



## MEMBERS' BIOGRAPHIES

### ARCHITECTS COUNCIL OF EUROPE – ACE

*Juhani Katainen -President*

The Architects' Council of Europe (ACE) was founded in Treviso, Italy on 11 May 1990 and, as of June 2008, has 44 member organisations (some with observer status). It represents the interests of the Architectural Profession in the European Union in particular, to the Institutions of the European Union. It also aims to promote the highest standards of education and practice in architecture. [www.ace-cae.org](http://www.ace-cae.org)

### ASSOCIATION OF COMMERCIAL TELEVISION - ACT

*Mr Ross Biggam - Director General*

Based in Brussels, the ACT's objective is to represent the interests of commercial television to the EU Institutions, and to promote co-operation between their members and with companies active in the field of communications in Europe. The ACT represents some 60 private television channels within the European Union, ranging from commercial channels to pay TV channels including pay-per-view services, our members are active in 34 EU countries. [www.acte.be](http://www.acte.be)

### AMERICAN INTERNATIONAL GROUP – AIG

*Mr Martin J. Sullivan – President & CEO*

AIG Europe, with offices in 13 European countries is a member company of AIG, a world leader in insurance and financial services. The organization consists of 106,000 employees operating in more than 130 countries and jurisdictions. AIG companies serve commercial, institutional and individual customers through the most extensive worldwide property-casualty and life insurance networks of any insurer. In addition, AIG companies are leading providers of retirement services, financial services and asset management around the world. As of fiscal year 2007, the company as a whole had assets exceeding \$1 trillion (€600 billion) and net income of \$6.1 billion (€3.82 billion). [www.aig.com](http://www.aig.com)

### ARD

*Dr. Verena Wiedemann - General Director*

ARD (*Arbeitsgemeinschaft der öffentlich-rechtlichen Rundfunkanstalten der Bundesrepublik Deutschland*) is the association of regional public service broadcasting corporations in Germany. ARD was established in 1950. Nowadays ARD has ten members. In addition, *Deutsche Welle*, the German Television for abroad is an associated member. ARD is the largest public service broadcaster in continental Europe, employing around 24,600 staff. Its objective is to fulfil the public service remit, as foreseen under German constitutional law, i.e. to inform, to educate and to entertain the entire population with a wide range of programming and via all available transmission means. ARD, thus, provides services in the general public interest. It is financed primarily via fees and, to a small percentage, via commercial (advertising etc.) income. The general director of the largest member, the Saarland Broadcasting Corporation (*Saarlandische Rundfunk*), Fritz Raff, is the chairman of ARD for 2007/2008. [www.ard.de](http://www.ard.de)

### BARCLAYS PLC

*Marcus Agius - Chairman*

Barclays PLC is a UK-based financial services group engaged in banking, investment banking, and asset management. In terms of assets employed, Barclays is one of the largest financial services groups in the United Kingdom. Barclays has been involved in banking for over 300 years and operates in over 50 countries world-wide, including all the major financial centres. Group staff numbers world-wide, as of June 2008 stood at 135,000 worldwide. For the full year to December, 31st 2008, the Barclays Group registered a pre-tax profit of just over £7 billion (€8,8 billion). [www.barclays.com](http://www.barclays.com)



### **BRITISH TELECOMMUNICATIONS PLC**

*Sir Michael Rake - Chairman*

*Mr Ian Livingston - CEO*

British Telecommunications plc is one of the world's leading providers of telecommunications services and one of the largest private sector companies in Europe. Its principal activities include local, long distance and international telecommunications services, mobile communications, Internet services and IT solutions. In the year to March 31, 2008, BT's total turnover, including its share of its joint ventures' turnover, was £20.7 billion (€25.75 billion). BT employs 137,000 people, with 118,000 in the UK. [www.bt.com](http://www.bt.com)

### **BUNDESVERBAND DERS FREIEN BERUFE – BFB**

(The German Federal Association of Liberal Professions)

*Dr. Ulrich Oesingmann – President*

*RA Arno Metzler - CEO*

The BFB is the umbrella organization bringing together the leading associations representing the liberal professions and representing their common interests. Around 73 professional organizations and 16 regional associations currently belong to the BFB which was founded in 1949. The individual professional groups are joined together in self-governing bodies and associations. Their members are professionals working in spheres such as medicine, law, business consulting, science and technology, education, psychology, translation and interpreting, journalism and communication and the arts. The BFB represents at a national level around 739,000 liberal professionals with 1.9 million employees and about 134,000 trainees. At a European level the BFB looks after the interests of the liberal professions from its Brussels office. It also has representatives on the EU's Economic and Social Committee. [www.freie-berufe.de](http://www.freie-berufe.de).

