

St. Petersburg, March, 2016



TATIANA GOROVAYA
General Manager External and Government Affairs
Nissan Manufacturing RUS, LLC

Dear Members of SPIBA,

I put my candidacy forward for the position of a member of the Executive Committee.

I would like to provide you with some facts from my background and explain you purposes of my participation in the election to the Executive Committee:

- The main area of my current job is related to building of effective interaction with state bodies on Federal and Regional levels. I am a General Manager of External and Government Affairs in the region of the Russian Federation and CIS countries.
- My experience is also inseparably related to legal job with which I was engaged for more than 14 years. The main milestones of my legal career I would like to note my work in one of the largest paper mill of North-West region Kondopoga, legal support to such companies as:

Saint-Petersburg information Company, telecommunication services;

Swedwood Tikhvin which is a furniture factory for IKEA group.

- I've been working for Nissan since it's established in Saint-Petersburg in 2006. The main targets of my activity were legal support to investment project of automotive plant construction in Saint-Petersburg which first stage was successfully launched in June, 2009 and the second one – in December, 2014, and also the development and execution of common Alliance Renault-Nissan-Avtovaz projects in Togliatti, Izhevsk and Moscow. The project of the construction of automotive plant in Saint-Petersburg has been assigned as the strategic project by Saint-Petersburg Government. The biggest part of my responsibilities took cooperation with Committees of Saint-Petersburg Government and interaction with executive state authorities which took part in approval and supervision of the construction process. Alliance's International projects became a huge and unique experience for me in development of new business-processes, strategic planning and cross-cultural international collaborations.
- I take an active part in the life of Saint-Petersburg business community and participating in the meetings organized by Regional and industrial associations. I regularly take part in the conferences aimed at development of automotive industry and improvement of investment climate of Russia. I'm a member of Chamber and Commerce of the Russian Federation. As an example of my activity I would like to highlight Nissan pro-active position regarding legislation changes at the Regional and Federal levels aimed at improvement of investment climate and strengthening Government support

to automotive industry in common and automotive companies in particular as well as at the development of new effective measures to support small to medium-sized enterprises. Moreover, Nissan is taking part in the update of the Strategy of Automotive Industry Development until 2025. Also I would like to mention the projects implemented together with SPIBA in 2015. Thus, the SPIBA members visited production shops of Nissan Plant and had an opportunity to drive 100% electric vehicle Nissan Leaf. Nissan together with Center of Energy Saving of St. Petersburg and Committee on Energy of St. Petersburg organized the round table on electric vehicles promotion.

- The main target as the SPIBA Executive Committee member, I consider support to SPIBA members in solving existing issues which may require state authorities support and Government involvement as well as search of the most effective solution for solving business community common problems. Having a versatile experience of work in Russian and foreign companies I understand problems that face business and I am ready to support SPIBA members by:
 - Supporting with arrangements of meetings of SPIBA members with Regional state authorities as well as Federal ones for lobbying interests of business community;
 - Participating and supporting with arrangement of seminars and conferences on the most actual issues for business development.

I would appreciate your vote for me, thus, giving me an opportunity to further extensively participate in SPIBA activity for the good of its members and strengthen reputation of SPIBA in Saint-Petersburg and other regions.

Best regards,
Tatiana Gorovaya