



Vasile Varvaroi

General Manager

Cargill AT

BRIEF BIOGRAPHY:

Cargill provides food, agriculture, financial and industrial products and services across the world. Together with farmers, customers, governments and communities, Cargill helps people thrive by applying its insights and 150 years of experience.

Cargill started its activities in Ukraine in 1991. Our commitment to Ukraine has always been very strong, as the strategic position Ukraine has cannot be underestimated. We believe the country has the right position, resources and talent to be a powerhouse in the world agricultural markets. Our investments in Ukraine add to more than 250 mio dollars, without including our participation in a 150mio dollar investment in a grain export terminal.

I have been appointed as General Manager for Cargill Ukraine in June 2018. My main focus is on building the strategy for the region, in order to support Cargill strategic position in the Black Sea as a key growth

area. I am also in charge of our activities across the lower Danube region (Italy, Hungary, Serbia, Bulgaria and Romania).

Since moving to Kiev, I started to serve as a member of the Board of Directors with the American Chamber of Commerce, bringing my contributions to all the proposal related to my area of expertise. I am the Board Member responsible for the activities of Agricultural Committee within Amcham.

Before coming here, I held similar positions in Romania, I am still the elected President of the Romanian Grain Traders Association (ARCPA) and representative of the association to its European counterparty, COCERAL.

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

The American Chamber of Commerce is a business community, probably the most important in Ukraine. We gather together the energies of more than 600 companies, some of them with foreign capital, some of them local, but all of them interested in achieving sustainable growth of Ukraine. For Cargill, like for any other member, it is important to represent and be represented by an influential, competent and, most important, principle based association, that promotes the collective interests of the most important companies in Ukraine. This has become even more important this year considering the difficult period we are all going through. AMCHAM presence and relevance in the public space will continue to grow, in the interest of its members, but benefiting the entire society.

What motivates you to be a Chamber Board Member?

My personal motivation is driven by two factors:

Cargill has always been a strong contributor to AMCHAM. Today, any company, being that large or small, cannot hope to preserve its brand for the future, unless it acts as a responsible citizen in the communities where it operates. I consider achieving this to be one of the main responsibilities for me as the General Manager of Cargill in Ukraine. Being one of the Chamber Board Members represents a great opportunity to share our ideas and debate with the other members the best actions to be proposed, to the benefit of all members and the entire Ukrainian society.

On a more personal level as a foreigner living in Ukraine, I would be grateful to be allowed to contribute with my knowledge, experience and skill to the areas where these inputs would be valuable. I am passionate about the world of food and agriculture and I plan to promote the development of the agricultural sector as a major strategic part of the Ukrainian economy.

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

I have more than 20 years of experience in the agricultural field, holding various commercial and management roles, covering various countries and regions. I think I could bring a global perspective of what are the issues faced by the agricultural sector today and what are the developments that the future will bring us. I am especially happy to be in Ukraine at this moment in time, considering the strong growth path the agriculture has showed in the last years.

Also, I have more than 10 years of experience representing common interests of the industry in front of the authorities or other stakeholders in my home country, either with Amcham or the Grain Traders Association. To a certain extent, our countries share a common recent history and have faced similar issues impacting their development so I consider my previous experience relevant to what we are aiming to address here.

Probably the most important factor would be the fact that I represent a company with extensive knowledge and presence worldwide and it would be my role to bring this in front of the other members sharing our values and goals.

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

Since I arrived here in June 2018, I have acted as BOD member. I have also acted as the Board Member supervising the activities of the Agricultural Committee.

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

If elected, I plan to continue be involved in the activities of Agricultural Committee in order to develop and propose the short term actions and long term reforms required for Ukraine to achieve its potential and consolidate its position worldwide.

Today, having a strong voice representing the agricultural community is more important than ever. We serve a noble mission to feed the world. The current crises will bring many changes in the supply chain, consumers habits, government interventions in the market. I consider this is an opportunity for Ukraine to fortify its role as the bread basket of Europe and the World.
