



**Nicolas AUDIER**  
Managing Partner  
Audier & Partners Vietnam LLC

**Nomination Statement**

March 8, 2018

My name is Nicolas Audier.

I have been extremely proud to serve as Co-Chairman of EuroCham with my colleague Gellert Horvath.

Aside from co-managing the EuroCham, I was in charge of the Advocacy Commission as this is main activity of our Chambers. I have ensured during my mandate that concerns of our 16 Sector Committees be properly and promptly addressed to the Vietnamese Government and various Ministries, and to EU Commission in Brussels, especially in the light of the up-coming ratification of the EU-Vietnam FTA.

I have participated in various meetings and conferences in Hanoi, HCMC but also in various provinces to follow-up the implementation of our issues and recommendations raised in the 2017 White Book, but also to disseminate among stakeholders in Vietnam and Europe the benefit of the EU-Vietnam FTA.

And finally, I have also been working on the White Book 2018.

For 2018, if I am re-elected, I will work mainly on the EU-Vietnam FTA and I will ensure that EuroCham delivers the key messages to Vietnam and EU leaders to ensure a smooth Ratification of the EV-FTA.

I would like to thank my colleagues and members for their trust during the past year and look forward to working with you together in the future.

Thank you for your attention.  
Kind regards

A handwritten signature in blue ink, appearing to read 'Nicolas Audier', written over a light blue horizontal line.

Nicolas Audier



**Guy BALZA**  
Managing Director  
OMG Vietnam

Based on the positive and excellent cooperation between EXCO members and Eurocham staffs I want to renew my nomination in order to:

- Lead the relation between Eurocham and the BA`S to continue to develop a close cooperation, create value for the members, organize quarterly meeting, listen to the BA`s need and request, organize joint events and make sure we have a joint event planning schedule, maintain existing and recruit new members. Help Eurocham to recruit new BA`s.
- Support Eurocham external communication (co approval ) and actively participate to maintain key sponsors
- Cooperate with event department whenever necessary and focus on Eurocham 20<sup>th</sup> anniversary event organization to generate some revenue. Find relevant topics/speakers for targeted business events.
- Follow the sector committee “wine&spirits” to support advocacy initiatives with the EXCO
- Ad hoc participation at specific business events to represent Eurocham and support Eurocham main initiatives to represent European investors in VN



**Denis BRUNETTI**

President

Ericsson Vietnam, Myanmar, Laos and Cambodia

**Dear Members of EUROCHAM,**

I wish to gain your support and endorsement for my appointment to the Board of EUROCHAM.

I've worked in the ICT industry and with Ericsson for over 27 years, having been based in various countries across the world, including Australia, Sweden, Hong Kong, Sri Lanka and Vietnam.

As EUROCHAM Board Member, I intend to contribute my broad ranging experience in the ICT industry to drive the Industry 4.0 agenda in Vietnam, in partnership with business and government. The 4<sup>th</sup> Industrial Revolution, which aims to digitally transform most industries in the coming years, is enabled by Mobile Broadband networks – Ericsson is the leading supplier of 3G & 4G Mobile Broadband networks to Operators in Vietnam, and we celebrate 25 years in Vietnam in 2018. Indeed, we are a long term trusted and strategic partner to the government and people of Vietnam.

On a personal note, I received the Campaign Medal from the Ministry of Information & Communications in March 2014 for my long term contribution to the ICT industry in Vietnam. And recently, I was appointed by the Vietnam Chamber of Commerce and Industry as Chairman of the Industry 4.0 Advisory Group to the government.

As Board Member, it would be my privilege and honor to serve the business and societal interests of EUROCHAM in Vietnam. I thank you for the opportunity.

**Yours Sincerely**

A handwritten signature in black ink, appearing to be 'D. Brunetti', written over a light blue horizontal line.

