

## Conference of the Joint Chambers of Commerce Switzerland - Russia/CIS (JCC)

### Russia's Banking Sector March 19, 2013

Venue: Park Hyatt Zurich  
Beethoven-Strasse 21  
8002 Zurich

#### PROGRAM

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| 14:00 – 14:30 | <b>Registration</b>   |
| 14:30 – 14:50 | <b>Welcome</b> , Derrick Widmer, President, Joint Chamber of Commerce Switzerland-Russia/CIS - JCC<br><b>Welcome</b> , HE Alexander Vasiljevitsch Golovin, Embassy of Russia in Switzerland |
| 14:50 – 15:20 | <b>Overview of the Russian Banking Sector: Current Environment, Future Trends</b><br>Hans-Jörg Rudloff, Chairman, Barclays Capital  |
| 15:20 – 15:50 | <b>Evolution of the Russian Banking System</b><br>Garegin Tosunyan, President, Association of Russian Banks (ABR) (tbc)   |
| 15:50 – 16:10 | <b>Coffee Break I</b>   |
| 16:10 – 16:40 | <b>Credit Suisse in Russia – From 1991 to 2013</b><br>Babak Dastmaltschi, Head of Ultra High Net Worth Individuals Segment for Russia, Eastern Europe and Greece, Credit Suisse             |
| 16:40 – 17:00 | <b>Opportunities and Challenges for Private Banks in Russia</b><br>Arnaud Leclercq, Partner, Lombard Odier & Cie  |
| 17:00 – 17:20 | <b>Coffee Break II</b>  |
| 17:20 – 17:50 | <b>Banking Services in Russia for Non-Russian Companies</b><br>Sberbank (Switzerland)   |
| 17:50 – 18:20 | <b>A Russian Bank's Perspective on Doing Business in Switzerland</b><br>Vladimir M. Ryskin, General Director, Gazprombank (Schweiz) AG  |
| 18:20 – 18:50 | <b>Podium Discussion with Speakers</b>  |
| 18:50 – 19:00 | <b>Closing Statement</b> , Derrick Widmer, President, JCC   |
| 19:00 – 20:00 | <b>Networking Reception</b>   |



## SPEAKERS



**Derrick Widmer**, *President, Joint Chambers of Commerce*

Derrick J. Widmer, attorney-at-law, studied law at the University of Berne. He continued his studies at the University of Chicago, the University of Mexico and Harvard Business School, Cambridge, USA. He is a former Director of Holcim Group Support and is Member of the Swiss Delegation at the ICC Institute of World Business Law. Mr. Widmer founded the Swiss-Indian Chamber of Commerce where he held the position of President, Honorary President and Member of the Board. He is the current President of the Association of the official Swiss Schools Abroad, Honorary Consul of the Republic of Kazakhstan and President of the Switzerland-Kazakhstan Association. Mr. Widmer is Member of the Board of Tata International AG, Zug. Active in development associations and member of administrative boards, Mr. Widmer also serves as counsel for Dr. Widmer & Partners.



**HE Ambassador Alexander Vasiljevitch Golovin**, *Embassy of Russia in Switzerland*

Ambassador Alexander Vasiljevitch Golovin graduated from the Moscow State Institute of International Relations (MGIMO) in 1971. He has held various positions with the Ministry of Foreign Affairs of the USSR, serving in the Foreign Service since 1971. Ambassador Golovin received his first ambassadorial post in 2000, when he was appointed Ambassador of the Russian Federation in Austria by President Vladimir Putin, a position he held from 2000 to 2004. From 2008 to 2012 he was Special Representative of the President of the Russian Federation for issues regarding the delimitation and demarcation of the border with CIS countries. Ambassador Golovin has served as Ambassador of the Russia Federation in Switzerland since March 2012.



**Hans-Jörg Rudloff**, *Chairman, Barclays Capital*

Mr. Rudloff studied Economics at the University of Berne in 1965. After joining Kidder Peabody International as Managing Director in 1968, he became chairman and was elected to the Board of Kidder Peabody Inc, New York, in 1978. In 1980, he moved to Credit Suisse First Boston, where he became Chairman and CEO in 1989. From 1995 to 1998, Mr. Rudloff was the Chairman of MC-BBL Eastern Europe.

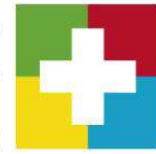
Today Mr. Rudloff holds various Board positions, including Vice Chairman of the Board and Chairman of the Audit Committee of Rosneft Oil Company. He is also a Member of the Board, Audit and Risk Management Committee and Remuneration Committee of New World Resources NV. Mr. Rudloff is a Member of the Supervisory Board of TBG (Thyssen Bornemisza Group). He also serves on the Advisory Board of both Landeskreditbank Baden-Württemberg and of Energie Baden-Württemberg (EnBW).

Until February 2011, Mr. Rudloff was Vice Chairman of Novartis. He also formerly served as Chairman of the International Capital Market Association (ICMA) until May 2011 and as Chairman of BlueBay Asset Management until December 2010. Hans-Jörg Rudloff is currently Chairman of the Investment Bank at Barclays, a position he has held since 1998.