### **BUREAU INTERNATIONAL DES PRODUCTEURS ET INTERMEDIAIRES D'ASSURANCES –BIPAR**

*Mr Manuel Vila - President*

Founded in 1937, with the Permanent Secretariat in Brussels, BIPAR is the International Federation of Insurance Intermediaries (Bureau International des Producteurs d'Assurances et de Réassurances) and represents national associations of professional insurance agents and brokers at the international level. Member associations of BIPAR is nearly 50 national associations in 30 countries, world-wide representing about 250,000 self-employed and corporate professional insurance intermediaries who do business in virtually all the countries of the world and who employ more than 1 million people. [www.bipar.org](http://www.bipar.org)

### **BUSINESSEUROPE**

*Mr. Ernest-Antoine Seillière - President*

An essential link between the business world and the EU institutions, the Union of Industrial and Employers' Confederations of Europe is an independent organisation whose is active in European affairs since 1958. UNICE's members are 33 central industrial and employers federations from 26 countries, working together to achieve growth and competitiveness in Europe. UNICE's mission is to promote the common professional interests of the firms represented by its members. UNICE is the official voice of more than 16 million small, medium and large companies active in Europe, employing over 106 million people. [www.businessseurope.eu](http://www.businessseurope.eu); President Ernest-Antoine Seillière is also CEO of the French Investment company Wendel, and former President of MEDEF.

### **BUSINESSEUROPE WTO WORKING GROUP**

<http://www.businessseurope.eu/>

### **CBI – CONFEDERATION OF BRITISH INDUSTRY**

*Mr Martin Broughton – President*

*Mr Richard Lambert – Director General*

The CBI is an independent, non-profit making, non-party political organisation funded by member subscriptions. Its mission is to help create and sustain the conditions in which UK business can compete and prosper. The CBI represents the interests of members from every sector of industrial and commercial activity - including the services



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sector – from multinational organisations with numerous subsidiaries to small start-up firms. The CBI has a direct corporate membership employing over four million and a trade association membership representing over six million of the workforce. The CBI is the premier organisation speaking for companies in the UK. The CBI has a network of 12 offices in the UK with its headquarters in London supplemented by offices in Brussels and Washington. It is the UK member of UNICE, BIAC (OECD) and the IoE. The CBI has an active international programme combining market and policy activities to help its members meet the challenges presented by increasing globalisation of economic activity. [www.cbi.org.uk/international](http://www.cbi.org.uk/international)

### **COUNCIL OF THE BARS AND LAW SOCIETIES OF THE EUROPEAN UNION – CCBE**

*Mr Jonathan Goldsmith – Secretary General*

The CCBE, created in 1960, is the officially recognised representative organisation for the legal profession in the European Union and the European Economic Area. Its members are 31 delegations made up from EU bar and law societies (representing overall some 700,000 lawyers), together with 10 observer delegations. The CCBE deals with a wide range of legislative proposals, mainly at the European level, with aim to defending the interests of lawyers and justice. It has promulgated a Code of Conduct for cross-border practice, which is intended to be binding on all EU lawyers, and adherence to which is a condition of CCBE membership for bars and law societies from other European countries. It publishes a lawyers' professional identity card, first issued in 1978 and officially recognised by the European jurisdictions and national authorities. The identity card is used by a great number of lawyers and constitutes in some states the sole professional identity card for lawyers practising in those states. Full information about the CCBE, including its position papers, press releases, committee work, membership and addresses of its constituent bars, together with a lawyer-finding service and international web links, can be found on the CCBE's website at: [www.ccbe.org](http://www.ccbe.org)

### **COMITE EUROPEEN DES ASSURANCES - C.E.A.**

*Mr Gérard de la Martinière - President*

Set up in 1953, with its head office in Paris, the Comité Européen des Assurances is the federation of national insurance company associations in twenty-nine European countries. It represents European insurers: promoting, defending and illustrating their views within international bodies; providing qualified opinions to public or private European and international organisations with an insurance or reinsurance involvement. It has 33 full members plus associated members. [www.cea.assur.org](http://www.cea.assur.org)

### **CEPLIS – EUROPEAN COUNCIL OF LIBERAL PROFESSIONS**

*Mr Pierangelo Sardi - President*

CEPLIS was founded in 1974 at the initiative of various European liaison committees and national associations of the liberal professions, following the dissolution of the European Commission's department for liberal professions. Its objective is the study and promotion, both at the scientific and cultural levels, of all means, information and data related to the exercise and policies of liberal professions. Today, CEPLIS is the only European organisation representing the liberal professions to the European institutions at the inter-professional level. The total number of CEPLIS member-organisations' individual adherents is approximately, 1,925,297.

### **CONFEDERATION OF FINNISH INDUSTRIES –EK**

*Mr Leif Fagernäs – Director General*

EK is the central employers' organisation of private service industries in Finland. The organisation, founded in 1945, is the guardian of interests of its member enterprises in all national labour related matters, business and social policy issues both in national and EU level, as well as in the liberalisation of the global services markets within the WTO framework. EK represents total of 16,000 enterprises employing over 950,000 employees. EK is composed of thirteen employers' associations including Employers' Associations of commerce, banking, insurance, information technology, property maintenance, hotels and restaurants, employment agencies, transport, education, social and health services and pharmacies. Membership is based on freedom of association.