**Denis Brunetti**

**President – Ericsson Vietnam, Myanmar, Cambodia & Laos**

## Recommendation letter from VCCI for Denis BRUNETTI:



### **VIETNAM CHAMBER OF COMMERCE AND INDUSTRY**

Head Office: International Trade Center - 9 Dao Duy Anh Str., Hanoi

Tel: (84-24)35742022 - Fax: (84-24) 35742020 - 35742030

Email: [vcci@vcci.com.vn](mailto:vcci@vcci.com.vn) - Web: [www.vcci.com.vn](http://www.vcci.com.vn)

**From** Chairman of Vietnam Chamber of Commerce and Industry- VCCI

**To :** Chairman of European Chamber of Commerce- Eurocham

**Board members of European Chamber of Commerce- Eurocham**

*Hanoi, 5 October 2017*

Warm greetings from Vietnam Chamber of Commerce – VCCI and my personal congratulations to EUROCHAM on all your achievements over the past 20 years in supporting European companies doing business in Vietnam.

The Government of Vietnam highly appreciates the contribution made by various International Chambers of Commerce in Vietnam. Among them, EUROCHAM is considered to be a very proactive member, facilitating two-way investments, business and trade flow between Vietnam and foreign companies. We appreciate that the successful operation of EUROCHAM adds valuable contributions to the development of business exchanges between Vietnamese and European enterprises.

ICT is viewed by the Government of Vietnam as an industry for economic and social growth. It's an industry that influences all others, and favorably impacts Climate Change and most other UN SDG's. ICT has become increasingly important in the context of the government's Industry 4.0 ambitions. Hence, I see the value of having a more active involvement of the ICT sector in Vietnam-European business dynamics and exchanges. This will help drive increased general awareness of the upcoming Industry 4.0 evolution amongst companies operating in Vietnam.



**VIETNAM CHAMBER OF COMMERCE AND INDUSTRY**

Head Office: International Trade Center - 9 Dao Duy Anh Str., Hanoi

Tel: (84-24)35742022 - Fax: (84-24) 35742020 - 35742030

Email: [vcci@vcci.com.vn](mailto:vcci@vcci.com.vn) - Web: [www.vcci.com.vn](http://www.vcci.com.vn)

Therefore, I wish to highly recommend that Ericsson, the largest ICT company in Vietnam and the dominant ICT infrastructure partner to all our Mobile Operators in Vietnam, be represented on the Board of Eurocham. I specifically recommend Mr. Denis Brunetti, the President for Ericsson in Vietnam, Myanmar, Laos and Cambodia.

Ericsson has operated in Vietnam since 1993, and is a trusted partner across the ICT industry in Vietnam. Ericsson is also valued by the Government of Vietnam for its contribution to ICT development, and Mr. Brunetti, who has been working with Ericsson in the Vietnam market since 1996, has a profound knowledge, understanding, and passion for Vietnam. I believe he is the right choice for this important position Eurocham.

Should you require a further information from VCCI about Ericsson's business in Vietnam, or about Mr Brunetti, please feel free to contact me.

Thank you for your consideration

Sincerely yours

A handwritten signature in blue ink, appearing to read 'Vu Tien Loc', is written over a horizontal blue line.

**Dr Vu Tien Loc**

**Chairman and President**



**Enrico BRUNI**  
Chief Financial Officer Asia Pacific  
Piaggio Group



Hanoi, March 5th, 2018

***Respectable EuroCham,***

I would like to become a Member of the Executive Committee as I am firmly convinced I can bring an added value to the organization and the European business community.

In my experience with Piaggio Group, I have been covering roles of increasing responsibilities and joined international assignments in three different countries: UK, The Netherlands and currently Vietnam, where I hold the position of Asia Pacific Region CFO.

Thus, I deeply understand and appreciate the importance, in a foreign environment, of boosting business communities on information sharing, mutual support, general guidance and on the creation of a unique stronger voice towards local stakeholders.

