

Business delegation to Turkey 21-23 of March 2012

Overview of the members and their companies

1 **Lutz Bauer, CEO of the General Insurance (GI) business for Zurich Insurance Company in Turkey**



Lutz joined Zurich Germany in 1999, firstly as Member of the Executive Board in charge for Personal Lines and later for General Insurance. In 2004, he took on the role of Chief Claims Officer in Zurich Europe, building one of the first cross-national functional platforms of Zurich. He then worked for Zurich Insurance as CEO for Emerging Markets. His focus has been on strategic repositioning of the GI business, portfolio improvement & mergers. He managed the process of the acquisition of TEB Sigorta, an affiliate of TEB Paribas Turkey, in 2007.

Lutz started his career with a Swiss Re company in Germany 1983. In 1985 he moved to Winterthur Insurance Company where he held various positions on IT & top management support. In 1993, he became responsible for Personal Lines business before becoming a member of the Executive Board for General Insurance between 1995–1999. During that period at Winterthur, he managed several mergers, worked on integrating & restructuring newly acquired companies.

Lutz graduated from Ludwig Maximilian University, in Munich and holds a Diploma in Social Sciences, Economy & Statistics.

1.1 Zürich Financial Services Group Portrait

Zurich Financial Services Group (Zurich) is a leading multi-line insurance provider with a global network of subsidiaries and offices in Europe, North America, Latin America, Asia-Pacific and the Middle East as well as other markets. It offers a wide range of general insurance and life insurance products and services for individuals, small businesses, mid-sized and large companies as well as multinational corporations. Zurich employs about 60,000 people serving customers in more than 170 countries. Founded in 1872, the Group is headquartered in Zurich, Switzerland. Zurich Financial Services Ltd (ZURN) is listed on the SIX Swiss Exchange and has a level I American Depositary Receipt program (ZFSVY) which is traded over-the-counter on OTCQX.

Further information about Zurich is available at www.zurich.com.

Zurich Sigorta (Istanbul) entered the Turkish Insurance market in 2008 through the acquisition of TEB Sigorta. Since then, it has been one of fastest growing general insurance companies with its multiple distribution channel strategy and expertise in bancassurance. By 2011 November, the company's premium production was 265 mio TL., with a growth rate of 40% (231 mio TL in 2010). Zurich Sigorta has reached the number of 306 employees, and its products are available at more than 1000 service points, among which are 8 region offices, 5 Zurich Help Points, agents, brokerages and TEB (Turkish Economy Bank) branches.

2 Markus Brokhof, Member of Executive Management EGL



Markus Brokhof joined EGL AG in Switzerland in 2003 as Area Manager Middle East / North Africa. Since June 2008 Mr. Brokhof, who is member of EGL's Executive Management which comprises five members, is responsible for the company's overall gas activities as well as for its power activities in Southeast Europe.

Mr. Brokhof has been working in the oil and natural gas industry for more than 16 years. He emerged as a leading gas and energy professional after having extensively boosted his field of expertise in the gas and oil industry as a drilling engineer, international marketing and contracts supervisor as well as natural gas trader and other gas-related matters during his many years of activity.

He has set-up an entire new Gas Business from the drawing-board in EGL. He was mainly involved in the implementation of the Gas Business Strategy as well as in the negotiations of long-term Natural Gas supply agreements with international oil and gas suppliers in the Middle East and North Africa. He is one of the leading characters of the Project Management Team of a Natural Gas Infrastructure Project, called Trans Adriatic Pipeline (TAP).

Prior to joining EGL, Mr. Brokhof worked in the Gas Trading Division of Wingas in Germany. From 1998 to 2001 he worked at Deutsche Tiefbohr International GmbH, Bad Bentheim in Germany where he graduated a Trainee program for Engineers in 1998. In 1997 he worked in the Technical department for project planning and management of VEBA Kraftwerke Ruhr AG, Gelsenkirchen in Germany.

Markus Brokhof received a certified Engineer Diploma from the Technical University Clausthal, Clausthal-Zellerfeld, Germany

As certified Engineer, Mr. Brokhof is Chairman of the Board of Trans Adriatic Pipeline AG in Baar, Switzerland.

2.1 EGL Portrait

EGL is a European energy trading company with its own assets. Its core competence is trading in electricity, natural gas, CO2 certificates and energy-related financial products. EGL is also one of the leaders in the development of structured products and services for bulk customers. The company's headquarters are in Switzerland. Through its subsidiaries, EGL is present locally in the major European markets and accredited to trade on the most important energy exchanges.

EGL uses its own assets to support and optimise its trading activities. It holds interests in Swiss hydro and nuclear power plants, in gas-fired combined-cycle power plants in Italy as well as in a wind park in Spain. EGL also holds long-term supply contracts with electricity producers in France. The company's natural gas business covers the areas long-term procurement, trading and sales, Liquefied Natural Gas as well as transport and storage.

EGL is a member of the Axpo Group and is listed on the SIX Swiss Exchange.

