Diplomatic career overseas:

2005-2008: First Counsellor, French Embassy in Moscow, Russia;
2002-2005: First Counsellor, French Embassy in Damascus;
2002: Second Counsellor, French Embassy in El Ryad ;
1991-1994: First Secretary, French Embassy in Moscow, Russia;
1987-1991: Second Secretary, Permanent Mission of France at the UN (New York);
1981-1982: French Embassy in Berlin, Germany.

Other offices:

1999-2002: Head, Executive Office of the President at the Institut du Monde Arabe (IMA) or the Arab World Institute during the presidency of Mr. Camille Cabana.

Teaching Assignments:

Lecturer:

1998-2002: Institute of Political Studies (Institut d'Etudes Politiques Aix-en-Provence, France) (courses taught: French Foreign Policy);
Visiting Lecturer to Russia (Moscow State University for International Relations /MGIMO), USA (Cleveland, Chicago, New York) , Damascus, Syria (executive training for Syrian civil sector officers);

Publications:

Conference Papers «*The Role of Euro in Economic Relations between Europe and the Arab World*» (IMA, *the Arab World Institute issue*, 27 March 2000);

Memberships and Prior Work Experience:

1988-1991: Voted Member of the Governing Body at the UN International School, N.Y. (under the chairmanship of Mr. Kofi Annan, the President of the Governing Body);
1973-1975: Surveying Agency for Insured Events.

EDUCATION AND QUALIFICATIONS:

Graduate Diploma - Institut d'Etudes Politiques de Paris (Institute of Political Studies, Paris)
Law Course at the University Paris II Assas
Course in French and German Legal Studies - Saarland University (Germany)
Magistère Diploma (MA equivalent) – Sorbonne, France
Licence / BA (major in History and Geography)
Diploma - INALCO (National Institute of Languages and Oriental Civilizations, Paris)
The German Language Studies - University Paris IV (France) and the University of Bonn (Germany)



Nominees for the AEB Executive Board



Sakuler, Gerald

Head of all CIS operations of Bene Office Furniture

**Deputy Chairman of the AEB Executive Board and
AEB Treasurer**

Working for Bene Office furniture in Russia and eastern Europe since 1990. Head of all CIS operations of Bene and working on the modernization of offices and business centers in this region.

Serving on the Executive Board of the AEB and being Treasurer of the AEB I have been involved in strengthening the AEB and improving the services of the AEB to its member companies. This knowledge and experience will be the most important fact for my further work in the Executive board.

I will work on a continuation of the current path of AEB to be the strongest Business Organization in Russia particularly by representing and supporting the small and medium size companies from Europe and from Russia in the AEB. And of course in general working on an improved business climate for the European companies working in Russia by supporting an intense cooperation with the Russian government and particularly here the fact that I come from Austria is a big advantage.



Nominees for the AEB Executive Board



Telonis, Ioannis (Yiannis)

Chairman of the Management Board, LLC CB Hellenic Bank

Ioannis (Yiannis) Telonis was born in 1960 in Nicosia, Cyprus. He studied at the University of London / London School of Economics and Political Science, from where he graduated in 1984 earning a BSc(Econ) in Accounting and Finance. After working for two years in the City, Yiannis entered Cass Business School (then City University Business School), for an M.B.A. in Export Management and International Business.

Upon his return to Cyprus in 1988, he was recruited by the Hellenic Bank Group as a Planning and Research Officer.

In 1991 he was appointed as Group Marketing Manager.

In 1999, Yiannis took over as General Manager of the brokerage and investment banking Subsidiary of the Group, where he presided over a complete restructuring of the business.

In 2004, Yiannis was appointed as Head of Group Strategic Development until June 2008, when he was appointed to lead the Project Team for the set up of what is now LLC CB HELLENIC BANK. In spite of the financial crisis, the Group decided to proceed with the set up of operations in Russia; in fact, as part of the set up project, the Group also acquired the freehold of a building on Rozhdestvensky Bulvard, which was fully fitted out to house the operations of the Bank.

