



YOUR FULL NAME:

Dale Wesley Perry

YOUR JOB TITLE:

Managing Partner

YOUR COMPANY:

Energy Resources of Ukraine (ERU)

YOUR BRIEF BIOGRAPHY (250-300 words):

I have worked in the energy sector for the past thirty-five years, beginning as a nuclear engineer onboard two US submarines in the 1980s. After four years in the banking sector in East Africa, I accepted a position with the AES Corporation in Kazakhstan in 1997. My two years in Almaty were focused on government relations and I was the founding chairman of the Kazakhstan Electricity Association and a founding member of the board of directors of the US-Kazakhstan Business Council.

For two years I managed a large utility for AES in Brasil, where we served over a million customers, and started several telecommunication companies. From 2002-2004 I worked for AES in Hungary, Uganda and Central America. I then returned to Kazakhstan for four more years, where I oversaw a portfolio of twelve businesses, 6,500 employees, serving over one million retail customers. We were also active in business development in Russia, Kyrgystan, Tadjikistan and Mongolia.

In April 2014, with the new hopes and opportunities for Ukraine, I decided it was the right time to re-engage in business and we established our company, Energy Resources of Ukraine (ERU), to participate in and offer support to Ukraine's new free-market opportunities. For the past four years ERU has been the largest, private importer of natural gas (annual turnover in excess of \$500m) and the only company to deliver LNG to Ukraine. We are now active in the trading of electricity in the new, liberalized market and involved in developing solutions to address the grid-stability challenges of the growing renewable energy.

I grew up in the great state of Idaho and graduated from Dartmouth College with dual degrees in Engineering Sciences and Russian Area Studies. I have worked in over thirty countries, living with my family on five continents. I have been married for the past 23 years to my wife, Carol, and we have three grown daughters.

ANSWER THE FOLLOWING QUESTIONS:

Why do you think membership in the American Chamber of Commerce is important for business operating in Ukraine?

I can speak from first-hand experience that associations such as ACC are fundamentally important in all business environments, in all countries of the world. The collaborative efforts of entities such as ACC play an important role in advocating for a level playing field, rule of law, transparency, etc. Fair competition allows the market economy to work at its most efficient level, which is good for business, good for consumers and good for government. As the benefits the work of ACC bring to the market are shared by all market participants, it is important that all participants consider becoming involved via their membership in the ACC, to share the costs and efforts.

What motivates you to be a Chamber Board Member?

As a board member of similar entities in Central Asia, I have seen first-hand the positive results of collaborative engagement with domestic and foreign government officials. With the growth of our company I have realized that I have additional time available and can share that time through more active involvement with the ACC.

Why do you feel you are qualified to serve on the Chamber Board? What skills would you bring to the Board?

I was the founding chairman of the Kazakhstan Electricity Association and a founding member of the board of directors of the US-Kazakhstan Business Council. I also was on the board of directors of the Eurasia Foundation of Central Asia, a US Congress-funded foundation working in the education, health care and

governance spheres. My time on these boards, as well as my time in Ukraine and many of the other countries I have worked, have offered me opportunities to interact with senior level government officials at the level of Presidents, Cabinet Ministers, Parliamentarians, senior representatives of the IFIs and Corporate CEOs. These experiences, as well as my thirty-five years of work, I feel make me well-qualified to be a productive board member.

How have you been active in the Chamber over the course of the last two years?

ERU Trading LLC has been a member and supporter of the Chamber from our first year of existence. Our company has been a sponsor of events such as the 4th of July celebration and we have provided the support of our staff to participate, such as our Chief Legal Officer, Olga's co-chairing of the Energy Committee. For the past five years I have participated in numerous AmCham-sponsored meetings with US congressional and cabinet-level visits to Ukraine and AmCham events in Washington, DC. My business partner, Yaroslav Mudryy has served as a member of the Chamber Energy Steering Committee.

What activity or Committee would you participate in and be responsible for?

My experience would best lend me to be active in Committees such as Energy, Renewable Energy and/or Infrastructure.