3 Roberto Colonnello, Deputy Head Department Communication of economiesuisse



Born 1969 in Switzerland, Roberto Colonnello graduated from Basel University with a Master degree in Business and Economics and specialized in international economic relations, monetary policy and global economics & development. After graduation he worked as a scientific assistant and editor at the Society for Development of Swiss Economy (wf). From 2000 to 2010 he worked as a project manager for economiesuisse, Swiss Business Federation. He managed different referendums for the Swiss economy in the areas of European politics, financial and fiscal policy, social policy, health care policy, energy policy and biotechnology. As Deputy Head of the department of communication and campaigns of economiesuisse he runs the media center and leads media trainings. Since 2010 he is responsible for the economic relations to Turkey. In this function he attended joint committees on trade and economic cooperation between Switzerland and Turkey in Berne and Ankara.

3.1 economiesuisse Portrait

economiesuisse represents the interests of the economy in the political process, and advocates optimal economic conditions based on open markets. Our members include numerous individual companies, 20 cantonal chambers of commerce and 100 trade and industry associations. Together, our members represent 30,000 Swiss companies of all sizes that are active on the export or the domestic market and have a combined total of 1.5 million employees in Switzerland. They come from a broad variety of sectors, such as banking, construction, consulting services, chemicals and pharmaceuticals, energy, trade, hotels and tourism, information technology, communication and media, plastics, machinery, electrical engineering and metals, foodstuffs, paper and cardboard, tobacco, telecommunications, textiles and clothing, transport, watchmaking, packaging, insurance, advertising, cement industry.

4 Necdet Dirilgen, Vice-President STBC



Director of Swiss Aluminium Group (ALUSUISSE), Headquarters Zurich
Responsible for Applied Research, Product- and System-Development

CEO of DURISOL Companies in Switzerland, Dietikon and Villmergen
Building Products of High Thermal Insulation and Prefabrication

CEO of von Roll Group, Zurich
Department Environmental Engineering and International Contracting

Founder and Main Shareholder of DIRALSA AG, Neuenhof (Switzerland)
Engineering, Production and Contracting of Curtain Walls (Façades) of Minergie Standards

Turco-Suisse- Association (sts); since several decades involved in Cultural-,

Social- and Business-Relations between the two countries;
Cofounder and Member

Swiss Turkish Business Council (STBC)

Since 2000 (i.E. from the beginning) Cofounder, Member of the Board,
Vice-President and Co-Chairman

4.1 Swiss Turkish Business Council (STBC) Portrait

The Swiss Turkish Business Council (STBC) is a not-for-profit organization committed to the promotion and facilitation of business relations between Switzerland and Turkey. STBC represents the mutual interests of members and takes action to further their interests. It does so by providing essential information about doing business in these markets. It brings business representatives together to enable contact and provide platforms for networking in both countries. It provides expertise where possible, and mobilizes the necessary support where necessary in order to ease the activities and ensure the business success of member firms in both countries.

5 **Andreas D. Flückiger, President Middle East and Africa of Bühler Management AG**



Date of Birth: 16. January 1961
Citizenship: Swiss
Marital Status: Married, 2 children (20 and 18 years old)

08/ 2011 **Bühler Management AG**
President Middle East and Africa Region

01/2002 - 07/2011 **Bühler Management AG**
President South America Region

07/1998 - 06/2011 **Bühler Paris, France**
Head of Division Grain Milling

11/1990 - 06/1998 **Bühler Casablanca, Morocco**
Country Responsible

04/1978 - 10/1990 **Bühler Uzwil**
Apprenticeship as Millwright, different functions within the company in
Switzerland and abroad.

Schools: Primary: Ecole Privée Prince de Liège, Kinshasa, D.R. of Congo
High School: American School of Kinshasa, D.R. of Congo

Apprenticeship: Millwright, Bühler Uzwil

Further Educations: Food Technology in St. Gall, Switzerland
Managing School in St. Gall, Switzerland
Divers Formations in Finances and Economics

5.1 Bühler Management AG Portrait

Bühler is a specialist and technology partner for plant and equipment and related services for processing basic foods and manufacturing highgrade materials. The Group is a global market leader in the supply of flour production plants, pasta and chocolate production lines, animal feed manufacturing installations, and aluminum die casting systems. In fiscal 2011, the Group generated sales of CHF 2130 million.

Market leader.

Currently, about 75% of global malt production, 70% of global PET production, 66% of global wheat production, 65% of global chocolate production and 40% of global pasta production are processed on plants made by Bühler. Furthermore, roughly 20% of the world's die cast components are produced on Bühler die casting equipment.

Worldwide sales and service network.

Bühler collaborates closely with its customers throughout the life cycles of their production plants by generating new added value for their products in order to improve their performance in terms of productivity and competitiveness. Thanks to more than 1,700 staff members in the sales and service department, Bühler is always close to its customers on all continents and understands their culture and language. Customized services and spare parts are available around the clock and around the globe. The company is present in over 140 countries with more than 70 of its own affiliates and employs some 8,800 people. Worldwide, Bühler offers some 490 training places, of which 295 in Switzerland. Today, Bühler manufactures plant and equipment in 20 production facilities: in the USA, Brazil, UK, Germany, Switzerland, Spain, South Africa, Iran, China and India.

