# Instruction: Completing Form of Proxy and Ballot

GCC Annual General Meeting, 25th November 2020

**Notice:** Please download this document because you chose NOT to attend the Annual General Meeting of the German Chamber of Commerce, Hong Kong on 25th November 2020.

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## Instruction

| 1a) If you WISH to appoint proxy | 1b) If you DO NOT WISH to appoint proxy |
|---|---|
| Complete the **PROXY and BALLOT FORM on page 2**, which includes 2 sections:<br><br>1. Appointing Proxy<br>2. Exercising your vote for the Directors of the Board of the GCC.<br><br>Remarks: Your Proxy will only be able to vote on your behalf for those resolutions **which DO NOT relate to the election of Directors**. | Complete the **Ballot part (section 2 ONLY) of the PROXY and BALLOT FORM on page 2** in order to exercise your vote for the Directors of the Board of the GCC. |

### 2. Submission of Form of Proxy and Ballot (page 2)

- It must be completed and signed.
- Please mark the envelope or email: "For the attention of the "Balloting Committee". This form must be received by the Chamber at 19/F, COFCO Tower, 262 Gloucester Road, Causeway Bay, Hong Kong or at the following email address: choi.karen@hongkong.ahk.de **prior to 5:00 pm, Monday, 23 November2020**.

# FORM OF PROXY AND BALLOT

I, _____ of _____
(Name of Corporate Representative) (Name of Company / Firm / Business which is the Full Member)

being a member of the German Chamber of Commerce, Hong Kong ("the Chamber") hereby

1. Appoint _____ of _____
(Name of Proxy) (Name of Company)

or failing him_____ of _____
(Name of Alternate Proxy) (Name of Company)

as my proxy, to vote for me and on my behalf on all issues **other than the election of Board members** at the Annual General Meeting of the Chamber, to be held on the 25 November 2020 and at any adjournment thereof.

2. I hereby vote for those individuals **(maximum of 12)** against whose names I have **placed my initials** below to be appointed as Directors: (information about each candidate is set out on the attached sheet.)

| Candidate | Initial | Candidate | Initial |
|---|---|---|---|
| Stefan ERHART | | Andreas KULENKAMPFF | |
| Horst F. GEICKE | | Bjoern LINDNER | |
| Tom GERIGK | | Dr. Carola RICHTER | |
| Frederik GOLLOB | | Günther RITTNER | |
| Johannes HACK | | Stefan SCHRATZ | |
| Markus HASSE-PRATJE | | Claus SCHUERMANN | |
| Stefan KRACHT | | | |

Dated this _____ day of _____ 2020.

_____
(Signature)
Name of Corporate Representative:
Name of Full Member:

Important Notice:
For this proxy/ballot to be valid and counted:

1. Please mark the envelope or email: "For the attention of the "Balloting Committee". This form must be received by the Chamber at 19/F, COFCO Tower, 262 Gloucester Road, Causeway Bay, Hong Kong or at the following email address: choi.karen@hongkong.ahk.de prior to **5:00 pm, Monday, 23 November 2020**.
2. It must be completed and signed.
3. Up to – but no more than 12 candidates may be voted by initialing the space next to their names.
4. If you do not wish to appoint a proxy, please just fill in section 2 and sign and return the form.

# Candidate Profiles for 2020/2021 Board Elections

## Stefan ERHART

Lidl Hong Kong Limited

CFO & Board Director for all Lidl Asian entities

Stefan moved to Hong Kong in early 2020 and has actively engaged with the HKSAR, Indonesia and Singapore Government authorities for various policy inputs and risk-related topics. As CFO & Board Director for Lidl operations covering whole of Asia across 15 countries, he brings in a strong regional perspective to shape the thoughts and policies in HKSAR on a variety of issues such as Strategy, Tax, Risk, Policy support, Business Continuity Management, Legal and Banking developments, Talent development and Industry-related topics.

His experience in managing change and risk is particularly relevant and useful for both HKSAR and the GCC amidst the challenges witnessed in recent months.

Overall, he has worked in Lidl Group in various executive roles for over 20 years, 19 of them in Europe.

## Horst F. GEICKE

PAG

Founding Partner

Horst Geicke is the Co-Founder of PAG, the region's largest Asia-focused alternative independent investment manager with HQ in Hong Kong and branches in China, Korea, Japan, Singapore and Europe.