Yiannis is currently the Chairman of the Management Board of the Bank.

His hobbies include music, book reading and travelling. He is fluent in Greek and English and has a working knowledge of Italian.

Yiannis is also a member/ Chartered Marketer of the Chartered Institute of Marketing of the U.K.



Nominees for the AEB Executive Board



Thomas, David

President, Volvo Cars in Russia

Chairman of the AEB Automobile Manufacturers Committee

David Thomas was born in 1962 in Gorseinon, South Wales, UK. In 1985 he graduated from Plymouth University in Devon as BA in Business Studies.

David has comprehensive experience across many aspects of the automotive industry. He started as business management analyst for Mercedes Benz (UK) Ltd. in 1985 and then worked for a Multi Franchise Dealer Group, Citroen (UK) Ltd., the Importer for Volkswagen and Audi in UK, and a BMW dealer.

In 1995 he joined Volvo Car UK Ltd. as a Business Development Consultant and then moved to Volvo Car Finance before returning to Volvo Car UK Ltd. as Head of the Network Development department for the UK and Ireland.

From October 2005 David has been President of Volvo Cars in Russia, leading the organization through several years of very rapid expansion and the more recent challenges of the financial crisis.

An active participant in the **Automotive Manufacturers Committee of the Association of European Businesses** since arriving in Russia, David became Vice Chairman in October 2007, was **elected Chairman** in April 2008 and re-elected in 2010. He also participated in the March 2010 AEB delegation to Brussels, to provide insight into the development and perspectives on the automotive industry in Russia.

David Thomas is married to Birgit, a German national and has three children.

Volvo Cars has been manufacturing passenger cars in Sweden since 1927 and has 20,000 employees globally. Volvo has a long established presence in Russia which is a key current and future market globally.

Volvo Cars LLC was founded in 2010 and commenced operations in October of that year. It is responsible for the importation, distribution, marketing, sales and service of Volvo Cars via an independent dealer network.



Nominees for the AEB Executive Board



Ziegler, Christian

Auditor and Tax Partner, Rödl und Partner Russia

Member of the AEB Executive Board

Chairman of the Finance- and Investments Committee

Dr. Christian Ziegler is auditor and tax partner at Rödl and Partner Russia, is a member of the Board of Tax Experts of the Austrian Chamber of Accountants and an Austrian delegate to the FEE Banks Working Party and Indirect Tax Working Party. Beginning his career in 1978 with Exinger GmbH (Austrian branch of BDO), he became certified public accountant in 1982. In 1984 he founded TPA (Treuhand Partner Austria), an audit and consulting firm where he was a partner in charge of establishing and working with subsidiaries in Hungary and Czechoslovakia until 1996. Subsequently he worked for the Austrian Raiffeisenverband for one year. In 1998 Christian Ziegler joined the Austrian practice of PricewaterhouseCoopers providing tax and legal advisory services to multinational companies and being responsible for the financial sector for a period over six years.



List of Nominees for the AEB Council of National Representatives (CNR)

- **Abramov, Alexey (Czech Republic)**
- **Arico, Ruggero (Italy)**
- **Bertoncini, Dominique (France)**
- **Braun, Tiberius (Germany)**
- **Bucelnikova, Natalija (Lithuania)**
- **Delpal, Philippe (France)**
- **Gilmartin, David (Ireland)**
- **Karhu, Pirjo (Finland)**
- **Leitner, Wolfgang (Austria)**
- **Linares, Antonio (Spain)**
- **Mikkonen, Timo (Finland)**
- **Nielsen, Aage V. (Denmark)**
- **Verbeeck, Johan (Belgium)**



Nominees for the AEB Council of National Representatives (CNR)



Abramov, Alexey

Director of Molytor C.R.O. (Czech Republic)

AEB CNR Member for the Czech Republic.