A widespread product portfolio.

The main activities are organised in the three product divisions "Grain Processing", "Food Processing" and "Advanced Materials". "Grain Processing" comprises the business units dedicated to the markets of Grain Milling, Feed & Biomass, Sortex & Rice and Grain Logistics. The business units Chocolate & Cocoa, Pasta & Extruded Products, Aeroglide and Nutrition Solutions form the Division "Food Processing". Die Casting, Grinding & Dispersion, Thermal Processes (PET) and Nanotechnology are integrated in the "Advanced Materials" division.

Focus on innovations.

Bühler generates about half of its sales revenue with products that are less than five years old. Every year, the company spends an average of 4 – 5 % of total annual sales on basic research and applied development. Its own modern analytical laboratory sets innovative standards, and its close collaboration with customers, research institutes, and universities ensures its edge in knowledge.

An experienced crew.

The 150 year ago founded company has its headquarters in Uzwil, Switzerland, and is privately owned by the Bühler family. Calvin Grieder is the CEO. With an experienced management crew, the company can guarantee the same corporate governance as that of a listed stock company.

6 Urs Grunder, Member of the Management Lombard Odier



Date of birth:	April 6, 1954
Marital Status:	Married, 1 daughter (born 1978)
Nationality:	Swiss

Professional Experience

1995 – to date	LOMBARD ODIER DARIER HENTSCH & CIE Zurich Private Banking Member of the Management / Head of New Markets Executive Vice President
1990 – 1995	CANTRADE AG, Zurich / Switzerland Private Banking Team Leader Asset Management Executive Vice President
1988 – 1990	ALTIS TRUST AG, Zurich / Switzerland Asset Management Partner / Managing Director
1985 – 1988	ROYAL TRUST BANK (SWITZERLAND) AG Previously DOW BANKING CORPORATION Asset Manager Private Banking Vice President
1984 – 1985	FIRST CITY INVESTMENT Bangkok / Thailand Representative Dow Banking Corporation Vice President
1980 – 1984	DOW BANKING CORPORATION Zurich / Switzerland Lending & Private Placements Vice President
1978 – 1979	LONDON COMMODITIES AG Berne / Switzerland Head of Administration Vice President
1974 – 1977	SWISS BANK CORPORATION Berne / Switzerland Assistant Vice President

Education

1993	Strategic Management in Banking Programme Fontainebleau / France
1976 - 1979	Höhere Kaufmännische Gesamtschulung / HKG Berne / Switzerland (Business Administration)
1970 - 1973	Swiss Commercial School Spar- & Leihkasse Belp / Switzerland
1967 – 1969	Secondary school, Belp / Switzerland
1960 - 1966	Primary school, Belp / Switzerland

6.1 Lombard Odier Portrait

Founded in 1796, Lombard Odier & Cie is the oldest firm of private bankers in Geneva and one of the largest in Switzerland and Europe.

With a network of 24 offices in 17 countries, it offers its **private and institutional clients** a wide range of advisory services in wealth management, financial products, and specialized areas.

An independent family business for seven generations, the Firm is run by nine Partners. Since they are both owners and managing directors, they are as concerned as their clients to see their business succeed. Because they are not subject to shareholder pressure, the constraints of operating in a large group and inherent conflicts of interest, the Partners are also able to maintain **a long-term vision** and to develop mutual trust with their clients, the cornerstone of any relationship.

At a time when the ability to adapt is more vital than ever, the Firm is able to meet the challenges of tomorrow by drawing on the wealth and diversity of talent within the company and creating **new financial solutions** to meet its clients' needs and the demands of the age we live in.

7 Rainer Hildebrand, CEO Swiss



Date of birth 05.1954
Nationality CH/NZ
Marital Status Married

Professional Experience

05/10 – today Chief Operating Officer, Swiss International Air Lines Ltd.
04/02 – 04/10 Head of Operations, Member of Executive Management, Unique Zurich Airport
10/01 – 03/02 EVP Flight Operations, Accountable Manager, Swissair
01/99 – 10/02 Chief Pilot, Vice President Cockpit Crews & Postholder Flight Operation, Swissair
07/95 – 12/98 Chief Flight Instructor (all fleets), Swissair
07/93 – 06/95 Chief Flight Instructor MD-80, Swissair
06/92 – 06/95 Check- and Instructor Pilot HAD/CRM Trainer (Human Development/Crew Resource Management, Team Training), Swissair
1992 – 2002 Captain MD-80, A320, A330, Swissair
04/86 – 05/92 Instructor in Pilot Training, Swissair
1978 – 1992 First Officer DC-9, MD-80, MD-11, Swissair

Education

1974 – 03/78 Pilot training for scheduled operations, Schweizerische Luftverkehrsschule (SLS / Swiss Aviation School)

Mandates

06/11 –	Member of the Board of Directors	Edelweiss Air Ltd.
10/10 –	Member of the Board of Directors	Swiss Aviation Training Ltd.
08/10 –	President of the Board of Directors	Swiss European Air Lines Ltd.

