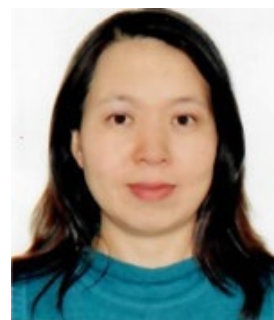


CANDIDATE TO THE BOARD

Full Name*: Jeanne ZHAO-CLOT

Nationality*: France

Children's Class*: 3em, 5eme and CE1



Experience/Areas of Expertise*:

- Marketing & Communication: 20 years in Marketing (including Consumers surveys) & PR, as well as Digital Marketing; volunteered for the Marketing Commission of the Board.
- Languages especially on Mandarin as Native Speaker;
- Fund-raising: contributed for the fund-raising of FIS for almost 10 years, starting working with Florence de Changy, sharing the historic info with Romain, until 1 year ago helping Isabelle Carret;
- Negotiation: negotiation of commercial contracts; Training "Negotiation & Conflict Resolution"
- Management & cost control: 1-year sourcing cost-cutting projects with AT Kearney;
- Sales & Business Development

What I hope to bring to the Board of Directors* (12 lines max.):

I have been in HK for 13 years including 12 years with FIS therefore have a good knowledge of the historical practices.

My 3 children will be in Lycée, College & Primary from Sep 2019, so I have a good view of the whole school.

Having studied in China, France (HEC) & US (MBA of UC Berkeley), I know the different education systems as well as their strengths; it would be great if FIS could combine the good points of each!

I have 20 years' experience in Marketing & Sales, and hope to help our school to be even more attractive, by satisfying the needs of parents...