Alexey Abramov, a director of Molytor c.r.o. since 2007, is responsible for extending IT consulting services in Russia. He has extensive experience in the IT management since 2001, in the IT consulting – since 2005.

In 2001 he graduated from the Lomonosov Moscow State University with diploma in honors, in 2004 – from the Post-Graduate study in Lomonosov MSU, specialized in math modeling of biological processes.



Nominees for the AEB Council of National Representatives (CNR)



Arico, Ruggero

Director of External Relations for Russia and CIS, Enel (Italy)

International lawyer, Ruggero Arico is being working at Enel for the last 10 years.

3 years at the HQ in Rome dealing with Institutions and regulatory bodies, 5 years in Brussels where he opened and managed the office dealing with European Union Institutions, and 2 years ago he was appointed Director of External Relations for Russia and CIS countries based in Moscow.

He studied at the London School of Economics, at the College of Europe in Bruges, at the LUISS School of Diplomacy in Rome and he has an Executive MBA at the INSEAD Fointaineblau (Paris).

He speaks 6 languages.



Nominees for the AEB Council of National Representatives (CNR)



Bertoncini, Dominique

General Manager of Air Liquide in Russia since the beginning of 2008 (France)

46 years old, French citizen

He is an Engineer, graduated at the Institut National Agronomique in Paris.

He has been working for the Air Liquide group for more than 20 years in different countries, mainly in operational management positions.

He spent most of his career in Europe, and especially in Germany where he lived for 9 years.

He is a member of the board of the French Chamber of Commerce and Industry in Russia (CCIFR).

He speaks fluent English and German and intermediate Russian.



Nominees for the AEB Council of National Representatives (CNR)



Braun, Tiberius

**Representative of Airtours in Russia & CIS,
Key account manager for airtours in Russia & CIS (Germany)**

Was born 05.09.1947 in Temeschburg (Timisoara) Rumania
German Citizen

Married since 1995, wife Elena Braun-Vitsinskaya, Russian,
2 daughters, one is living in Austria / Linz

Education:

1965 Baccalaureate

1970 Diplome Engineer, graduated at the High - School for
Construction in Temeschburg

1970 – 1976 University teacher at the technical High school in
Temeschburg and teacher at the technical professional
school in Temeschburg

1976 Repatriated to Germany / Muenchen

Language knowledge's, etc.:

7 languages: German, Russian, English, Hungarian, Rumanian -
very well; Spanish – well; French – medium

2003 – 2004 : President of the Rotary Club Moscow
International

Professional development:

1977 – 1980 Seeber Construction / Company Philipp Müller GmbH /
Stuttgart – project manager

1978 - 1980 Company Degremont in Vevey / Switzerland

1980 - 1995 Preussag Bauwesen Hanover / Germany

Project manager for different Water Treatment Projects, working seven
years in Bagdad / Iraq and in Constantine / Algeria for another 3
years and later in Moscow in the Russian Federation for another
4 years at the Joint Venture Inrusspreus as Technical Director

1995 - 2002 Head of the Representation of the Preussag AG in
Moscow (Industrial Holding company)

2002 - 2004 Head of the Representation of TUI AG in Moscow
(because Preussag changed his name in to TUI AG and is now
mainly involved in tour operating and shipping business.

2004 - 2008 Board member & secretary of the tour operator
Mostravel / Moscow

1995 - 2003 Founder member of the European Business Club in
Moscow (as Preussag AG in 1995).

Member of the executive board of the European Business Club
Moscow (8 years)

Deputy head of the C. Committee at the Verband der Deutschen
Wirtschaft Moscow

2009 - now Representative of Airtours in Russia and CIS as well
as Key account manager for airtours in Russia and CIS



Nominees for the AEB Council of National Representatives (CNR)



Bucelnikova, Natalia
Individual Member (Lithuania)

AEB CNR Member for Lithuania

Natalia Bucelnikova is a founder and managing director of Buman Media, PR consultancy providing professional services in communications to Russian and international companies. Buman Media services include developing and implementing communications strategy, providing internal audit, media trainings, messaging workshops, stakeholder mapping, media relations, online communications, crises communications support and corporate social responsibility.