7.1 Swiss Portrait

Swiss International Air Lines (SWISS) serves 72 destinations in 38 countries all over the world (winter schedule 2011/12) from its Zurich hub and the further Swiss international airports of Basel and Geneva with a fleet of 89 aircraft.

As the airline of Switzerland, SWISS is a byword for traditional Swiss values. True to its roots, the company is dedicated to providing the highest possible quality in all its products and services. With its manageable medium size, SWISS is also optimally equipped to remain as close as possible to its customers and meet their individual needs.

SWISS is committed on various fronts to the careful and sustainable use of natural resources, and regards a responsible attitude to the environment as an integral part of its corporate culture. As part of the Lufthansa Group and a member of Star Alliance, SWISS remains faithful to its mission of providing quality air services that link Switzerland with Europe and the world.

8 Reinhold Jakobi, Chairman and Managing Director of Nestlé Turkey



Born on 1st October 1966 in Darmstadt (Germany) **Reinhold JAKOBI** did most of his education and business studies in his home country and in Switzerland.

He started his career as an apprentice butcher, following which he worked in various small size companies in Germany and Switzerland, before entering the family business (Jakobi Butchery), focused on manufacturing and retailing of meat and meat products. He obtained his Master Butcher degree in December 1988.

From 1990, he studied Food & Nutrition with focus on business administration at the University for Applied Sciences in Fulda (Germany) where he obtained his diploma in 1994.

Subsequently he entered the airline catering industry (LSG Sky Chefs) for 6 years, where he held various positions of increasing responsibilities, starting with Sales for Europe, Middle East and Africa, based in Frankfurt. He was then sent to Thailand as Deputy General Manager and Operations Manager for the Thai operation followed by a transfer to Hong Kong, initially as Deputy General Manager and Customer Service Manager and then as General Manager of the Hong Kong operation.

In February 2001, Mr Jakobi joined Nestlé and was entrusted the responsibility of the Nestlé Professional Business & Industrial Sales business in the Greater China Region (Mainland China, Hong Kong, Macau and Taiwan).

Between 2006 and 2008, Mr Jakobi also participated in various programmes at IMD in Lausanne (Switzerland), and obtained a Master of Business Administration (end of 2008).

Mid 2009 he was called to Nestlé's International Headquarters in Vevey (Switzerland) and was appointed Vice President - Regional Management. He is responsible for the ASEAN markets, Greater China Region and Korea, reporting to the Executive Vice President and Head of Zone AOA (Asia, Oceania, Africa).

In January 2012 Mr. Jakobi was transferred to Istanbul, Turkey, where he was appointed Chairman & Managing Director of Nestlé Turkey effective February 2012.

Mr. Jakobi is married and has 2 Children

8.1 Nestlé Portrait

Nestlé is the world's leading nutrition, health and wellness company. Our mission of "Good Food, Good Life" is to provide consumers with the best tasting, most nutritious choices in a wide range of food and beverage categories and eating occasions, from morning to night.

We believe that leadership is about behaviour, and we recognise that trust is earned over a long period of time by consistently delivering on our promises. Nestlé believes that it is only possible to create long-term sustainable value for our shareholders if our behaviour, strategies and operations also create value for the communities where we operate, for our business partners and of course, for our consumers. We call this 'creating shared value'.

Nestlé can trace its origins back to 1866, when the first European condensed milk factory was opened in Cham, Switzerland, by the Anglo-Swiss Condensed Milk Company. One year later, Henri Nestlé, a trained pharmacist, launched one of the world's first prepared infant cereals 'Farine lactée' in Vevey, Switzerland.

The two companies merged in 1905 to become the Nestlé you know today, with headquarters still based in the Swiss town of Vevey. We employ around 280 000 people and have factories or operations in almost every country in the world. Nestlé sales for 2010 were almost CHF 110 bn.

9 Alexandre F. Jetzer-Chung, Senior Advisor for Government Relations, Member emeritus of the Board of Directors of Novartis



Function

Alexandre F. Jetzer-Chung is Senior Advisor for Government Relations; He was a member of the Board of Directors of Novartis from 1996 to 2011. Mr. Jetzer-Chung is a member of the Supervisory Board of Compagnie Financière Michelin and of the Board of the Lucerne Festival Foundation, both in Switzerland. He is a member of the International Advisory Panel on Biotechnology Strategy of the Prime Minister of Malaysia, a member of the Investment Advisory Council of the Prime Minister of Turkey, and an economic advisor to the Governor of Guangdong Province, China. He is also a member of the Development Committee of the Neuroscience Center of the University of Zurich, Switzerland.

