



St. Petersburg, August 31, 2010

**Vladislav Zabrodin**

**Managing Partner, Capital Legal Services**

**Executive Committee candidate**

Dear friends and colleagues!

I have been involved with SPIBA for over 15 years – first as Head of Legal Department for OTIS CIS, then as Head of Representative Office of the law firm McDermott, Will & Emery, and the last 10 years as Managing Partner of Capital Legal Services. I have always looked at this organization with interest and respect, striving to render it maximum support, but have never considered the opportunity to become an Executive Committee member. One of the reasons for this is my deep conviction that SPIBA must to a greater extent understand, reflect and protect the interests of manufacturing and sales companies, rather than be a forum for consultants, and all the more as pertains to the executive body level. I am still convinced that this is the right approach; however, my understanding of my potential role within the Executive Committee has changed for two reasons.

First, at SPIBA's annual general meeting last year, when much criticism of this organization was voiced, including by myself, it became obvious that the vast majority of participants understand the need for serious changes in the nature and style of SPIBA's work. And back then, in a response to a proposal by one of the founders of this organization, I made the promise to take a more active part in SPIBA's work, including running for membership on the Executive Committee. Today the time to keep that promise has come.

Starting from the beginning of this year, I have already met with the SPIBA management several times, in particular with Ludmila Murgulets, and discussed the prospects of the organization, the tasks before it and ways of achieving them. I hope my ideas were useful and that they can be applied in the course of further work.

Second, I still believe that SPIBA's success will depend on its ability to correctly understand, reflect and protect the interests of its participants, as well as of companies that build their activity on principles of international business practice. I see the task of the Executive Committee as being the leading and motivational force within this process and arranging the work of the organization in a

way that leaves no doubt as to its usefulness and efficiency. I believe that a proper consulting approach which is always aimed at the client needs will be useful in implementing this task.

I also hope that my fruitful cooperation with the Government of St. Petersburg and Leningrad Oblast during last several years will be useful and sought after in SPIBA's activities.

At last, I would like to say the following. External reasons are often said to be the cause of problems and failures, giving way to a 'search for foes.' I am absolutely convinced that such an approach is woeful and has no future. Yes, knowing the reasons is important, but what is more important is to search for ways to resolve problems, to adopt such decisions and to be willing to assume responsibility for adopting them. And this is the position I would like to come with into SPIBA's Executive Committee.

I will appreciate your support in the election to SPIBA's Executive committee. I believe that right now is the time to take actions which may transform the situation and strengthen SPIBA's role. My energy, time and contacts are at your service.