I am willing to bring in the Committee all the knowledge of Vietnam that we have developed in Piaggio through the years: having headquartered in the country the Asia Pacific regional organization, we have been on the edge in several aspects and constantly experience new challenges.

As I feel European and not only Italian, I am energetic, enthusiast and willing to commit in this new opportunity, which I would take with maximum professionalism and devoted spirit of service.

Yours sincerely

A handwritten signature in black ink that reads 'Enrico Bruni'.

**Enrico Bruni**



**Aymar DE LIEDEKERKE BEAUFORT**

Country Manager  
BNP Paribas – Vietnam

HCMC, 05/03/18

Dear Executive Committee of EuroCham,

I believe you already know how much BNP Paribas Vietnam is motivated by the mission of Eurocham. BNP Paribas sponsorship is one aspect of it and the involvement of its managers at the Board level, i.e. my predecessor for few years and mine in the last 2 years is another one. At BNP Paribas we see Europe as Home and APAC as a very attractive region where to accompany our clients to promising growth. The swift development of Vietnam and future Free Trade Agreement is a clear proof of it. So the mission of EuroCham is at the heart of our strategy. In the current environment of Brexit and tendencies of protectionism and nationalism this is becoming even more important.

If I can remain in the Executive Committee I hope to be able to keep on bringing my vision and experience to the benefit of EuroCham members.

Kind regards,

A handwritten signature in blue ink, consisting of a stylized 'A' followed by a long, sweeping horizontal line that tapers off to the right.

Aymar De Liedekerke Beaufort



**Andrea GODFREY**

Executive Director in Tax & Corporate Services  
KPMG Vietnam

**Statement of Andrea Godfrey for consideration for nomination for the Board of EuroCham, 2018**

I am an extremely experienced finance professional specializing in corporate and international tax over the last 30 plus years, latterly with an additional focus on business development and market expansion. I am an Executive Director in KPMG in Tax and Corporate Services, Vietnam having moved here from EY London in November 2017.

I have worked predominantly in and with the Infrastructure and Construction sector for over 20 years and throughout the 90's worked in industry on major infrastructure projects in Asia and elsewhere.

I am new to Vietnam but have had the opportunity to interact with a number of Chambers and embassies and to have attended People Committee presentations in HCMC and Hanoi, the latter with the Dutch Chamber of commerce. I am very interested in developing a strong understanding of the development needs in Vietnam and how these needs can be enabled by working in partnership with European countries. I believe my experience in business, developing economies and finance and tax will be a valuable asset in developing strong working relationships and opportunities for EuroCham and its members with the Vietnamese Government and private sector.



ANDREA GODFREY

6<sup>th</sup> March 2018



**Joshua JAMES**

Business Development Director  
SONUS VIETNAM

Over the course of nearly seven years in Vietnam – spanning across Hanoi, Nha Trang and HCMC – I have dedicated my efforts to both entrepreneurship as well as management of European companies in the education and human capital sectors.

I have been an active and committed member of EuroCham and have a sincere desire to see it grow and continuously improve – especially in its service to SMEs. Following my election at the last AGM, I devoted my efforts in the following areas in order to support the interests and needs of EuroCham members:

- Organized English and soft-skills training events to support the development and capabilities of staff of EuroCham member companies;
- Reached out to chapters beyond Ho Chi Minh City and Hanoi. I led delegations to Dong Nai and Binh Phuoc and participated in outreach events in Danang and Binh Duong.
- Enthusiastically participated in the writing and editing of the First Edition of the EuroCham Green Book which promotes European businesses involved in the Green sector. This book was also presented to the European Parliament in Brussels.
- Actively contributed in the writing and editing of the Tenth Edition of the Whitebook.

I am currently the Vice Chairman of the HR and Training Sector Committee of EuroCham, representing the Education sector and I am also an active and vocal member of the VBF's Education and Training Working Group.

