

Position: Vice President

Name of Candidate	Bertrand de La Noue
Company	Total
Chapter	Beijing



Motivation Letter

Over the past year, under the leadership of Joerg and with my fellow members of the Exco and all the dedicated staff working at the Chamber, we have achieved the key objectives set up at the last AGM, centered around greater visibility, increased advocacy power, increased services to our members. In parallel, we launched two important reforms for the future of the Chamber: the revision of the Articles of Association, submitted to your votes at this AGM, and the reorganization of our Working Groups. After 9 months of exchanges with the different Working Groups and Chapters, the new Working Group structure is in place, and we have now to make it work to achieve our objectives which should benefit all our members: have a better visibility, a stronger and unified voice, ensure a more dedicated support from the staff, boost Working Groups' interaction with the Exco, upgrade and focus the content of their messages and improve reactivity.

It is with these challenges in mind that after 2 years serving as Vice-President, I am running as Vice-President for a third year and will be honored if you trust me again to fill this position.

Biography

Bertrand de La Noue is General Representative of Total in China and Chairman of Total (China) Investment since 2011.

He started his career in Africa before joining Total in 1985 in the United Kingdom. In 1990, he was appointed Crude Oil Manager in Tokyo.

He joined the Total's Investor Relations team in 1993. He became General Manager–Information and Planning of Total South Africa in 1996 and Chief Financial Officer of Total France in 1999. In 2004, he was appointed President and Chief Executive Officer of Total Holdings USA, based in Houston, and in 2009, Vice-President Investor Relations of Total.

Born in 1961, Bertrand de La Noue is a graduate of French Business School HEC Paris (1983) and of the Executive Training Program (ETP) of the European Union in Japan (1991). He is Vice-President of the European Chamber of Commerce in China, member of the French Foreign Trade Advisers, and was board member and President of the Artistic Committee of the Houston Symphony Orchestra.