Prior to founding Buman Media Natalia developed her experience in Moscow-based and London-based agencies providing PR support to such clients as IBM, BSA, GE Energy, Heinz, Wrigley's, 3M, and others.

Natalia graduated from Cardiff University (UK) with MA in International Public Relations.



Nominees for the AEB Council of National Representatives (CNR)



Gilmartin, David
General Manager, Troika Relocations (Ireland)

David Gilmartin has been living and working in Russia since 1996. Originally in the consumer goods industry, David spent 3 years in the regions, opening sales and distribution centers for Coca-Cola. From 1999, David was based in Nizhny Novgorod and, later, St Petersburg with Dandy Distribution, now part of Dirol Cadbury.

Based in Moscow since 2001, David set up his own company, Troika Relocations, in 2007. “We see ourselves as a hand-holding service for senior international assignees relocating to Moscow” says David. “We work with Corporate HR, and the incoming family, to arrange school registrations, home-finding, orientation trips and the like. Recently we have also launched a Visa & Immigration service, assisting our clients to obtain work permits for their international staff”

Having been instrumental in the establishment of the Relocation Sub-Committee in 2007, David has been an active member of AEB for a number of years. He currently chairs the Relocation Sub-Committee, and is a member of the HR Committee. Additionally, David is closely associated with the Irish business community, where he is currently Treasurer of the Irish Business Club.



Nominees for the AEB Council of National Representatives (CNR)



Delpal, Philippe

Russian financial system expert, former President of BNP Paribas Vostok (France)

Individual member in the AEB

AEB CNR Member for France.

Born on November 8th, 1972, Philippe has already served 4 years as CNR representative for France in the AEB and his actively involved in AEB activities.

Up to end of March 2010, Philippe Delpal was Global Head of BNP Paribas Retail Banking in Russia. He acted as President of “BNP Paribas Vostok” Bank and chairman of CETELEM Russia. In Russia BNP Paribas Retail Banking counted almost 2.000 employees working in 23 regions (Greenfield development).

Based in Moscow for more than 6 years, Philippe brings over 15 years banking industry experience to the role, having garnered extensive knowledge in various business lines in leading banks.

Philippe Delpal entered BNP Paribas Group in October 2006 to implement retail banking and consumer finance ambitious organic development plans. He brought his entrepreneurship skills and his knowledge of the Russian banking system.

Prior to joining BNP Paribas he worked for Societe Generale Group (1996 – 2006), where he made a career from an inspector (Department of Internal Audit and Consulting) to one of the top managers of the General Inspection, participating in various M&A projects in France, Germany, Great Britain and Czech Republic.

Philippe has had a successful career with Rusfinance, Societe Generale Group’s consumer finance subsidiary in Russia, where he was CEO in Russia overseeing their start-up and expansion through combination of acquisitions and organic growth in 2004-2006 (development of the project from earliest stage with 30 staff up to 6.000 staff and number 2 position in the Russian market for car financing on 2006).

In 1996, Philippe Delpal worked at the European Organization for Nuclear Research (Conseil Européen pour la Recherche Nucléaire) in Geneva, and earlier in Bank Indosuez in Hong Kong.

In 2008, Philippe was named one of the “TOP 1000 most professional managers of Russia – 2008”, the rating compiled by Association of Managers of Russia and Publishing House “Kommersant”; in 2006 he was nominated in the Russian competition “Manager of the year”. In 2007 Philippe Delpal acted as the Banking Committee Chairman of the AEB in Russia.

Philippe is married with two children. A graduate from the Telecom Paris (1994), he is fluent in English, French and German, Russian (advanced level).