Professional background Mr. Jetzer-Chung graduated with master's degrees in law and economics from the University of Neuchâtel, Switzerland, and is a licensed attorney. From 1967 on he served as General Secretary of the Swiss Federation of Commerce and Industry (Vorort). After completing executive training at the Harvard Business School in the United States, Mr. Jetzer-Chung joined Sandoz in 1980. In 1981 he was appointed member of the Sandoz Group Executive Committee in the capacity of Chief Financial Officer and, from 1990 on, as Head of Management Resources and International Coordination. From 1995 on, he was Chairman and Chief Executive Officer of Sandoz Pharmaceuticals Corporation, and at the same time served as President and CEO of Sandoz Corporation in the United States. After the merger that created Novartis in 1996 until 1999, he was Head of International Coordination, Legal & Taxes, and a member of the Executive Committee of Novartis.

9.1 Novartis Portrait

Novartis provides healthcare solutions that address the evolving needs of patients and societies. Focused solely on healthcare, Novartis offers a diversified portfolio to best meet these needs: innovative medicines, eye care, cost-saving generic pharmaceuticals, consumer health products, preventive vaccines and diagnostic tools. Novartis is the only company with leading positions in these areas.

In 2011, the Group's continuing operations achieved net sales of USD 58.5 billion, while approximately USD 9.2 billion was invested in R&D activities throughout the Group. Headquartered in Basel, Switzerland, Novartis Group companies employ approximately 123,500 full-time-equivalent associates and operate in more than 140 countries around the world.

For more information, please visit <http://www.novartis.com>.

10 Daniel Kündig, Chairman of the Board of Directors of SwissSpaGroup



As Chairman of the Board of Directors of SwissSpaGroup Holding and a partner in UC'NA Architekten ETH SIA BSA AG, Daniel is involved in shaping every aspect of the companies he develops.

His main areas of expertise, to which he is passionately committed, are architecture, urban design and development and project development.

He has worked on numerous residential, commercial and industrial buildings and is a successful developer of tourist resorts in the Swiss Alps. He was President of the Swiss Society of Engineers and Architects (SIA) for 10 years and has been a jury member for various national and international architecture competitions since 1989.

Since 1986, Daniel has taught at universities both in Switzerland and abroad. He sits on the Advisory Board of Lucerne University of Applied Sciences and Arts, is an evaluation expert for the Department of Architecture of ETH Zurich, a director of the Swiss Architecture Council and a member of the Strategic Advisory Board of ingenious switzerland.

He is the chairman of various companies, including TFB, a technical research and consultancy firm for concrete technology. He has been responsible for various innovations in timber construction and is a member of the Board of Directors of Erne Holzbau. Daniel Kündig is also a honorary member of the Union of Mongolian Architects (UMA).

11 Ruth Metzler, Chairwoman of the Board of Directors of Osec



Professional career

As of Jan 2011	KLAUS-METZLER-ECKMANN, Strategy, Management, Communications: Partner
2006 - 2010	Novartis AG (Basel), Head of Investor Relations
2005 - 2006	Novartis Groupe France (Paris), Member of the Executive Committee, Corporate General Counsel
2004 - 2005	University St. Gallen, Lecturer (“Policy Making”)
1999 - 2003	Member of the Swiss Federal Government, Minister of Justice and Police; Vice President of Switzerland in 2003
1996 - 1999	Member of the Cantonal Government Appenzell I. Rh., Minister of Finance
1990 - 1999	PricewaterhouseCoopers (St. Gallen)

Audit and Consulting

1989 - 1990	UBS (Berne), Trainee
Board Mandates	
As of Dec 2011	Bühler AG, Uzwil (Global technology partner for plant, equipment and related services for processing basic foods and manufacturing highgrade materials)
As of July 2011	Hospital Group Appenzell Ausserrhoden, Herisau Deputy Chairwoman, Chair Audit Committee
As of May 2011	Osec, Zurich (Switzerland’s official Trade and Investment Promotion Agency) Chairwoman
2008 - 2011	SIX Group AG, Zurich (Swiss Stock Exchange), Member Audit Committee
2005 - 2008	Swiss Sports Aid Foundation, Chairwoman
1996 – 1999	Schweizerische Rheinsalinen AG, Pratteln (Salt Production)
1996 - 1999	Appenzeller Bahnen AG, Herisau (Railways)

Education

2009	Harvard University, Boston: Management and Finance
1994	Certified Public Accountant, CPA
1989	Master of Law, University of Fribourg
1984	Baccalaureate, Cantonal School Sursee LU

11.1 Osec Portrait

Osec informs, advises and supports firms in their international business ventures. To this end, it networks companies, specialists and private and public organisations all over the world, enabling effective foreign trade promotion. As well as advancing exports, Osec also promotes Switzerland as a location and undertakes import promotion activities for the benefit of selected developing and transitional countries. Additional foreign trade promotion activities are made possible thanks to the temporary government stabilisation measures to support the export trade.