**Garegin Tosunyan**, *President, Association of Russian Banks (ABR) tbc*

Garegin Tosunyan holds a Master's in Physics and Mathematical Sciences and a Doctorate of Law on bank legislation in Russia. In 1990, Mr. Tosunyan founded and headed Technobank and one year later he was involved in founding the Association of Russian Banks (ABR), where he was elected Vice President in 1994 and President in 2002, a position he holds to date. Together with several other banks, Mr. Tosunyan created and headed Inter-Bank Financial House (IFH). IFH is the largest professional association of banks in Russia focused on the complex realization of banking operations in financial markets. He also took part in the creation of the Institute of Authorized banks of the Government of Moscow in 1994. In 1997 Mr. Tosunyan became Advisor to the Mayor of Moscow on credit-related and financial issues.



He was appointed Vice Chairman of the Expert Council at the State Duma's Committee on Credit Organizations and Financial Markets in 1999. Mr. Tosunyan has also held the following positions: Chairman of the Council of Moscow Bank Union (MBU), President of the Association of Banks of Central Russia (ABCR), Director of Professorship of Bank Law and Financial-Legal Disciplines at the Academy of National Economy at the Government of Russian Federation and Head of the Center of Financial and Bank Law at the Institute of State and Law of the Russian Academy of Sciences.



**Babak Dastmaltshi**, *Head of Ultra High Net Worth Individuals Segment for Russia, Eastern Europe and Greece, Credit Suisse*

Babak Dastmaltshi, Managing Director, heads Credit Suisse Investment Partners. He holds a Bachelor's Degree in International Affairs & Economics and a Masters of Business Administration in International Business and Finance. Between 1985 and 1987 he worked as Senior Project Manager at Consulting Center Washington DC/Riyadh, Saudi Arabia. From 1987 to 1991 Mr. Dastmaltshi served as Engagement Manager at McKinsey & Company Inc where he worked with top management of multi-national corporate clients in various fields. Mr. Dastmaltshi became Vice President at Bankers Trust International, Global Investment Bank, in 1991, where he worked in the field of creating and marketing of derivatives and structured products. He was General Director and Head of Private Bank European Sales Manager for Private Wealth Management at Morgan Stanley Dean Witter in London and Zurich prior to joining Credit Suisse in 2001.



**Arnaud Leclercq**, *Partner, Lombard Odier & Cie*

Arnaud Leclercq is a limited Partner, a Member of the Board of Private Banking and Head of Middle East, Eastern Europe & Central Asia (New Markets), Lombard Odier & Cie. He is also the formal Managing Director of the Lombard Odier representative office in Dubai. Prior to Lombard Odier, Arnaud Leclercq worked for Credit Suisse, as Global Head of Eastern Europe. He began his career as a lawyer in Paris where he specialized in mergers and acquisitions in emerging countries. He then founded his own consulting firm in Moscow. After selling it, he held various international positions in the Bouygues Group. Arnaud Leclercq completed law studies at the University of Paris where he specialized in corporate and tax law. He later did an MBA at HEC Paris, which was rounded off by general management at Harvard Business School. He also completed an executive program in finance at Stanford University.



**Vladimir M. Ryskin**, *General Director, Gazprombank (Schweiz) AG*

Vladimir M. Ryskin is a graduate of the Moscow Institute of Finance in 1983. Thereafter, he worked for Vnesheconombank and the International Bank for Economic Cooperation, and as treasurer of Mosbusinessbank in 1992 and 1993. Two years later, he joined UNEXIM Bank as First Vice-President. In 2001 he became Chairman of the Management Board at AVTOBANK, and was later appointed as the Chief Executive Director of IBG NIKoil BANK. In 2003 he became Chairman of the Management Board of IBG NIKoil BANK. Mr. Ryskin is First Deputy Chairman of BANK URALSIB and First Vice-President of URALSIB Financial Corporation. Currently he serves as Chairman of the Executive Management Board and General Manager of Gazprombank (Schweiz) AG.



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Joint Chambers of Commerce Switzerland - Russia/CIS (JCC)**

**Russia's Banking Sector  
March 19, 2013**

Venue: Park Hyatt Zurich  
Beethoven-Strasse 21  
8002 Zurich

**REGISTRATION**

Please fill out and fax this registration form to **+41 44 221 00 85** or e-mail it to  
Barbara Portmann, DPS-Communications: [barbara.portmann@dps-communications.ch](mailto:barbara.portmann@dps-communications.ch)

**Admission Fee\***

Please mark the appropriate box:

- Member of Joint Chambers of Commerce Switzerland - Russia/CIS (JCC): CHF 200  
 Non-member: CHF 350

**Registration Deadline:** March 16, 2013

Firm/Organization:.....

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Last Name:.....

First Name:.....

Address:.....

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Phone: .....

E Mail:.....

For further information, please contact Dorit Sallis, JCC at +41 44 226 90 60.  
JCC c/o DPS Communications, Kasernenstrasse 11, 8004 Zurich  
Website: [www.jointchambers.ch](http://www.jointchambers.ch)

\* Participants are requested to pay cash at the entrance to the event. Registered participants who cancel one day before the event will be charged in full. If you have registered and are unable to attend, you are welcome to send a replacement at no additional cost.