Like so many of EuroCham's nearly 1000 members, I am an entrepreneur and have dedicated time and effort to develop businesses here. I understand the struggles and challenges of European SMEs in Vietnam and want to continue to give voice for these members. I am also passionate about helping to create a more sustainable Vietnam and am in the process of completing studies in Sustainable Urban Development from Wageningen University.

I am a native English speaker and also fluent in French. I have strong roots in Vietnam and will be remaining in this country for many years to come. If re-elected, I will certainly complete the term.



**Roman KUEBLER**

General Director

B.Braun Vietnam

My name is Roman Kuebler and I am the General Director of B.Braun Vietnam Co. Ltd., a German medical device and pharmaceutical company that has been operating in Vietnam since 1992 and is in the meantime one of the biggest German investors in Vietnam with 2 factories in Hanoi and a workforce of approx. 1.500 employees nationwide. Since 2014 I am Vice-Chairman of the German Business Association and recently also joined the EuroCham Executive Committee (2017).

Through the various investment activities of B.Braun in Vietnam, including the construction of state-of-the-art healthcare production facilities, I have obtained a deep knowledge about the business, political and bureaucratic environment in Vietnam. Heading one of the biggest healthcare salesforces in Vietnam provides me in addition with an insight about the healthcare system in Vietnam including its advantages and challenges. With these insights I would like to contribute to further improve the business environment in Vietnam especially but not limited to market access, EVFTA implementation, investment promotion and general government contacts, especially since I am based in Hanoi.



**Guru MALLIKARJUNA**

Managing Director  
Bosch Vietnam Co., Ltd.

It is a pleasure to be here and introduce myself to all. It has been a very cherish-able and excellent 4.5 years of journey in Vietnam. I started my Bosch journey in Vietnam in Sept 2013, heading Bosch SW R&D center which grew from 400 to 1600 employees, end of 2017, built over with 98% local associates. Effective Sept 2017, I am responsible for overall Bosch Vietnam. During the last years, I also had the opportunity to be part of Eurocham, contributing as VC of IT SC, participating in Eurocham events as speaker, panel member.

As the Managing director of Bosch Vietnam, the largest German investor in R&D, manufacturing, sales and service business, I have sufficient understanding of Vietnamese business environment in all the domains. Hence, I would like to continue offering my experience and support Eurocham in fulfilling its mission to improve the business environment and be a rightful partner, to share the best practices

I am convinced that Eurocham is a great platform to enable and support businesses, connect and collaborate with Govt, Academia and other Industries. Eurocham has established its strong position as the leader among the trade associations and interest groups in Vietnam, and it will be my pleasure to be a part of it.

If I am elected to the Board of Directors, I would work diligently to support all networking opportunities and maintain the high standards that Eurocham prides itself in, as well as use my skills and experience to continue building Eurocham's role in Vietnam, as a sounding board and reliable partner.

Yours Sincerely,

Guru Mallikarjuna



**Dr. Stefano PELLEGRINO, LL.M.**

Attorney-at-Law

Frasers Law

#### CONTRIBUTION TO EUROCHAM

I was honored to serve in the Executive Committee and as Vice Chairman of EuroCham during 2017, and to actively contribute through its activities to the advancement of the European business community in Vietnam. In the past year, I focused my efforts on supporting EuroCham's advocacy and Whitebook initiatives, and took active part in EuroCham's mission to Brussels advocating in front of the EU Parliament and Commissioners for a smooth and fast ratification of the EU-Vietnam Free Trade Agreement. If elected again in 2018 I intend to:

- SERVE our members with APPROACHABILITY and RESPONSIVENESS;
- CONTRIBUTE with my energy and enthusiasm to the EuroCham advocacy activities and events;
- ADVOCATE the Sector Committees' recommendations; and
- MONITOR the implementation of the EU-Vietnam Free Trade Agreement from a technical legal perspective.