As part of its foreign trade promotion work, Osec coordinates a compact network (Business Network Switzerland) with competent partners both in Switzerland and abroad. In Switzerland, Osec works in collaboration with cantonal chambers of trade, commerce and industry and with the cantonal

departments of economic affairs and economic development agencies. Abroad, the network includes 18 Swiss business hubs, located in growth and focus markets in Swiss consulates and bilateral chambers of commerce. Osec maintains a global network of specialists (pool of experts) with various competencies in the fields of exports and internationalisation both in Switzerland and abroad.

Export promotion

The services of Export Step-by-Step are geared towards the customer's degree of internationalisation. As part of the initial information process, SMEs receive free information about their export vision. Four different sources of information are available for this purpose. During the basic consultation, Osec works with the company to analyse its specific export plans, enabling, the SME to benefit from the Osec advisors' long-standing experience in exports and targeted use of efficient analysis tools. These results serve as a basis for the detailed consultation, where the company is advised individually on its internationalisation ventures. Typical services include market analyses and evaluations, assistance in finding a business partner and a presence at leading international trade fairs abroad at the joint "SWISS Pavilion". More services have been added to support the export trade since 2009 as part of the stabilisation programme.

Location promotion

Through its measures to promote Switzerland as a corporate location, Osec is helping foreign companies make the move to Switzerland. This is a task coordinated by both the government and cantons. In this respect, Osec ensures a standardised image abroad, the exchange of information between foreign companies and cantons, coordination of marketing activities and smooth relations with the cantons in terms of foreign companies moving to Switzerland.

Import promotion

The SIPPO mandate promotes access to the markets of Switzerland and Europe for SMEs from selected developing and transitional companies and the competitiveness of production in these countries. The SIPPO services particularly focus on distributing (market) information to importers in Europe and exporters in developing countries to boost trade relations between exporters and importers and marketing and product consultation.

12 Thomas Nägelin, Member of the Board of Fraisa SA



- Born 10th August 1960
- 2 children aged 19 and 21 years
- Hobbies: winter sports, hiking, sport activities in general

Career:

1996-to date Fraisa Holding AG, 4512 Bellach, 450 employees

Manufacturing and distribution (international) of precision tools for metal processing.
Owner-managed company.

- Division Manager Sales, Service and Marketing, Member of the board. Subordinated to the Chairman of the board
- CEO Fraisa GmbH in Willich, Germany, 90 employees. Production and Sales of Services for international market.
- Member of advisory board Fraisa Inc. in Minneapolis, USA
- Chairman of the board Fraisa Italia s.r.l. in Milano, Italia
- Director Fraisa Sarl in Lyon, France

1986-1996	Ernst Schäublin AG, Oberdorf/Basel Production and distribution of Precisions Tools and Tooling Machines
1992-1996	Director
1986-1992	Plant Manager, Member of the board

Special functions:

1996-to date	President section "Precisions Tools" in the industry association SWISSMEM
2002-heute	Member of the board SWISSMEM
2006-2010	President of ECTA (European Cutting Tools Association)
2001-heute	Member of advisory council for the exhibition PRODEX

Education and Qualification:

1976-1980	Apprenticeship as mechanist
1980-1983	Studies at the FHNW in Muttenz/Basel, degree in Engineer FH, specialization as Plant Engineer
1997	Management courses for executives at the St. Galler Business School
1999-2001	Part-time study MBA at the Zurich University
2004	Certified course module 1 and 2 for members of advisory board at ZFU.

Language skills:

German:	native language
English:	orally and written: very good
French:	orally: very good, written: good
Italian:	orally: good, written: basic knowledge

12.1 Fraisa SA Portrait

Founded in 1934, Fraisa is since then a family-owned company. In year 2007, the long-term CEO Mr. Josef Maushart became the majority stockholder by buying the shares from the families Froelicher-Schibli.

Fraisa produces precision tools for the international metal processing industry such as end mills, taps and drills. Important branches are for example tool making, mechanical processing, medical technology, watch industry, aviation or machine industry.

The range of products includes 9'000 standard tools. 1 Million carbide end mill tools and 3'000 special executions are produced and sold to our customers all over the world every year thanks to our well-qualified distribution network.

Our service center in Willich near Düsseldorf does the reconditioning of 350'000 tools (manufactured either by Fraisa or other manufacturers) per year. Other services such as ToolCare (tool management system), ToolSchool (know how transfer for customers and employees), ToolExpert (cutting data software) complete the Fraisa business activities for our customers ideally.

Fraisa achieved a turnover of 70 Million Euro in year 2011.

The company employs 430 people on 6 locations all over the world (production and/or sales). The headquarter with 220 employees is in Bellach near Solothurn/Switzerland. Fraisa offers apprenticeship possibilities in 6 professions.

