

St. Petersburg, March 2018.



TATJANA GOROVAYA
General Manager External and Government Affairs
Nissan Manufacturing Rus LLC

Dear members of SPIBA,

I nominate myself to the position of the member of the Executive Committee.

Let me briefly talk about the goals of my participation in the elections to the Executive Committee and the main facts of my professional biography:

- The main direction of my work is connected with establishing effective interaction with authorities on the regional and federal levels. I am the head of the department, which is responsible for the full range of issues related to interaction with the Government and authorities of the Russian Federation and CIS countries.
- My work experience is also inseparably linked with legal direction, which was the main one for more than 14 years. The main stages of my legal career are: work experience at one of the largest pulp and paper mills in the North-West region - OJSC Kondopoga, as well as the legal support of such companies as:

St. Petersburg Information Company", which operates in the telecommunications market;

Production company "Swedwood Tikhvin", a member of the group of companies "IKEA", the main activity of which is furniture production.

- In Nissan Company, I have been working since its foundation in St. Petersburg, in 2006. The main tasks during these years were the support of the investment project for the construction of a plant on industrial assembly in St. Petersburg, the first part of which was successfully launched in June 2009, the second part in December 2014, as well as the development and implementation of joint projects of the Renault-Nissan-AvtoVAZ Alliance in Togliatti, Izhevsk and Moscow. The project of plant construction in St. Petersburg was assigned the status of strategic by the Government. In the process of implementing this project, the most of the job was connected with interaction with the profile committees of the St. Petersburg Government of and state bodies that took part in the approval and supervision of the plant construction. International projects of the Alliance have become for me a huge unique experience in the creation of new business processes, strategic planning, implementation of major projects, as well as international cooperation.
- I try to participate actively in the life of the business community of St. Petersburg, take part in meetings organized by regional and industry associations. I regularly take part in conferences devoted to the development of the automotive industry and improvement of the country's investment climate. I am a member of the Chamber of Commerce and Industry of the Russian Federation. As examples of my activity, I would like to note that Nissan Company has always been one of the initiators and active participants in activities related to the change of regional and federal legislation aimed at improving the investment climate and strengthening Government support for the automotive industry as a whole, automotive enterprises of St. Petersburg in particular, as well as at development effective support

measures to small and medium businesses.

- I see my main task as a member of the SPIBA Executive Committee in assistance the SPIBA member companies in the solving the challenges facing them today, which require direct support of state bodies, and in finding the most effective solutions which are common to the business community. Understanding the challenges facing the business due to a wide range of work experience in Russian and foreign companies and I'm ready to take an active part in resolving these issues by:
- Representing and lobbying the interests of SPIBA member companies at the regional level, on the authorities of St. Petersburg and the Leningrad Region, as well as on the federal level;
- Active participation in the organization and holding of seminars and conferences related to the most topical issues of business development, as well as the introduction of new innovative approaches and international experience in the Association activities.

I will be very grateful if you vote for me, giving me the opportunity to continue to participate actively in the activities of SPIBA for the benefit of its members and strengthening of the Association's reputation in St. Petersburg and other regions.

Best regards,

Tatjana Gorovaya