[www.ek.fi](http://www.ek.fi)



### **CONFÉDÉRATION FISCALE EUROPÉENNE**

*Mr Christiane Keller C.F.E. President*

The Confédération Fiscale Européenne is the umbrella organisation of national tax advisory organisations representing over 160,000 tax advisers. C.F.E was founded in 1959 and embraces, as of June 2008, 29 national organisations (three of them have observer status and one attends the meetings as a guest) from 22 European states. The function of the C.F.E. is, among others, to safeguard the professional interests of tax advisers and to assure the quality of tax services provided by tax advisers, to exchange information about national tax laws, to maintain relations with the authorities at national and international levels, to achieve the protection of each national tax adviser's title in Europe and to bring to the authorities of the European Union the experience of practitioner of all areas of taxation and of professional law. More information about the C.F.E., including opinion statements on tax and professional issues, can be found on the home page [www.cfe-eutax.org](http://www.cfe-eutax.org)

### **CLIFFORD CHANCE LLP**

*Mr. Stuart Popham - Senior Partner*

Clifford Chance ranks as the world's biggest law practice, with more than 3,800 lawyers and 28 offices around the world. Clifford Chance lends its expertise in banking and finance, mergers and acquisitions, Trade related matters and the WTO. Tracing its roots back to 1802, Clifford Chance became the top legal firm in a three-way merger in 2000 with US firm Rogers & Wells and Germany's Pünder Volhard Weber & Axster. It does business in the US as Clifford Chance Rogers & Wells and in parts of Europe as Clifford Chance & Pünder as well as Grimaldi Clifford Chance. [www.cliffordchance.com](http://www.cliffordchance.com)

### **CONSEIL DES NOTARIATS DE L'UNION EUROPEENNE –CNUE**

*Me Juan Bolás Alfonso - President*

The CNUE gathers Notary Bodies from ten of the Member States of the European Union recognising the notary institutions of written Continental Law. One of the CNUE's principal objectives is to represent its member's interests before the European Institutions. The CNUE represents over 40,000 Notaries who employ around 60,000 staff. [www.cnue.be](http://www.cnue.be)

### **COMMERZBANK AG**

*Mr Klaus-Peter Müller – Chairman of the Board of Managing Directors*

With a consolidated balance sheet total of roughly €616 billion, Commerzbank is one of Germany's major private-sector banks and is also among Europe's 15 largest with 35,000 employees, 8,725 of whom are active outside Germany, looking after 8 million customers. The bank filed a pre-tax profit of more than €2.5 billion in 2007. Commerzbank achieves roughly a third of its pre-tax profits outside Germany. Basically, the bank's international activities are geared to institutional clients and companies. The bank is involved in the financing of about 16% of Germany's external trade. For this purpose, it maintains a closely-knit network of outlets covering 43 countries. [www.commerzbank.com](http://www.commerzbank.com)

### **DEUTSCHE BANK AG**

*Mr Josef Ackermann – Chairman of the Management Board and Group Executive Committee*

The origins of the bank date back to 1870. Deutsche Bank is now a leading global investment bank with a strong private client's franchise. It is a leader in Germany and Europe while growing strongly in North America, Asia and key emerging countries. As of last year the bank employed some 78,275 employees in 78 countries around the world of which just under 28,000 employees are in Germany. It had a branch network of almost 1,800 of which 889 are located in Germany. In 2007 the company recorded revenues that touched €30,745 billion and profits of over €6,5 billion. [www.db.com](http://www.db.com)

### **DEUTSCHE TELEKOM AG**

*Prof. Dr. Kai-Uwe Ricke - Chairman*

Deutsche Telekom (Telekom), the former German state owned Telecommunications Company which is publicly traded since 1996, is the largest provider of telecommunications services in Europe and is one of the largest in the world. The company operates and maintains telephone networks and is involved in the mobile telecommunications



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market. In addition to telephone services, Telekom is involved in online and multimedia services, satellite operations and audiovisual & textual data transmission. The company has subsidiaries in Germany, other European countries, the USA, Canada, Japan and Singapore. Net communications accounted for 36% of 2000 revenues; mobile communications, 23%; carrier services, 10%; data communications, 8%; cable TV, 5%; services, 6%; phone sales, 3%; other services, 4% and international activities, 5%. [www.telekom.de](http://www.telekom.de)