#### PROFESSIONAL EXPERIENCE

I am a dual-qualified attorney (Italy and New York) working for Frasers Law Company, a top tier law firm in Vietnam. I advise clients primarily on cross-border corporate transactions involving foreign direct investment, energy, infrastructure and free trade agreements. Prior to moving to Vietnam I worked in the Milan office of DLA Piper, a major international law firm.

#### EDUCATION

I have a Master of Laws from UC Berkeley (California), and a Ph.D. from University of Pavia (Italy). I completed post-doctoral research at N.Y.U. (New York) and at the Max Planck Institute for international private law in Hamburg (Germany).



**Soren ROED PEDERSEN**

General Manager

Julie Sandlau Vietnam Co Ltd

I am honoured to have the opportunity to be re-elected for another term on the Eurocham Executive Committee. I would like to thank Eurocham, The Chairmen, The Executive Committee, The Business Associations and all the members that have shown me support and trust in this process.

I can proudly say that we made a positive difference and improved the business environment for the European businesses during the Executive Committees work here in Hanoi the past year.

During my 4 years on the board at The Nordic Chamber of Commerce in Vietnam (Nordcham Vietnam), of which serving the last two years as Chairman, I see the benefits and values that we offered our Nordic members from Denmark, Finland, Iceland, Norway and Sweden through a functional chamber with focus on member integration and experienced insights in the Vietnamese Business environment.

As part of Nordcham Vietnam's strategy of unifying all Nordic Companies in Vietnam (we have doubled our Nordcham members to more than 50 during my chairman period), and through an integrated partnership with Eurocham, I have been encouraged by Nordcham to expand our influence and bring the support, knowledge and partnership of the Nordic community further into Eurocham by nominating myself for another term at the Eurocham Executive Committee.

I trust that with my 12 years' experience as General Manager for a jewellery export manufacturing company in Hanoi, Vietnam and with my transparent business integrity and Nordic values and ethics can positively contribute to add value to Eurocham's members and continue the good work to promote the influence of European businesses in Vietnam.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Soren', with a stylized flourish at the end.

Soren Roed Pedersen



**Jan SEGERS**

Being member of Beluxcham and simultaneously of Eurocham since 2007, I believe it is time to also give my services back to Eurocham and its members and to apply for the EXCO.

People who know me, also are aware that I will commit myself to Eurocham and want to play a prominent role in the new Exco, defending the values and benefits for the business-members and business-associations as these are the pillars of Eurocham.



**Huong VU**  
Managing Partner  
Ernst & Young Vietnam

**NOMINATION STATEMENT**  
**EUROCHAM EXECUTIVE COMMITTEE ELECTION 2018**

Dear EuroCham Executive Committee,

It is with great passion and enthusiasm that I respectfully submit my application to serve on the Executive Committee Board of European Chamber of Commerce in Vietnam.

My name is Huong Vu. I am the Managing Partner of Ernst & Young Vietnam Limited (EY Vietnam), Hanoi Office. From profession's aspect, I currently lead TAX services of EY Vietnam in Hanoi. I have almost 25 years of experiences in advising leading international companies on tax and regulatory consulting in Vietnam, Laos and Cambodia.

During my life long career, I have accumulated in-depth understanding of Vietnam business ecosystem, its investment environment, legal system and various tax regulations

If elected to be a member of EuroCham Executive Committee, I aspire to act as a bridge between European businesses in Vietnam and Vietnamese regulators and policy-makers, especially in the field of taxation regulations so as to:

- ▶ Mediate and mitigate the gap between local regulations and international standards so as enhance mutual understanding, assure investors' benefits and encourage investment
- ▶ Be actively involved in dialogues with the regulators and policy-makers to provide comments and propose documents to improve the tax system and financial environment in Vietnam and bring more advantages for businesses
- ▶ Encourage Vietnamese Government to respect international treaties in Taxation, Investment, Customs and Labor

My CV is attached below for your further reference.

Thank you and kind regards,

**Huong Vu**

Partner, Tax and Advisory Services  
Hanoi Office Managing Partner  
EY Vietnam