



**Artelia Cornerstone Limited**

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**Date 9<sup>th</sup> February 2023**

**Ref. No. ARCO-HR-23-0004**

Dear Madam and honorable members,

I am pleased to propose my candidature to the FTCC board of counselors.

Since 2016, I managed ARTELIA Thailand, a multidisciplinary engineering consultancy firm with more than 150 people.

I believe that our expertise in new energy including EVc, our experience in infrastructure projects such as maritime and port maritime, our regional network of 1200 ARTELIAN in southeast Asia could help others FTCC members.

I will be delighted to lead and/or to promote FTCC committees such as new energy or industrial or maritime/port. I am ready to invest some time to support strategic subject that affects the FTCC and its members.

If you would require further information, I would be delighted to provide them.

Yours Sincerely,

Artelia Cornerstone Limited

A handwritten signature in blue ink, appearing to read "Florian Blin".



Florian Blin

General Manager



## Florian BLIN THAILAND



**Years of experience**  
15

**Year of birth**  
1983

**Nationality**  
French

I am managing Thailand affiliate since 2016. We started in 2016 with 16 people and now we have more than 100+ people providing Project/Construction management, Facility Management, Procurement and Design services. I overlook HR, company governance, finance and P&L, business development, client relationship and stakeholder management. I am also program director in EAST market for multisite/mobility network to support country leads in their respective country to achieve their KPIs.

### EDUCATION

- Mechanical Engineer, UTBM, Belfort, France, 2008

### EMPLOYMENT RECORD

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- Since 12/2015 **ARTELIA CORNERSTONE Limited, Thailand**, Bangkok, Thailand  
General Manager and East Program Director  
I am managing Thailand affiliate since 2016.
- 06/2015 - 12/2015 **ARTELIA INTERNATIONAL**, Paris, France  
Belgium / France / Luxembourg Country Manager  
I manage France, Belgium and Luxembourg Fuel Retail Program Operations (EPCM). A team of 10 project managers spread in 3 countries
- 09/2012 - 06/2015 **ARTELIA INTERNATIONAL**, Paris, France  
Country Manager  
I am managing a team of 6 project manager on Fuel Retail Program Operations. In charge of P&L, client and stakeholder management, Team recruitment/HR/Management, KPI and contract accountability.
- 10/2010 - 09/2012 **ARTELIA INTERNATIONAL**, Paris, France  
Project Manager  
Managing construction of Fuel Retail Site and utilities on Motorway (from 1meuros to 10meuros / site)  
Managing client and Motorway stakeholder to meet client contract obligation and client KPI  
Delivering project on time, in budget, with high quality with oil and gas HSSE standards, with motorway constraints.
- 01/2010 - 09/2010 **ARTELIA VIETNAM**, Ho Chi Minh City, Vietnam  
Design Manager  
Coordination design of hospitality (Le Meridien...), residential projects and commercial projects.
- 01/2006 - 12/2009 **Chan Phuong Engineering**, Ho Chi Minh City, Vietnam  
Design Manager  
Coordinating design of all type of projects (Sanofi, Unilever, 6Senses hotel, Intel,...)

### PROFESSIONAL ASSOCIATIONS

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- Since 01/2016 : French Chamber of Commerce Thailand