### **DHL WORLDWIDE EXPRESS**

*Mr. Uwe Dörken – Chairman & Chief Executive Officer*

With sales of €6,8 billion in 2007, DHL Worldwide Express is the global leader of the international air express industry, accounting for a market share of 37%. To meet the demands of over 1 million customers around the globe, DHL has 6,000 offices in more than 220 countries. They handle a total of 162 million shipments per year. DHL runs a fleet of 254 aircraft, operating 714 scheduled flights every day. This alone makes it the ninth largest airline in the world. Another 2,400 flights daily are operated exclusively for DHL by commercial aircraft. On the ground, more than 16,000 vehicles service a total of 120,000 destinations in all continents. In 2000, DHL had some 69,000 employees. Founded in California in 1969, DHL has pioneered the industry ever since. Today, the Company continues being a driver for innovation, at the forefront of technology in its field. DHL offers its customers fast, responsive, and cost-effective, express deliveries in addition to e-commerce fulfillment and intelligent logistics solutions. DHL is a privately owned company. Major shareholders are Deutsche Post World Net and Lufthansa. Other shareholders include Japan Airlines and two private investment trusts. [www.dhl.com](http://www.dhl.com)

### **ERNST & YOUNG**

*Mr Jim Turley—Chairman & CEO*

Ernst & Young, a global leader in professional services, is committed to restoring the public's trust in professional services firms and in the quality of financial reporting. Its 130,000 people in more than 135 countries around the globe operate with the highest levels of integrity, quality and professionalism, providing clients with solutions based on financial, transactional and risk-management knowledge of audit, tax and corporate finance. The firm also provides legal services in those parts of the world where permitted. Ernst & Young refers to all the members of the global Ernst & Young organisation, including the U.S. firm of Ernst & Young LLP. [www.ey.com](http://www.ey.com)

### **EUROCOMMERCE**

*Senator Feargal Quinn - President*

Retail and distribution operate within a wide range of legislation, policies and practices defined by the EU institutions which directly affect the business. EuroCommerce, as the trade representation to the EU institutions, defends the common interest of its members and keeps them informed of European dossiers that impact their activities. The objective of commerce and distribution is to meet the needs of over 493 million consumers in the Internal Market. Of its National Members, EuroCommerce has 37 Full and 28 Affiliated. There are also 19 European and International Association Members. [www.eurocommerce.be](http://www.eurocommerce.be)

### **EUROPEAN ASSOCIATION OF COOPERATIVE BANKS – EACB**

*Mr Herve Guider – Secretary General*

The European Association of Co-operative Banks was created in 1970 and is based in Brussels. It has a membership base of more than 47 million members originating from 23 cooperative banking groups from across the EU member states. In turn, the EACB is indirectly serving the needs of 140 million customers. The European Association of Co-operative Banks is one of the main associations of the European credit industry and is officially recognised as the representative body of the European co-operative banking sector by the European Union institutions and the European Central Bank. [www.eurocoopbanks.coop](http://www.eurocoopbanks.coop)

### **EUROPEAN BANKING FEDERATION – FBE**

*Mr Guido Ravoet- Secretary General*

The Banking Federation of the European Union is the united voice of the banks of the European Union (EU) and of the European Free Trade Association (EFTA) countries. It was set up in 1960 to represent the interests of banks at Community level. Since its inception the Federation has maintained an ongoing dialogue with the European Commission and with other European institutions, with the aim of ensuring that the experience and the views of banks are taken into consideration by all appropriate bodies. The Federation is based in Brussels and has 31 members. [www.ebf-fbe.eu](http://www.ebf-fbe.eu)



### **EUROPEAN BROADCASTING UNION – EBU**

*Mr Fritz Pleitgen – President*

Founded in February 1950 by the pioneers of radio and television in Western Europe, the European Broadcasting Union (EBU) is the largest professional association of national broadcasters in the world. Headquartered in Geneva, and working on behalf of its members in the European area, the EBU negotiates broadcasting rights for major sports events, operates the Eurovision and Euroradio networks, organizes programme exchanges, stimulates and coordinates co-productions, and provides a full range of other operational, commercial, technical, legal and strategic services. At its office in Brussels, the EBU represents the interests of public service broadcasters before the European institutions. Apart from 75 active members in Europe, North Africa and the Middle East, the Union has 45 associate members from around the world. [www.ebu.ch](http://www.ebu.ch)

### **EUROPEAN COMMUNITY SHIPOWNERS' ASSOCIATIONS – ESCA**

*Mr Alfons Guinier – Secretary General*

ECSCA, formed in 1965, comprises the national shipowners' associations of the EU Member States and Norway. ECSCA works through a permanent secretariat in Brussels and a Board of Directors, as well as a number of specialised communities. Its aim is to promote the interests of European shipping so that the industry can best serve European and international trade and commerce in a competitive free enterprise environment to the benefit of shippers and consumers. [www.ecsa.be](http://www.ecsa.be)

