

## **The speakers:**

### **Dr. Gunter Denk**

Dr. Gunter Denk is a businessman who has more than 25 years' experience in management at an internationally active medium-sized company, and, most recently, as a Director of a Chinese company listed in Hong Kong with 11,000 employees.

Denk is furthermore author of the widely acclaimed books "Asia for the SME – Strategies without Illusions" and "Asia for Professionals".

In 2004 he decided to turn the focus of the operational and legal experience he gained in Western companies to Asian internationalization and founded the Sanet Group.

Headquartered in Bangkok, Thailand, the Sanet Group develops through specialized companies tailor-made strategy concepts for market entries, market expansions and investments of European companies in the emerging market of Southeast Asia.

The Sanet Group consists of the management consulting firm Sanet ASEAN ADVISORS, the German-Thai law firm Sanet LEGAL, the management recruitment service Sanet CREATING CAREERS and furthermore Sanet TRADE & SERVICES, a German-Thai trading company that represents a dozen of industry-leading European companies in the Southeast Asian market.

### **Dr. Erich Erber**

Dr. Erich Erber BIOMIN / Erber AG, Austria

Dr. Erich Erber is the Founder and President of ERBER Aktiengesellschaft, an Austrian non-listed holding company, which started with three employees in 1983.

Today the ERBER Group is organized in four Divisions: BIOMIN, ROMER, SANPHAR and EFB. ERBER Group has the vision to "support innovative and sustainable solutions for the safety and quality of feed and food production for a growing world population"!

The 36 ERBER Group affiliates operate in more than 120 countries and are active in all major markets. With "Science – Service – Speed" in agro biotech, the four divisions provide solutions from mycotoxin risk management in feed to natural growth and health in animal husbandry and natural crop protection in fruit production.

Dr. Erich Erber is an honorary senator of the University of Veterinary Medicine, Vienna and University of Natural Resources and Life Sciences, Vienna. He is the past president of the Austrian Business Association in Singapore and the Economic Ambassadors of Singapore to Lower Austria and Vienna. In 2016, the Lower Austrian Governor Erwin Pröll awarded Dr. Erich Erber with the silver Commander's Cross (Komturkreuz) for his economic and scientific achievements.

Dr. Erich Erber has been living in Asia since 1994; He plays an active role as Chairman of the Supervisory Board.

### **Alexander Alles**

Alexander Alles' Asia-related career began with his position as project manager with an SME where he was responsible for sales into the Asia-Pacific region.

From 2006 until 2014, Alexander Alles was responsible for the International Relations at the German-Asian Business Circle, a non-for-profit organization with the aim to help German SMEs to do business in Asia and vice-versa.

In 2014 Alexander Alles became the Senior Project officer at EUROCHAMBRES, the Association of the European Chambers of Commerce, where he was leading the marketing team of the EU SME Centre – a project initiated by the European Commission with the aim to help European SMEs in establishing their business presence in China.

Since 2018 Alexander Alles is leading operations of the Sanet Group Thailand. At Sanet, his aim is help European companies, small and medium size enterprises in particular with market access into one of the most dynamic regions of the world – ASEAN.