



**YOUR FULL NAME:**

Martin Werschlan

**YOUR JOB TITLE:**

General Manager Roche Ukraine LLC

**YOUR COMPANY:**

Roche Ukraine LLC, a wholly owned subsidiary of F. Hoffmann La Roche AG, Basel Switzerland.

**YOUR BRIEF BIOGRAPHY (250-300 words):**

Born and educated as an economist in Switzerland (University of St. Gallen), I joined F. Hoffmann La Roche AG at their corporate audit department right out of university. After my 3 years assignment at Headquarters I moved out to the world of our commercial operations affiliates, where I spent the bulk of my 22 years with Roche. My journey took me to South Africa, Germany, China, Colombia / Ecuador, Argentina / Uruguay as Finance Director and SAP Project Manager, before I assumed my first regional CFO role for the Eastern Europe Middle East and Africa Region in 2013. In 2016 assumed the role of regional CFO for Latin America and was appointed to my current role as General Manager for Roche Ukraine LLC in September of 2019. I am moving to Kyiv from São Paulo, together with my wife and our three year old daughter. As a family we enjoy the cultural diversity of our international expat lifestyle and love to travel. We look forward to get immersed in the cultural live of Kyiv and to be closer to our families in Switzerland and Lithuania. I am an avid footballer (soccer), and a passionate supporter of my home town

team of Lucerne, knowing full well that the chance to enjoy a championship will only come once in lifetime (1989), so it's all upside from here on. Through my journey through the emerging markets I have learned that the glass is always half full and that something can always be done to improve things. I am looking forward to apply the same positive mindset to the work in the chamber and in the Ukraine as such.

**ANSWER THE FOLLOWING QUESTIONS:**

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

At Roche we are fully dedicated to generating better outcomes for more patients faster and I personally subscribe to that purpose. I am also convinced that healthcare outcomes for patients and thereby the productivity of the society and the Ukrainian population as such can be much improved even under the current circumstances of constrained resources. However, I am also convinced that significant policy shifts are required to achieve this improvement and I see the work in the chamber as a highly effective way to promote these policy shifts. Better outcomes will eventually make for good business and I therefore see the active contribution to the chamber as important to our operations in the Ukraine.

What motivates you to be a Chamber Board Member?

The opportunity to make a real difference in the lives of Ukrainians through the promotion of good healthcare policy and the advancement of business friendly policies in general.

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

My international career and outlook will bring a new element of diversity to the chamber. As a senior Finance Leader and now General Manager I have learned to lead diverse teams and I am used to assess both the opportunities and risks of doing business in the emerging market environment. I am also keenly aware of the opportunities of new technologies, particularly in the advancement of Big Data initiatives in the healthcare sector and will be able to establish new links between different industry sectors.

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

As a company we have been active in the health care committee of the chamber through our public affairs representative. We are now prepared to take another step and increase our involvement through the active participation at the board level.

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

I would specifically aim to participate in the healthcare committee. Furthermore, I would be keen to learn more on activities of the IT committee of the chamber and on any initiatives to further develop the healthcare insurance sector.

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