Following change of strategy of BNP Paribas Retail Banking in Russia and absence of shared views regarding the level of ambitions to have in the Russian market, Philippe has decided to pursue new challenges in Russia in the fast-developing financial sphere.



Nominees for the AEB Council of National Representatives (CNR)



Karhu, Pirjo

CEO, Chair of the board and founder of Konsu Group (Finland)

Ms. Pirjo Karhu, CEO, Chair of the board and founder of Konsu Group, has been an entrepreneur over 25 years. She has 18 years experience in Russian business as an expert and general director. Ms. Karhu has been awarded national entrepreneurial prize of Finland in 2005 and entrepreneurial acknowledgement of Russian Federation 2010. Ms. Karhu has written several publications on doing business in Russia as well as taxation and accounting in Russia. She also lectures on these topics in Russia and in EU. Pirjo Karhu's Konsu Group is one of the leading financial management and legal service company specialized in Russian and Ukrainian business. Konsu is operating Russia since 1992 and in Ukraine since 2008 and has helped over 500 international companies to invest and start-up business in Russia. Today Konsu has two subsidiaries in Russia, Moscow and St. Petersburg, and in Ukraine, Kyiv. Konsu's Headquarters is located in Finland, Lappeenranta and a branch office in Helsinki. Konsu Group employs 160 highly experienced specialists



Nominees for the AEB Council of National Representatives (CNR)



Leitner, Wolfgang
President, OOO Leitner Consulting (Austria)

AEB CNR Member for Austria

Six years ago I came back to Moscow's VATECH (VOEST ALPINE TECHNOLOGIE AG) office and have been heading this Austrian main technology group of companies. Of this group, the one that is most active in Russia, and has been for more than 40 years, is the metallurgy group called VOEST ALPINE Industrieanlagenbau (VAI), a well-known engineering and metallurgical plant making group of companies. The main office is in Linz, with numerous affiliates in other EC countries such as Germany, United Kingdom, Spain, Italy, Poland, and the Czech Republic. Recently, it founded a Russian daughter company, called OOO Voest Alpine Industrieanlagenbau (VAI-RUS).

I am married, aged 63, my wife is a music teacher in Kefermarkt, Upper Austria (where we are from), and we have three children (aged 28, 25, 23).

Beginning with 2007 I finished my employment with VATECH / VAI (Austrian technology/engineering firm int the field of metallurgical plant making) and founded my own OOO LEITNER CONSULTING. Main purpose is consulting, etc in the field of metallurgical plant making, - hardware and software- as well as "energy efficiency".

My intention is to make use of my experience / knowledge here in Russia for some more years to come.

Based on our experiences from the past, I'm prepared to do my best in the AEB Council as the Austrian representative – as I've been doing, in my opinion, already during the last two terms.



Nominees for the AEB Council of National Representatives (CNR)



Linares, Antonio

Managing Director, ROCA in Russia (Spain)

Education and Experience:

Civil Engineer and MBA, research work in the field of Finite Elements in the Institute of Fundamental Technological Research in Warsaw under a Program Tempus Phare of the EU.

A Senior Project Manager, Construction Manager and Regional Director in COMSA - one of the top 10 Spanish construction companies.

Extensive experience in Civil Construction and Real State in different countries.

Has been in charge of a Greenfield Project and several acquisitions.

Has significant experience in all financial, tax and legal matters, as well as in logistics, customs, labor and other fields critical for any such projects.

In the year 2003 - joined Roca, the leading global bathroom group, and since then

has held responsibilities in Corporate Development, Marketing and as a Managing Director Russia and CIS.

Interests:

Music, Ballet and Opera

Traveling

Literature

Cinema

Speaks 5 languages (Spanish, English, French, Catalan and Russian).

Family status: Married, has a two-year-old daughter.

