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DEAR SPIBA MEMEBERS,

It is a great privilege for me to be nominated as the candidate to SPIBA's Executive Committee.

It is already 20 years since I started cooperation with the Association. I'm pleased to see SPIBA strengthen the positions and growing its influence in the business life of St. Petersburg. As a platform for discussions and the exchange of experience, SPIBA makes a significant contribution to business development in our city.

Being born and raised in St. Petersburg, I feel personal responsibility for a long term and prosperous development of the City and the region. This personal attachment has always guided me not only in my personal life, but also in my choice of business activities. Thus, joining SPIBA, which is a truly St. Petersburg business organization, was a natural step for me.

I have more than 20 years of professional experience in strategic and boardroom advice, M&A, as well as in tax planning and tax structuring. I have worked with foreign and international companies helping them to establish and develop their business in Russia. This is why I am well aware of the challenges businesses face in the Northwest Russia. I consider this experience relevant and useful for SPIBA in achieving its strategic goal of becoming a powerful tool and facilitator of business development for its members.

My objectives as member of the Executive Committee are to ensure:

- Development and strengthening of SPIBA position in the Northwest Russia as the most attractive and proactive business organization in the region
- Development of new committees covering topical issues relevant to the business society in the region
- That needs of members and business society are detected, monitored and served with excellence by the organization
- Attraction of new members to SPIBA and further development of the organization as a platform for fruitful cooperation and open dialog in the business society
- Initiation and development of working relationship between SPIBA and state authorities with the aim of representing and promoting interests of members at the local level

I hope you will find the above convincing and give me a chance to contribute to the development.

Sincerely yours,
Andrei Gusev