### **EUROPEAN EXPRESS ASSOCIATION – EEA**

*Mr Mark Van der Horst - Chairman*

The European Express Association was created in January 2000 by the merger of the European Express Organisation and the Association of European Express Carriers. The EEA regroups the world's leading integrators; DHL Worldwide Express, Federal Express, TNT Post Group and United Parcel Service as well as national express associations and small and medium size companies operating across Europe. The express industry specialises in time-definite, reliable express transportation services for documents, parcels and freight, revolutionising the way companies do business worldwide. It allows European business to rely on predictable, expeditious delivery and collection of supplies, thereby enabling them to attain and maintain global competitiveness. In Europe, the industry employs over 250,000 people and as of 2003 made a direct contribution to euro-area GDP of €10,5 billion. The EEA's objective is to represent the interests of the Express industry at EU level. The Secretariat is based in Brussels and five working Committees specifically represent the interests of its members. These committees cover post, customs, security, transport and environment and Central and Eastern Europe. [www.euroexpress.org](http://www.euroexpress.org)

### **EUROPEAN FEDERATION OF ENGINEERING AND CONSULTANCY ASSOCIATION – EFCA**

*Mr Jan Van der Putten – Secretary General*

The EFCA was founded in May 1992 as merger between the former CEBI (Comité Européen des Bureaux d'Ingénierie) & CEDIC (Comité Européen des Ingénieurs Conseils). It is now the sole European federation representing engineering consultancy and related services. It comprises 29 national associations from 28 European countries representing over 10,000 firms with an annual turnover exceeding €26 billion. The EFCA is a non-profit making and independent professional organisation that is committed to represent and promote engineering consultancy and related services. It lobbies the European institutions so that directives and regulations affecting the work of engineering consultancy and related services are fair to both the profession and to society as a whole. The EFCA also represents the interest of its members to lending agencies such as the World Bank, European Bank for Reconstruction & Development, etc. and to other institutions and organisations in and outside Europe. [www.efcanet.org](http://www.efcanet.org)

### **EUROPEAN INTERNATIONAL CONTRACTORS - EIC**

*Mr Michel Démarre - President*

European International Contractors (EIC) represents construction industry federations from 16 European countries and promotes the international interests of the European construction industry in all questions relating to construction activity abroad. This association is registered under German law. The annual volume of international business overseas carried out by those contractors who are represented by EIC's Member Federations amounted to €45 billion in 2008. In view of the increasing trend towards cross-border ventures and acquisitions and with regard to the significant importance of foreign construction markets for European international contractors, EIC constitutes a unique forum to cope with emerging challenges within Europe and beyond. [www.eicontractors.de](http://www.eicontractors.de)



### **EUROPEAN TELECOMMUNICATIONS NETWORK OPERATORS – ETNO**

*Mr Michael Bartholomew - Director*

Created in 1992, ETNO represents 41 companies from 34 countries which together employ more than 1.1 million members of the European workforce and providing its customers with telephony (mobile and fixed), data communications and Internet services. Last year, revenues from European operations amounted to €248 billion. The objective of the Association is to encourage and contribute to a constructive dialogue between its members and with other actors involved in the development of the European Information Society, for the benefit of the users.

[www.etno.be](http://www.etno.be)

### **EUROPEAN SAVINGS BANKS GROUP – ESBG**

*Mr Chris de Noose – Chairman of the Management Committee*

The ESBG was founded in 1963 and represents 26 members from 26 countries with total assets of €5,216 billion, and total loans of €2,685 billion. The group consists of over 84,000 branches and has a total staff of more than 971,000. It has established a reputation as the advocate of savings and retail banks' interests and an active promoter of business cooperation in Europe. It is based in Brussels where it shares an office with its sister organisation, the World Savings Bank Institute (WSBI). [www.esbg.eu](http://www.esbg.eu)

### **FEDERATION DES EXPERTS COMPTABLES EUROPEENS – FEE**

*Mr Jacques Potdevin - President*

*Mr Olivier Bonellis-Taft – CEO*

FEE commenced operations on 1 January 1987. It took over responsibility for the activities previously carried out separately by the Union Européenne des Experts Comptables, Economiques et Financiers (UEC) and the Groupe d'Etudes des Experts Comptables de la CEE (Group d'Etudes). Both organisations had served the European accountancy profession since 1951 and 1961 respectively. The Fédération des Experts Comptables Européens (FEE) is the representative organisation for the accountancy profession in Europe. It groups together 43 professional bodies from 32 countries. Between them, these bodies have a combined membership of 500,000 accountants, of whom approximately 45% work in public practice. FEE also co-operates with the professional organisations of Central and Eastern Europe, some of whom are already observer members of FEE. [www.fee.be](http://www.fee.be)

### **FEDERATION DE L'INDUSTRIE EUROPEENNE DE LA CONSTRUCTION – FIEC**

*Daniel Tardy - President*

Founded in 1905, FIEC is currently active in 28 countries (26 EU & EFTA, Croatia, and Turkey) with 33 national member federations representing firms of all sizes (from one person SMEs through to the large firms), of all Building and Civil Engineering specialities and practising all kinds of working methods (whether operating as general contractors or as sub-contractors). FIEC is recognised by the European Commission as "sectoral social partner" in the European social dialogue. [www.fiec.org](http://www.fiec.org)