Nominees for the AEB Council of National Representatives (CNR)



Mikkonen, Timo

Country Director Russia, KUUSAKOSKI OY Recycling (Finland)

AEB CNR Member for Finland

45 years

Degree: M.Sc.(Econ.) University of Tampere, Finland

Nationality: Finn

Languages: Fluency in Russian and English, basic knowledge in Swedish and German

EMPLOYMENT HISTORY, EDUCATION

05/2009 – Continues	KUUSAKOSKI OY Recycling - Country Director Russia
09/2002 – 05/2009	KUUSAKOSKI OY / ZAO Petromax Recycling - General Director
2000 – 2001 "MegaFon")	TELIA-SONERA / ZAO Sonic Duo, Moscow, Russia (Moscow based branch of Telecommunications - CFO
1997- 2000 FMCG	CARLSBERG BREWERIES / Brewery AO Vena, St. Petersburg, Russia Financial and Administrative Director
1995 - 1997	M-REAL / AO Komsomolets, St. Petersburg, Russia Packaging industry - Financial and Administrative Director, Controller
1994 - 1995	AO PeterSpar, St. Petersburg, Russia Retail-Wholesale Business - Finance director
3-4/1994	Russian language and culture studies in the University of St. Petersburg, Russia.
1991 - 1994	M.Sc. (Econ.), University of Tampere, Finland Studies in Economics, accounting and business administration

Commission of Trusts: Chairman of the board in 2004 - continues, Finnish School in St. Petersburg



Nominees for the AEB Council of National Representatives (CNR)



Nielsen, Aage V.

**Managing Director, Vitus Bering Management Ltd
(Denmark)**

Deputy Chairman of the AEB CNR (Denmark)

Sitizenship: Denmark

Aage V. Nielsen is Managing Director and Senior Partner of Vitus Bering Management Ltd. He has worked in Russia since March 1989 and has lived in Moscow since September 1992. Vitus Bering Management Ltd. provides Management Consulting, Top-Management Training and Development, and Executive Search and Search & Selection services to Russian and Scandinavian enterprises.

Mr. Nielsen has been an active AEB Board Member for more than eleven years. His main motivation for being a CNR-member is to contribute to the development of AEB – both services towards the members and AEB's lobbying activities.



Nominees for the AEB Council of National Representatives (CNR)



Verbeeck, Johan
General Director of ElaN Moscow

AEB CNR Member for Belgium

Born in Belgium, 42 years old, married, 2 kids.

Holds a Master in Slavic Studies, a Master in Business Administration and a degree in Project Management.

He worked as international operations coordinator at FedEx, EMEA headquarters (Brussels), 3 years as consultant for Mercuri Urval (Brussels) and 5 years as commercial manager for the companies Corp-id and PDC (Moscow).

Since mid 2007 - General Director of language training and translation center ElaN Moscow, the Russian branch of the Belgian ElaN Languages company.



List of Nominees for the AEB Audit Commission

- **Janeba, Petr**
- **Koschier, Marco**
- **Stawinoga, Rainer**
- **Uijtendaal, Gerard**

Nominees for the AEB Audit Commission



Janeba, Petr

Head of Sales Škoda Auto Russia /Volkswagen Group RUS

Petr was born on 28.04.1975

Education:

1989 - 1993 High School in Mlada Boleslav

1993 – 1998 Technical University in Liberec (faculty of economics)

Professional experience:

1998 – 2001 **Škoda Auto a.s.**, Sales department – Central and Eastern Europe
Planning and Reporting

2002 – 2003 **Škoda Auto a.s.**, Central planning department
Sales Planning, Production allocation

2004 - 2005 **Škoda Auto a.s.**, Sales department – Western Europe
France, Italy, La Reunion

2005 - 2008 **Škoda Auto a.s.**, Sales department – Western Europe
France, Switzerland, La Reunion

Since 03/2008 **Volkswagen Group RUS**, Head of Sales Škoda Auto
Russia

Nominees for the AEB Audit Commission



Koschier, Marco

Deloitte & Touche

Partner, Audit & Advisory Services CIP

Chairman of the AEB Audit Commission.

