

## **Candidate Motivation Letter**

Position: States' Representative – Executive Committee, EUCCC

<b>Name:</b>	Bruno WEILL
<b>Position:</b>	Chief Group Representative for China
<b>Company:</b>	BNP Paribas
<b>Country Rep.:</b>	France



### **Motivation Letter:**

Dear Supervisory Board Members,

As Chief Group Representative of one of the largest international bank in China, I have the chance to be constantly in contact with numerous European companies, I coordinate 10 joint-ventures with Chinese state owned and private companies and meet very regularly Chinese and European Government officials and regulators. These responsibilities greatly help me to better understand the opportunities and challenges that the EUCCC members are facing in China.

On a personal level, I have been married for the last 20 years with a mainland Chinese. I also feel deeply European. Indeed, although I hold a French passport, my father's family comes from Germany, I passed my Baccalaureate in Spain and worked in various European countries.

I am currently one of the 3 State representatives at the EUCCC Executive Committee. In full agreement with the other ExCom members, and with the great contributions of our various working groups and of the Supervisory Board, we are currently implementing a lobbying strategy which is, at the same time, firm on some principles but not confrontational. I strongly believe that this pragmatic lobbying approach is allowing us to serve better your interests.

Thank you in advance for your confidence and support to my candidacy as State representative at the Executive Committee.

### **Qualifications:**

- Engineer of Ecole Nationale des Mines de Paris
- Advanced Master in Solid State Physics
- Baccalaureate, Barcelona , Spain

### **Career Highlights:**

- Jan. 2015 – Currently: Chief Representative of the BNPP Group for China
- Oct. 2009 to Dec. 2014: Executive Vice President of the Bank of Nanjing, Nanjing, China
- Sept 2008 to July 2009: Sabbatical in Beijing. Intensive Mandarin class
- Feb. 2004 to Aug 2008: Head of Financial Institutions for Asia – BNPP CIB Hong Kong
- 1999 to 2004: Global Senior Relationship Manager, Strategic Accounts – BNPP, Paris
- 1993 to 1999: Project Finance: Deputy Head Project Finance Asia – BNP Singapore