13 Alain Robert, Vice Chairman Wealth Management & Swiss Bank UBS

Date of Birth 28 July 1955



Education

1979 Economics degree (lic. oec.), University of Neuchâtel

Professional History

Since 1998 UBS
Since 2009 Vice Chairman Wealth Management & Swiss Bank
2001 / 2009 Member of the Group Managing Board
2009 Head Corporate & Institutional Banking
2007 Head Wealth Management & Business Banking Switzerland
2005 Global Head KeyClients
2002 Head Wealth Management Switzerland
2001 Head Individual Clients UBS Switzerland
2000 Regional Market Manager Private Banking Swiss Clients Geneva
1998 Regional Head Geneva Private and Corporate Clients Division
1997 / 1998 Union Bank of Switzerland
1997 UBS Geneva, Regional Head
1994 UBS Neuchâtel, Head Economic Area
1987 UBS Toronto, Team Head and Deputy Head Corporate Finance
1981 UBS Zurich, Credit Officer, subsequently Team Head Credit Risk Management Suisse Romande and Ticino
1979 UBS Neuchâtel, Trainee

13.1 UBS Portrait

Headquartered in Zurich and Basel, Switzerland, UBS is a client-focused financial services firm that offers a combination of wealth management, asset management and investment banking services on a global and regional basis. By delivering a full range of advice, products and services to its private, corporate and institutional clients, UBS aims to generate sustainable earnings, create value for its shareholders, and become the choice of clients worldwide. UBS is present in all major financial centers worldwide. It has offices in over 50 countries, with about 37% of its employees working in the Americas, 37% in Switzerland, 16% in the rest of Europe and 10% in Asia Pacific. UBS employs about 65,000 people around the world. Its shares are listed on the SIX Swiss Exchange and the New York Stock Exchange (NYSE).

Wealth Management & Swiss Bank

Wealth Management & Swiss Bank focuses on delivering comprehensive financial services to high net worth and ultra high net worth individuals around the world – except to those served by Wealth Management Americas – as well as private and corporate clients in Switzerland. Our Wealth Management business unit provides clients in over 40 countries, including Switzerland, with financial advice, products and tools to fit their individual needs. Our Retail & Corporate business unit provides individual and business clients with an array of banking services, such as deposits and lending, and maintains a leading position across its client segments in Switzerland.

Wealth Management America

Wealth Management Americas provides advice-based solutions through financial advisors who deliver a fully integrated set of products and services specifically designed to address the needs of ultra high net worth, high net worth and core affluent individuals and families. It includes the domestic United

States business (Wealth Management US), the domestic Canadian business and the international business booked in the United States.

Global Asset Management

Global Asset Management is a large-scale asset manager with businesses well-diversified across regions, capabilities and distribution channels. It offers investment capabilities and investment styles across all major traditional and alternative asset classes. These include equities, fixed income, currency, hedge fund, real estate and infrastructure investment capabilities which can be combined into multi-asset strategies. The Fund Services unit provides professional services including legal fund set-up, accounting and reporting for traditional investment funds and alternative funds.

Investment Bank

The Investment Bank provides securities and other financial products and research in equities, fixed income, rates, foreign exchange and commodities. It also provides advisory services and access to the world's capital markets for corporate and institutional clients, sovereign and governmental bodies, financial intermediaries, alternative asset managers and private investors.

14 Robert Tinner, Head of Sales and Marketing of OC Oerlikon



Peter Tinner fulfills the position as Head of Sales and Marketing since March 26, 2010 in addition to his role as Head of Global Sales & Marketing of the Oerlikon Group.

From June 2007 until his appointment, he held the position as Head of Global Sales and Marketing of the Oerlikon Group and was responsible for Global Communication and Investor relations. Tinner has been with the Oerlikon Group for 29 years and filled various positions.

Prior to joining the headquarter, he was Head of the business unit in Oerlikon Systems, a world's leading supplier of semicon, optical discs manufacturing technology. In this position he was responsible for 600 employees worldwide.

Tinner began his career at Balzers AG in Balzers, where he served first as an Application engineer. In 1991, he was sent for 2 years to Japan to serve as head of the application laboratory and to develop the market for Balzers. Back in Switzerland he became the head of the Data Storage business unit.

14.1 OC Oerlikon Portrait

Oerlikon (SIX: OERL) is a leading high-tech industrial group specializing in machine and plant engineering. The Oerlikon Group is one of the most innovative and research-intensive industrial groups in the world. The Company is a provider of innovative industrial solutions and cutting-edge technologies for textile manufacturing, drive, vacuum, thin film, coating, and advanced nanotechnology. A Swiss company with a tradition going back over 100 years, Oerlikon is a global player with more than 17,000 employees at over 150 locations in 38 countries and sales of CHF 3.6 billion in 2010. The Company invested in 2010 CHF 239 million in R&D, with over 1 200 specialists working on future products and services. In most areas, the operative businesses rank either first or second in their respective global markets.