### **FRANCE TELECOM**

*Mr Didier Lombard - Chairman*

With over 189,000 employees in over 75 countries, France Telecom provides a wide range of telecommunications services to residential, professional and large business customers. Major lines of business include providing public fixed-line voiced telephony services, leased lines and data transmission services, mobile telecommunications services, telecommunications equipment sales and rentals, cable television and broadcasting services, information services, Internet and wireless applications. Information services accounted for 62% of 2000 revenues; mobile communication, 27% and international sales, fixed-line telephony and other, 11%. Consolidated operating revenues as of June 2007 were €52,9 billion. [www.francetelecom.fr](http://www.francetelecom.fr)

### **FOREIGN TRADE ASSOCIATION – FTA**

*Mr. Ferry den Hoed (President) (Chairman of Euretco - Netherlands)*

*Mr. Jan Eggert, Secretary General*

The Foreign Trade Association (FTA) is the association for European commerce specialised in international trade issues. Members are national trade associations and companies from all over Europe. For 30 years, FTA has provided them with monitoring and lobbying services in support of their commitment to free trade. FTA members



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are dedicated to the improvement of the political and legal environment for European commerce with respect to the European Union, international institutions like the World Trade Organisation (WTO) and national governments worldwide. FTA addresses all international trade issues, in particular **WTO, customs and procedures, bilateral free trade agreements, anti-dumping and access to markets outside Europe**. Trade policy also touches on social and development policy questions. Through the [Business Social Compliance Initiative](#) , (BSCI), the FTA is committed to improving social standards in the global supply chain of commerce. [www.fta-eu.org](http://www.fta-eu.org)

### **IBEC – IRISH BUSINESS AND EMPLOYERS CONFEDERATION**

*Mr Maurice Healy – President*

IBEC works to shape policies and influence decision-making in a way that develops and protects members' interests and contributes to the development and maintenance of an economy that promotes enterprise and productive employment. In line with our mission and vision, we represent our members' interests to Government, state agencies, the trade unions, other national interest groups, and the general public. IBEC represents over 7,500 Irish businesses and organizations. <http://www.ibec.ie/ibecweb.nsf/whome?OpenForm>

### **IBM CORPORATION**

#### **IBM Europe, Middle East & Africa**

*Mr Larry Hirst – Chairman of the Board of Directors*

Incorporated as C-T-R in 1911 and renamed in 1924, IBM is now the world's leading information technology company, specialising in the creation, development and manufacture of the industry's most advanced information technologies, including computer systems, software, networking systems, storage devices and microelectronics. IBM is the world's largest IT services company. IBM's services business has grown from a \$4 billion (€4.5 bn) to a \$33.2 billion (€37.2 bn) business in just 10 years. Revenue in 2007 was \$98,8 billion (€ 63,7 billion). Number of employees in 2000 was 386,558. [www.ibm.com](http://www.ibm.com)

### **INTERNATIONAL FINANCIAL SERVICES, LONDON - IFSL**

*Steven Wright – Chairman*

*Mr Edward Whitley – Chief Executive*

IFSL is the only independent cross-sectoral representative of the UK financial services industry. It is uniquely placed to deliver a focussed and concerted service promoting the industry to enable the UK financial sector to build on its lead, reinforce its global image and develop the scope of its services in the international marketplace. A private sector, not-for-profit membership organisation; funded by its 95 Members, the Bank of England and the Corporation of London, IFSL has 30 years experience of successful promotion of the UK's financial services industry. Through a network of geographic and product committees, IFSL identifies and responds to its Members needs and supports their individual activities. It also works in partnership with them to help in the development of international business. It works closely with Trade Partners UK, the Treasury, the FCO and the DTI to promote the sector. Through links with Government, IFSL has direct access to British Embassies and High Commissions overseas. [www.ifsl.org.uk](http://www.ifsl.org.uk)

### **KPMG**

*Mr Mike Rake - Chairman KPMG International*

KPMG was formed in 1987 with the merger of Peat Marwick International (PMI) and Klynveld Main Goerdeler (KMG) and their individual member firms and is a leading provider of multidisciplinary business services. In 2007, KPMG achieved record revenues of US\$19.81 billion (€ 15.1 billion), a 17 percent increase driven by all of our major service lines. More than 123,000 KPMG professionals in member firms worldwide collaborate across industry, service and national boundaries to deliver professional services in 145 countries. [www.kpmg.com](http://www.kpmg.com)

