

## LETTER OF INTENT

Dear AmCham Members,

I would like hereby to apply for re-election as a Member of the Board of AmCham in Bulgaria due to a spin off and change of ownership of the business I run in Bulgaria and Romania.

In the last three years as a Member of the Board and as Vice President in the last two years, I contributed to the advancement of the AmCham priorities by working on the structuring of the advocacy process, cooperation with other chambers and supra nationals, promoting Bulgaria as an investment destination and was actively involved in all activities of the Chamber. With the help of other fellow Board Members I participated in the organization and preparation for two strategic offsite meetings of the Board last year.

I actively participated in the management of the logistics and the drafting of the 2017 White Paper and assumed the oversight of one of the three key pillars – Rule of Law and Legal Reform. You may remember that AmCham was the main organizer of the Rule of Law conference last summer.

As a member of the Selection Committee I was honored to participate in the organization of the selection process for the new Executive Director of the Chamber. Also I actively participated in the drafting of the amendments of the By-laws of the Chamber (proposed to be voted at the upcoming General Assembly) in order to alleviate the Board Members election process and address some other issues and inaccuracies which were noticed in the current Statute.

While I am proud with what I have achieved as a Member of the Board in the last years, I see several areas of the AmCham activities where I believe I can still contribute. Namely, the revival and streamlining of the work of the Committees as these are the blood vessels of our organization and we had them a bit clogged in the last year.

If reelected, I will work towards better planning, structuring and advancing of our advocacy agenda coming from you as well as contributing to the resolution of any ad hoc issues that may arise. Also, I will channel my efforts to make sure we are less political in the day-to-day management of the Chamber and oriented towards further advancing your interests in networking and advocacy. Also, I will make every effort increase the value added and the reputation of AMCHAM to you, Dear Members, and all other stakeholders we relate to.

To achieve the above, I am looking for your vote of confidence at the elections during the General Assembly.

For the ones that know me less I would like to mention that apart from my professional interests in financial services and particularly insurance where my carrier developed in the last

20+ years, my past experience included four years of service on the Board of the Bulgarian International Business Association (BIBA), two years as Chairman of the Association of Bulgarian Insurers and another two years as Deputy Chairman.

For the last 9 years I have been also active in the NGO sector serving on the Board of Trustees of Tulip Foundation. Tulip Foundation is a grant giving independent organization working in public benefit with a mission to encourage social responsibility in the Bulgarian society. It is working to enhance co-operation among civil society, the corporate sector, national and local authorities and to improve the quality of life and developmental opportunities for the people of Bulgaria.

AmCham is a well recognized organization with high reputation in the country to be proud of and I am convinced that my experience and personal network can be of real help in the further advancement of the collective interests of the members of the Chamber.

Finally, I want to assure you of my further commitment, dedication and energy, even more than in the past, to continue promote the values of the Chamber and to contribute to the advancement of its mission.

Venislav Yotov

Sofia, 03 November 2017