He is the chairman and investor of "Deutsches Haus Ho Chi Minh Stadt'', the award winning office tower in the center of Saigon in partnership with the German Ministry of Foreign Affairs.

Mr. Geicke is originally from Germany and received his MBA cum laude from the State University of Hamburg and has been a resident of Hong Kong since 1981, when he started his own export and manufacturing firm in Hong Kong and China

# Candidate Profiles for
# 2020/2021 Board Elections

## Tom GERIGK

Dickie Toys Hong Kong Ltd.

Managing Director

Tom Gerigk has been living in Hong Kong for over 20 years, presently is Managing Director for Dickie Toys (HK), a member company of Germany's largest Toy Producer, Simba Dickie Group.

Tom has been very active in the German Chamber, as member of the Business College Committee since 2004 and member of the GCC board for the past 5 years.

Tom is married, with 2 teenage children, and plays an active role within the German community, not only as co-founder of the only German speaking football team in HK, but also with his connections to the German Rugby 7's Team.

## Frederik GOLLOB

[hil-top] advisory HK Ltd.

Co-Founder

Frederik Gollob has only recently switched his career path after a 19-year career with Daimler-AG focusing on Sales & Marketing in various senior leadership roles. Having lived in Beijing for over 7 years and the responsibility to build the strongest Dealer Network for Mercedes-Benz globally, he accumulated an extensive amount of knowledge of doing business in Asia. In 2018 he was appointed President & CEO of Mercedes-Benz Hong Kong. Since Oct 2020 Frederik joined one of the world's biggest car dealer groups being responsible to build up the entire business model around selling and servicing electric vehicles in China. Besides, he co-founded the consulting company [hil-top] advisory HK Ltd. together with his wife Karen Gollob. The company focuses on Marketing Strategy, Analytics and Distribution topics.

Frederik is a Director within GCC since Nov 2018 and actively promoting industry interests within the European Chamber of Commerce in Hong Kong (EuroCham) as the GCC delegate. Since Jan 2020 he is also the EuroCham Chairman. In his role he focusses on reforming the EuroCham into a strong and effective lobbying platform for European companies.

# Candidate Profiles for
# 2020/2021 Board Elections

## Johannes HACK

DZ BANK AG Hong Kong Branch

General Manager, North Asia

Johannes Hack is General Manager North Asia for DZ BANK AG, Germany's second largest banking group. Out of Hong Kong Branch the Bank serves clients in China, Japan, South Korea and other North Asian countries with a focus on Trade & Export Finance and serving the needs of its corporate German client base.

In the Chamber, Johannes serves as Treasurer. For him, in turbulent times, the Chamber is more important than ever before in keeping people and businesses connected.

Born in Berlin, Johannes has lived in Africa, Asia and Eastern Europe. He's been with DZ BANK AG for nearly 13 years and was previously responsible for its Loan Syndications globally as well as Renewable Energy financings in Europe.

## Markus HASSE-PRATJE

REWE Far East Ltd.

Managing Director

Educated in Germany, Markus professional experience covers purchasing, quality, sourcing and procurement in the retail industry. He held different positions in India and Turkey before moving to Hong Kong with his family in 2008.

Coming from a manufacturing and trading family background and by setting up the operations of Rewe Far East in 2012 with 4 offices as of today, Markus has gained significant entrepreneurial experience and knowledge.

Lobbying the interests and needs of the German and European business community with all relevant stakeholders in Hong Kong, the region and in Europe is high on his priority list. As member of the GCC Sourcing Committee and the amfori Quality Management Initiative, Markus is committed to engage and support further activities that will improve the working environment and opportunities for the German business community in Hong Kong.

# Candidate Profiles for
# 2020/2021 Board Elections

## Stefan KRACHT

Fiducia Management Consultants

Managing Director

As an existing board member of the German Chamber, Stefan co-chairs two committees: One for the "Mittelstand" to provide experience exchange and to further the interests of members of this uniquely German group.

The other is focused on the "Greater Bay" to foster closer cooperation of members in South China.

The Mittelstand is whom Stefan and his team of 120 specialists support at Fiducia, which since 38 years provides consulting and outsourcing services in Greater China, and which is a founding member of the German Chamber HK.

Born in Hong Kong, schooled at GSIS, Stefan grew up in the community here. After working in Hamburg (Otto Group), London (Bain & Co.) and Shanghai (entrepreneur), he returned in 2005.

