



YOUR FULL NAME:

Vasile Varvaroi

YOUR JOB TITLE:

CEO

YOUR COMPANY:

CARGILL AT

YOUR BRIEF BIOGRAPHY (250-300 words):

Cargill provides food, ingredients, agricultural solutions and industrial products to nourish the world in a safe, responsible and sustainable way. Combining 159 years of experience with new innovations and insights, we serve as a trusted partner for food, agriculture, financial and industrial customers in more than 125 markets across the globe.

I am the General Manager for Cargill in Ukraine and the Regional Lead for the Danube Region, overseeing operations across Ukraine, Romania, Hungary, Bulgaria, and Italy. With over 30 years of experience in ag and food industries, I stay focused on shaping Cargill's current and future strategy in the Black Sea region, a critical area for global grain exports.

Since 2018, I have led Cargill's operations in Ukraine, guiding our team through some of the most complex challenges our industry has faced, including the disruptions caused by the ongoing war. This role allows me to demonstrate Cargill's commitment to supporting Ukrainian agriculture and contributing to global food security.



AMERICAN CHAMBER
OF COMMERCE
UKRAINE

2025 AMERICAN CHAMBER BOARD OF DIRECTORS ELECTIONS

My relevant experience and regional role allowed me to advocate on behalf of the Ukrainian market for policies aimed to maintain and develop the access of the Ukrainian goods to the World Market. Since the beginning of the war, I act as an advisor for agri trade and supply chain issues with the EU DG Move Solidarity Lanes initiative that helped Ukrainian farmers to ship more than 40 millions tons of products via the alternative routes developed via Danube or the land borders.

In addition, I have been elected three times to the AMCHAM Board in Ukraine, where I work with other business leaders to improve the business environment and support economic resilience. My experiences in both private and public sector roles give me a well-rounded perspective on the challenges and opportunities facing the region, allowing me to contribute valuable insights to AMCHAM's initiatives.

Each of these roles gives me the opportunity to make a positive impact on both the local and global stage, advocating for sustainable practices, economic resilience, and a thriving agricultural sector that feeds communities worldwide.

ANSWER THE FOLLOWING QUESTIONS:

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

Membership in the American Chamber of Commerce (AMCHAM) is essential for businesses operating in Ukraine because it provides:

1. **Advocacy and Policy Influence:** AMCHAM represents the business community, working with government and regulatory bodies to foster a better business climate, a crucial benefit in Ukraine's challenging environment.
2. **Networking and Partnerships:** AMCHAM offers connections with local and international businesses, fostering partnerships that help companies expand, collaborate, and share best practices.
3. **Access to Insights and Resources:** Members gain access to up-to-date market insights, global trends, and legislative changes, enabling them to make strategic, well-informed decisions.
4. **Business Continuity and Security Support:** AMCHAM offers guidance on risk management and continuity planning, which is especially valuable in times of instability like the ongoing war.
5. **Corporate Social Responsibility:** Membership allows companies to engage in impactful initiatives, enhancing their contributions to Ukraine's economic and social resilience.
6. **Because of its vast experience and proven track record, AMCHAM Ukraine is a well respected promoter of the Ukrainian interests abroad, actively engaging a vast number of external stakeholders, relevant to all the efforts helping Ukraine sustain the impact of the war.**

AMCHAM membership strengthens a company's operations in Ukraine while supporting a more transparent, sustainable business environment.

What motivates you to be the Chamber Board Member?

My motivation to serve on the AMCHAM Board comes from a commitment to advancing a strong, resilient business environment in Ukraine. With over 30 years in agricultural trading and as Cargill's General Manager for Ukraine, I understand the unique challenges and opportunities that businesses face here. I'm driven by the chance to shape policies and advocate for reforms that make Ukraine a more secure and attractive place for investment, which is vital for both local and international companies.

Additionally, I'm motivated by the opportunity to support economic resilience and sustainable growth in Ukraine's key sectors. AMCHAM's work in fostering collaboration, promoting transparent business practices, and driving positive policy change aligns with my values. By contributing my experience and

insights, I aim to help strengthen AMCHAM's role as a leading advocate and connector, supporting Ukraine's path toward a stable, prosperous future.

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

Here are compelling reasons that highlight why I would be an ideal candidate for re-election to the AMCHAM Board of Directors:

- 1. Extensive Experience and Proven Leadership:** With over 30 years in agricultural trading, including as General Manager for Cargill in Ukraine and Regional Lead for the Danube Region, I bring seasoned expertise and deep insight into both local and international markets.
- 2. Commitment to Economic Resilience and Growth:** My role in shaping Cargill's operations in Ukraine amid significant challenges, including the ongoing war, demonstrates a commitment to resilience. I understand the importance of supporting local economies and advocating for policies that bolster Ukraine's position in global trade, which aligns with AMCHAM's mission to foster a sustainable and robust business environment.
- 3. Track Record of Industry Advocacy:** I have been already exposed to a number of roles requiring the capability to manage diverse stakeholders and drive change in a complex environment: my 3 previous AMCHAM Board member terms, my 15 years representation as the president of the Romanian Traders Association ARCPA, my representation as a board member of COCERAL (European Grain Traders Association), my roles in DG Agri and DG Move with the EU Commission)
- 4. Deep Regional Insight and Strategic Vision:** My role as Regional Lead for Cargill across the Ukraine and the Danube countries provides me with a broad perspective and unique insights into the region's challenges and opportunities. This cross-border expertise enhances AMCHAM's strategic direction, especially in advancing regional collaboration and economic integration ahead of the EU accession.
- 5. Commitment to AMCHAM's Mission and Values:** Being re-elected three times already reflects my commitment to AMCHAM's mission. I am dedicated to driving forward the Chamber's values of business transparency, ethical practices, and constructive policy engagement, making me a trusted and valuable contributor to AMCHAM's goals.

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

Yes, acting a the AMCHAM Board Director responsible for the Agricultural Committee.



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

I would like to continue with the Agriculture Committee

Are you a member of the Board of Directors of similar associations?

President of the Romanian Grain Traders Association

Board Member of COCERAL – European Grain Traders Association