

## 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 Representative of one of the largest European banks, I have the chance to be constantly in contact with numerous companies operating in China in all sorts of industries and service sectors. These opportunities help me to understand better their projects, strategies as well as a lot of their challenges.

I am also coordinating 10 joint-ventures with Chinese state owned and private companies and worked for 5 years as EVP of Bank of Nanjing, one of the 19 Chinese listed banks. If I add that my wife is Chinese and that I have lived more than 10 years in this country, it is fair to say that I start to understand a few things about China.

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 feel therefore deeply European.

I am currently one of the 3 State representatives at the EUCCC Executive Committee. Based the excellent work done these last few years, the EUCCC could further leverage on its local Chambers and Working Groups to implement an even more efficient and targeted lobbying. A strong but pragmatic approach will allow us to defend the interests of our Members, while showing to our Chinese counterparties that we empathize and understand their issues.

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