## Andreas KULENKAMPFF

Tchibo Merchandising Hong Kong LP

Managing Director

Asia has always been Andreas' passion. Born in Kobe, Japan he developed an early bond to the greater Far East region and its cultures. Andreas' professional career began in the early nineties within the Otto Group in Germany and postings to South Korea and Hong Kong. In 2005 he returned to Asia as MD of the OBI sourcing organisation, followed by his current role at Tchibo.

Andreas has served as a GCC committee member since late 2014, wishing to contribute to the German business community. His activities include support of the Vocational Training Programme and the GCC Sourcing Committee.

# Candidate Profiles for 2020/2021 Board Elections

## Bjoern LINDNER

Schwarz Asia Pacific Sourcing Ltd.

Managing Director

Bjoern originally moved to Hong Kong in 1996 and has been living here since 2009 with his wife and two children.

Educated in Germany, and having received an MBA from Warwick Business School (UK), Bjoern's professional experience covers various industries such as trading, professional services, telecommunication and engineering,

Since joining the Board of Directors and during his terms as President, he continuously supports existing GCC committees and strives for an intense member participation in establishing new formats and interest groups.

The "Greater Bay Area" initiative and subsequent alignment and integration of the German business community remains his core focus.

Bjoern is Managing Director of Schwarz Asia Pacific Sourcing Limited, an independent sourcing and solution provider for the retail industry, and is part of the German headquartered Schwarz Group.

## Dr. Carola RICHTER

BASF

Regional President

Carola Richter has lived and worked in Hong Kong on three separate occasions, this time as President, South & East Asia, ASEAN and Australia & New Zealand for BASF.

Starting with BASF in 2003, Carola has held various management positions in areas such as global marketing, technology and supply chain. Before her current role in Hong Kong, she was Senior Vice President, Economic Evaluations in Ludwigshafen, Germany.

Born and educated in Southern Germany, Carola completed studies in Physics and Mathematics and obtained her PhD in Physics from Heidelberg University. As Vice President of the GCC board (shared with Mr Andreas Kulenkampff), she enjoys being able to positively contribute to Hong Kong while promoting the German business community.

# Candidate Profiles for 2020/2021 Board Elections

## Günther RITTNER

ThyssenKrupp Elevator - Asia Pacific Office

Senior Advisor

Günther Rittner has been living and working in Hong Kong for 52 years, managing the regional activities and regional headquarters for several renowned German companies, such as BOSCH, Mannesmann AG and ThyssenKrupp AG, and now holds the position of Senior Advisor for ThyssenKrupp Elevator Asia Pacific Office.

Günther has been a Founding Member of GCC and a member of the GCC board for many years. He has represented the Chamber on many occasions, such as high-level meetings with German and Hong Kong government officials and has served two terms as GCC Chairman, from 2006 to 2008, and from 2010 to 2012.

## Stefan SCHRATZ

ING Bank, Hong Kong Branch

Director

Stefan Schratz is based in Hong Kong since 2017 working with German, Swiss and Austrian corporate clients across 14 countries in Asia Pacific. With his team he supports the German business community by providing lending, trade finance, risk management and strategic advice across the region with strong focus on mainland China. He is also part of the OAV Young Leaders and Sustainability Ambassador for ING in Greater China.

Prior to his current role, Stefan was global relationship manager for large German (DAX) clients in Germany. He lived in Frankfurt, London, Brussels, Paris and the US.

Stefan is an existing board member of the German Chamber since 2019 aiming to contribute to the German business community in Hong Kong and beyond.

# Candidate Profiles for
# 2020/2021 Board Elections

**Claus SCHUERMANN**

Deloitte

Partner

Claus Schuermann is International Tax Partner of Deloitte China in Hong Kong. He is also the German representative in the Asia-Pacific International Core of Excellence (APICE). He has over 25 years of experience advising international clients being based in Germany, Singapore, China and since 2009 in Hong Kong. He advises mainly on cross-border structuring, business model changes, Intellectual Property migration, M&A and market entry strategy.

Before joining Deloitte, he owned his own consulting firm in Hong Kong and therefore has personal experience of the needs of smaller entrepreneurs. He has been regularly supporting the German chamber and community with regard to current tax matters, especially supported with regard to the negotiations around a tax treaty between Germany and Hong Kong and currently advising on the impact of BEPS 2.0.