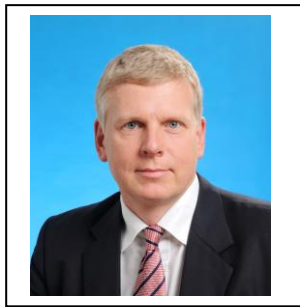




Candidate Motivation Letter

Name of Candidate: Andreas Odrian
Chapter: Shanghai Chapter Board Election, April 10, 2017
Position: Local Board Member



Motivation Letter

During the past seven years as a board member European Chamber of Commerce, Shanghai Chapter and the German Chamber of Commerce in Shanghai I experienced the importance of speaking with one voice to the Chinese Government and their Regulators. The EUCCC represents a strong voice combining the interest of all members and the majority of the European Companies doing business in China.

Participating in the Shanghai Chapter of the EUCCC during the past 12 months was very rewarding for me. My main contribution as I see it, was with regard to the ever changing regulatory environment of finance and banking and how it effects corporate doing business in China.

In general, for most of us doing business in China hasn't become easier nor is it more profitable. The transition process of the economy from the demand side to the supply side with all the structural reforms and changes will take time and is expected to be a bumpy process. I see European Companies are very much committed to this highly diverse market, each of them trying hard to find their own way of how to best grow their business in a sustainable manner.

It is one of the EUCCC most important duties to lobby for a level playing field helping their members to be successful in the second biggest economy of the world. If you give me your voice I will be delighted to continue dedicating my enthusiasm and experience especially in the finance sector to you, the members of the European Chamber of Commerce in China.

Biography

I joined Deutsche Asset Management in 1998 and moved to Shanghai in May 2000 building the corporate banking department for Deutsche Bank in China. Today I manage a team of relationship managers overlooking a sizable portfolio of multinational clients, coordinating their regional and global demands.

I hold a Degree in Sinology, South East Asian Economics and International Politics from the Ruhr University of Bochum. My China studies started back in 1988 at Frankfurt University and I spent two years as a foreign student from 1990-1992 at the People's University in Beijing. Almost 30 years of

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Ste.2204, Shui On Plaza, 333 Huai Hai Zhong Rd., Shanghai 200021, P.R.China Phone (8621) 6385
2023 Fax (8621) 6385 2381 E-mail: shanghai@euccc.com.cn
<http://www.european-chamber.com.cn>



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China experience have given me a perspective of the tremendous change this country has experienced and on how to best deal with it.

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