### **LLOYD'S OF LONDON**

*Mr Richard Ward—CEO*

Lloyd's of London is the world's leading insurance market providing specialist insurance services to businesses in over 120 countries. It is the world's second largest commercial insurer and sixth largest reinsurance group. In 2003, 71 syndicates are underwriting insurance at Lloyd's. Approximately 5% of world reinsurance is placed at Lloyd's which also accounts for half of the London market's international insurance premiums. [www.lloyds.com](http://www.lloyds.com)



### **ORACLE: EUROPE, MIDDLE EAST & AFRICA**

*Mr Sergio Giacometto—Executive Vice President*

Oracle's business is information—how to manage it, use it, share it, protect it. For nearly three decades, Oracle, the world's largest enterprise software company, has provided the software and services that let organizations get the most up-to-date and accurate information from their business systems. The 2005 combination of Oracle and PeopleSoft marks a major turning point in the evolution of the software industry. The combined companies are now positioned to deliver a more competitive offering in the enterprise applications market and increase innovation with a larger applications R&D budget. Today, Oracle is helping more governments and businesses around the world become information-driven than any other company. [www.oracle.com](http://www.oracle.com)

### **POSTEUROP**

*Ms Ingemar Persson - Secretary General*

PostEurop, the Association of European Public Postal Operators, is a non profit organisation and a restricted union of the Universal Postal Union (UPU). It was set up in 1993 by 26 Public Postal Operators (PPOs) whose main objective was to strengthen their cooperation. Today, PostEurop has 48 Members and continues to grow. PostEurop's mission is to increase by co-operative efforts, the opportunities for Members to improve their performance, and thereby to enable them to fulfil their obligations and fully meet the needs of their customers. It provides a network through which its Members can share expertise and experience, and a forum where international pressure groups can address the entire European postal service network. [www.posteurop.org](http://www.posteurop.org)

### **ROYAL AHOLD NV**

*Mr John Rishton - President and CEO*

This Dutch company is a rapidly growing international food provider with over 8,500 supermarkets, hypermarkets and other store formats in the United States, Europe, Latin America and Asia. Annual sales exceed €52 billion. Ahold employs almost 450,000 associates and services the needs of over 35 million customers in 25 countries every week. The company has significant activities in the foodservice industry and in business-to-consumer and business-to-business e-commerce. [www.ahold.com](http://www.ahold.com)

### **ROYAL BANK OF SCOTLAND**

*Mr Fred Goodwin - Group Chief Executive*

The Royal Bank of Scotland Group, founded in 1727, is one of Europe's leading financial services groups. It is the second largest bank in the UK and in Europe and ranks fifth in the world. In March 2000, The Royal Bank of Scotland Group completed the acquisition of NatWest in a £21 billion deal that was the largest takeover in British banking history. The enlarged Royal Bank of Scotland Group has a market capitalisation of £43.1 billion as at 31 December 2002, compared with £19.7 billion immediately after the takeover. It has more than 20 million UK personal customers, 2,287 UK branches and total assets at 30 June 2002 of £397 billion. The Group employs over 226,000 staff worldwide. In addition to the UK, the Group has offices in Europe, the US, and Asia. A strategic alliance with SCH of Spain provides scope for development of financial service activities across Europe. Tesco Personal Finance, a joint venture with Tesco, is one of the main supermarket banking brands in the UK. [www.rbs.com](http://www.rbs.com)

### **SIEMENS AG**

*Mr Peter Loscherr - President and Chief Executive Officer*

On October 1, 1847, Werner von Siemens and Johann Georg Halske founded the company that developed into today's Siemens AG, which was formed in 1966. It is Europe's largest Engineering Company and has around 400,000 employees (in continuing operations) working in 190 countries to develop and manufacture products, design and install complex systems and projects, and tailor a wide range of solutions for individual requirements. Siemens has operations that include: Business Services, Industrial Services, Energy Services, Healthcare Services, and Consumer Products. In its 2007 fiscal year, Siemens had revenue of €72.4 billion and income from continuing operations of €3.9 billion [www.siemens.com](http://www.siemens.com)



### STANDARD CHARTERED BANK

*Mr Peter Sands – CEO*

With a banking heritage spanning more than 150 years, Standard Chartered has an extensive global reach and a strong position in emerging markets, supplemented by strategic alliances and acquisitions. Standard Chartered has a network of over 1,700 branches and outlets in more than 70 countries across the Asia Pacific Region, South Asia, the Middle East, Africa, Europe and the Americas. As one of the world's most international banks, Standard Chartered employs 73,000 people, representing 115 nationalities. In fiscal year 2007, the company registered revenues of \$11.06 billion (€6.91 billion) with total assets touching \$329 billion (€205,625 billion). [www.standardchartered.com](http://www.standardchartered.com)

### SVENSKT NÄRINGS LIV

(Confederation of Swedish Enterprise)