Oerlikon Solar

Oerlikon Solar designs and manufactures field-proven equipment and turnkey manufacturing lines for the mass production of environmentally sustainable thin film silicon solar modules. With its amorphous and high-efficiency Micromorph® tandem technology, Oerlikon has dramatically increased the efficiency of thin film silicon and created innovative turnkey manufacturing solutions for thin film PV,

enabling new entrants in the fast-growing, global PV manufacturing business. Oerlikon Solar leads the thin film solar equipment sector with 15 customers in production in seven countries, and more than 5 million modules and 450 MW of capacity produced worldwide.

For more information, please visit www.oerlikon.com/solar and www.oerlikon.com/solar/thinfab

15 Herbert Wight, Director of Serv (Swiss Export Risk Insurance)



Personal:

Date of birth: November 15, 1951 in London

Marital status: married, 3 children

Citizen: Switzerland

Education:

Matura Typus B (27.3.1971)

German Abitur (10.3.1971), Zuoz

University degree MA (lic.oec publ) University Zurich (16.2.1977)

Advanced Executive Program Swiss Banking School (1997)

Various internal and external courses (Banking and Management Training)

Professional:

December 2009 – present	Swiss Export Risk Insurance, Zurich Director
January 2008 – December 2009	Swiss Export Risk Insurance, Zurich Head of Business Underwriting Member of Senior Management
September 1999 – present	Zürcher Kantonalbank, ZKB, Zurich Senior Regional Manager Correspondent Banking and Trade Finance, Relationship Manager for all banks in Emerging Markets, Advisor to Swiss exporting companies. Member of Senior Management
July 1, 1998 – June 30, 1999	UBS/Warburg Dillon Read, Zurich Head Origination, Global Trade Finance Switzerland Marketing responsibility for all Trade Finance products (Export Finance, Forfaiting, Letters of Credit, Guarantees, Collections, Syndication) in Switzerland
January 1995 - June 1998	Swiss Bank Corporation, Zurich Head Trade Finance Switzerland Responsible for 300 employees Integration of 16 Swiss Trade Finance units into four centers
January 1, 1995	Development of an integrated EDP-system for Guarantees Swiss Bank Corporation, Zurich Promotion Executive Director

October 1990 - December 1994	Swiss Bank Corporation, Zurich Head Letter of Credit Department with integrated Guarantee Unit (1992) and Syndication Unit (1994) Reorganisation from a pure operational unit into a client focused profit center Development and introduction of an EDP-system for L/C handling
January 1, 1989	Swiss Bank Corporation, Zurich Promotion Director (Vizedirektor)
September 1988 - March 1989	Swiss Bank Corporation, New York Credit Support, Marketing, Corporate Clients, Structured Finance
January 1986 - September 1990	Swiss Bank Corporation, Zurich Head Marketing Department Export Finance Structuring of the first non-ERG covered medium term credit in China. Establishment of "Co-Financing" within SBC (medium term financing in emerging markets together with Worldbank, IFC, etc.)
January 1, 1986	Swiss Bank Corporation, Zurich Promotion Assistant Director (Prokurist)
January 1983 - December 1985	Swiss Bank Corporation, Zurich Head Marketing Unit "Export Finance for large Swiss exporters" Negotiation and conclusion of 2. Mixed Credit with China
March 1982 - December 1982	Swiss Bank Corporation, Zurich Head Guarantee Department
January 1, 1982	Swiss Bank Corporation, Zurich Promotion Mandatory (Handlungsbevollmächtigter)
September 1981 - March 1982	Paris (language training)
September 1979 - September 1981	Swiss Bank Corporation, Zurich Export Finance Responsible for ABB (former BBC Brown Boveri & Cie.)
September 1977 - August 1979	Swiss Bank Corporation, Zurich Trainee program of Swiss Bank Corporation for University graduates (Foreign Exchange, Private Clients, Securities, Asset Management, Export Finance)

Membership:

Co-President Swiss Turkish Business Council, Board Member Swiss – Indian Chamber of Commerce

15.1 SERV Portrait

Die Schweizerische Exportrisikoversicherung SERV deckt die politischen und wirtschaftlichen Risiken beim Export von Gütern und Dienstleistungen. Die Versicherungen und Garantien der SERV bieten Schutz vor Zahlungsausfall, erleichtern die Finanzierung von Exportgeschäften und helfen Unternehmen, ihre Liquidität zu wahren.

Der Abschluss einer SERV-Versicherung erfordert keine Mindestgrösse bezüglich des Auftragsvolumens oder des Unternehmens. Der Antragsteller muss jedoch seinen Sitz in der Schweiz haben und das Exportgeschäft einen bestimmten schweizerischen Wertschöpfungsanteil enthalten.

Als öffentlich-rechtliche Anstalt des Bundes bietet die SERV ihre Versicherungen in Ergänzung zu den privaten Kreditversicherern an. Da die meisten Industrienationen ihren Unternehmen vergleichbare staatliche Sicherheiten bieten, gewährleistet die SERV die Wettbewerbsfähigkeit der Schweizer Exportwirtschaft und trägt damit zur Erhaltung und Schaffung von Arbeitsplätzen in der Schweiz bei.