Borne: 31 July 1964, Vienna

Permanent residence Moscow

Married with 2 children

Mag rer.soc.oec 01 March 1990

CPA (New Hampshire) June 2006

SEC accredited since then

OMV AG Vienna: international tax manager March 1990 until May 1993: responsible for tax optimization of international on-offshore up/downstream activities after 1991 with focus on former COMECON countries; job was carried out through work in project teams; within the project team responsible for all accounting and tax function;

Puender, Volhard Weber & Axter and PVW Wirtschaftspruefungs-, Steuerberatungsgesellschaft OOO Moscow: tax director audit director May 1993 until 1999; Director for national (Russian) and international audit;

Haarman, Hemmelrath & Partner -, Steuerberatungsgesellschaft OOO Moscow: managing partner audit 2000 until September 2006;

Deloitte & Touche CIS October 2006 partner, audit & advisory services consumer industrial products based in Moscow;

Marco Koschier is an audit partner with our Moscow office in the consumer industrial products group. Before joining Deloitte, Marco was general director of a medium audit subsidiary of a German tax consulting and auditing company providing audit services for 17 years based in Moscow.

Before his move to Moscow Marco worked as deputy head of Group consolidation for OMV AG, Austria's largest oil & gas group. Marco has extensive experience in providing audit (RAS, IFRS and US GAAP), valuation and appraisal services to the consumer products, manufacturing retail and real estate sector. He has a long experience in working with Russian as well as foreign companies.

Nominees for the AEB Audit Commission



Stawinoga, Rainer

Partner of Russia Consulting, Moscow

Was born in 1952, Cologne Germany

Education:

1977 University of Cologne, Diplom Kauffmann

1981 Certificat d'etudes superieurs, Paris

1985 Diplome d'Expertise Comptable, Paris (Steuerberater, Wirtschaftsprüfer)

2005 Certifies IFRS

Professional Bodies:

Expert Comptable (France)

Commissaire aux Comptes (France)

Professional Experience:

Advisory and Due Diligences of medium sized companies

1993 until 2008 : Partner PwC, Paris

Responsible for

Russian Desk

Georgia, from 1996 to 2003, audit of Banks and Industrial companies

Many assignments and Due Diligences for EBRD, EU and World Bank in Russia,

Romania, Tajikistan, Georgia, Tunisia and Morocco

Audit and Due Diligence of medium Sized French Companies

1986 until 1993 President of the French Audit and Tax advisory company FIDES

From 1978 until 1986: Auditor in different French Audit Firms

Languages: German mother language

French bi lingual

English fluent

Russian fluent



Nominees for the AEB Audit Commission



Uijtendaal, Gerard AA **Owner of Uijtendaal Accountants BV**

Gerard Uijtendaal AA (The Netherlands, 1964) is owner of Uijtendaal Accountants BV, with offices in Moscow and Amsterdam. I have more than 20 years of cross border transaction and investigation experience in Central and Eastern Europe and the CIS, of which the last 6 years in Russia. Before starting Uijtendaal Accountants, I was Managing Partner Deloitte CIS Financial Advisory Services (2006-2008) and Managing Director BDO New Markets (2000-2005).

I have graduated as a certified auditor (AA) from The Hague School of Business, The Netherlands. I post-graduated as certified company controller and EDP Auditor, with a special focus on Risk Management in Emerging Markets. I have extensive experience in working both for larger, multinational companies, and family owned businesses.

My vision is to help clients to invest in transparency and integrity in doing business in Russia. We combine advisory services and hands-on problem solving in complex and sensitive financial, legal, regulatory and economic situations such financial investigations, forensic auditing, disputes, M&A, compliance enhancement, improving corporate governance and restructuring.

I have a special interest in Corporate Governance, Internal Control and Risk Management. I trust I can utilize this specialization and my broad experience to strengthen the Auditing Commission of the AEB.