*Mr Michael Treschow - Chairman*

The Confederation of Swedish Enterprise represents companies in Sweden. Its long-term goal is for Sweden to return to a leading position in the international prosperity rankings. In order to achieve this, a coalition of broad interests relating to the value of entrepreneurship and entrepreneurial spirit is required. Our assignment from our member organizations and member companies is to enhance understanding of companies' reality and to work to achieve the best possible conditions for all companies in Sweden to operate and grow. The Confederation of Swedish Enterprise represents approximately 1,5 million employees of 54,000 large and small member companies, which are organized into 50 sector and employer associations. The associations are the Confederation's members, which is why the central organization and member organizations are to be regarded as a single unit. [www.svensktnaringsliv.se/](http://www.svensktnaringsliv.se/)

### TELECOM ITALIA

*Mr Franco Bernabè—CEO*

As Italy's leading Information and Communication Technology enterprise, **Telecom Italia's** status as one of Europe's most solid and profitable blue-chip companies is based on its competitive abilities, which in turn are the result of innovation, service quality and a focus on the customer. The Telecom Italia Group is the expression of a telecommunications heritage spanning more than 100 years, combined with a significant presence in media, the Internet and leading edge Information Technology. The Group is committed to research and development of the technologies of the future. The Telecom Italia Group comprises **Telecom Italia, TIM, Finsiel, Olivetti Tecnost, Telecom Italia Lab** and **Telecom Italia Media**. Altogether, for fiscal year 2007 the group had roughly 82,000 employees and revenues of €31.29 billion.

[www.telecomitalia.it](http://www.telecomitalia.it)

### TELEFONICA SA

*Mr César Alierta Izuel - Chairman*

Spain's onetime phone monopoly, Telefónica, is a global telecommunications operations leader among Spanish and Portuguese-speaking populations. Worldwide, the company operates in over 23 countries with 218 million customers accessing its services. The company's wireless unit, Telefónica Móviles, has more than 160 million subscribers overall. It obtained third generation (UMTS) licenses in Spain, Germany, Italy, Switzerland and Austria, thus expanding Telefónica's sphere of influence to the European market. Telefónica is one of Spain's premier multinational companies with a market capitalisation of €100 billion, 240,000 active employees, and 2007 fiscal year revenues that topped €2.9 billion. [www.telefonica.es](http://www.telefonica.es)

### TNT

*Mr Peter Bakker - Chairman of the Board of Management and CEO*

With their Head Office in Amsterdam, TPG is the holding company of Royal PTT Post and TNT. As a global player, TNT provides businesses and consumers worldwide with an extensive range of services for their mail and express delivery needs. TNT serves more than 200 countries and employs more than 161,500 people. Over 2007, TNT reported €1 billion in revenues and an operating income of €1,192 million. TNT is publicly listed on the stock exchange of Amsterdam. <http://group.tnt.com/>



### **TUI AG**

*Dr. Michael Frenzel – Chairman of the Board of Management*

The change undergone by Preussag AG in becoming the world's largest tourism group was completed on 26<sup>th</sup> June 2002 with its name change to TUI AG. Today with the acquisition of strong brands and collaboration with strategic partners they cover 90% of the European tourism market. TUI AG now includes 81 tour operator brands, over 3,700 travel agencies, 88 aircraft, 32 incoming agencies and 150,000 beds in 285 hotels. In addition, around 1,600 business travel professionals in over 60 countries look after their business customers worldwide. In addition to TUI, the best known brands in TUI AG include the brands of the former Thomson Travel Group in the UK, now called TUI UK (Thomson, Crystal, Lunn Poly), the former Scandinavian Fritidsresor group, now called TUI Nordic (Fritidsresor, Star Tour, TEMA), and the airlines Hapag-Lloyd Flug and Britannia. The Group portfolio is complemented by the logistics division operated by Hapag-Lloyd AG and the energy division with its oil and gas production business. In the 2001 financial year, the 70 000 employees of TUI AG generated a turnover of around Euro 22 billion.

[www.tui.com](http://www.tui.com)

### **UNIQA VERSICHERUNGEN AG**

*Dr Konstantin Klien - General Direktor*

[www.uniqa.at](http://www.uniqa.at)

### **VEOLIA ENVIRONNEMENT**

*Mr Henri Proglia – Chairman of the Board of Management*

Veolia Environnement, the world leader in environmental services, operates on all five continents. They provide tailored solutions to manufacturers and local authorities alike, via their four complementary business sectors: water management, waste management, energy management and passenger transport management.

<http://www.veoliaenvironnement.com/fr/Default.aspx>

### **ZURICH FINANCIAL**

*Mr. Manfred Gentz - Chairman*

Zurich Financial Services Group is an insurance-based financial services provider. The headquarters are in Zurich, Switzerland. Founded in 1872, the company now has a global network of subsidiaries and offices in North America, Europe, Asia Pacific, Latin America and other markets. Our 60,000 employees serve customers in more than 170 countries. <http://www.zurich.com/main/home/welcome.htm>

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