

Dr. Erich Hunziker (CH)
Deputy Head of the
Corporate Executive
Committee and Chief
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F. Hoffman-La-Roche AG
Basle

Born in 1953, Erich Hunziker was educated at the Swiss Federal Institute of Technology (ETH) where he earned a Ph.D. in industrial engineering.

In 1978, Erich Hunziker became Head of Assistants at the Institute of Management and Industrial Engineering of the ETH. Subsequently, in 1980, he was appointed Chairman of the Swiss Student Travel Office (SSR). Before starting his career at Boehringer Mannheim in 1988, Erich Hunziker worked for Corange Ltd. in the position of Vice President Group Strategy Pharmaceuticals in Switzerland. After acting as Managing Director of Boehringer Mannheim, Switzerland, for four years, Erich Hunziker was appointed as Head of Finance as well as Member of the Executive Board of Boehringer Mannheim, Germany, in 1992. In 1994, he was nominated Chairman of the Executive Board of Boehringer Mannheim, Germany. One year later, Erich Hunziker left Germany to become President Pharmaceuticals Division and a Member of the Executive Committee of the Boehringer Mannheim Group in the Netherlands. Before leaving the pharmaceutical industry, he acted as Chief Financial Officer of Corange Ltd. from 1997 to 1998. Subsequently, Erich Hunziker first joined the Diethelm Group in Switzerland as Chief Executive Officer and after the merger with Edward Keller Ltd. in 2000, he became Chief Executive Officer of the Diethelm Keller Group. In 2001, he left the international trading group to become a Member of the Executive Committee and Chief Financial Officer of the Roche Group. After four years with Roche Group, Erich Hunziker was appointed Deputy Head of the Corporate Executive Committee and holds the position as Chief Financial Officer at the same time.

Additionally, Erich Hunziker serves as a Member of the Board of Holcim Ltd. as well as a Member of the Management Committee of "Avenir Suisse".



Theses

Trust as a Success Factor

This session will address the challenge of building trust between a company and its key stakeholders. The interaction with the following stakeholders will be addressed:

- the public/society: corporate sustainability as a key factor to gain long-term respect and trust
- the customers/business partners: in the high-tech healthcare environment medically differentiated products and services fulfilling all demanded standards are key. Managing “good weather”-situations (times of success) is easy, but real trust is built on the basis of how a company addresses critical situations.
- the employees: “stability in motion” is the key driver to activate the potential of the global talent pool. A company has to provide a clear roadmap into the future, minimise the gap between the “declared” and the “actual/perceived” reality within the group and to involve all employees into key leadership and change processes, not only those who see change as an opportunity.
- the investment community: credibility of the senior management team is a key factor of success.
- the partners in innovation/scientific community: innovation in high tech healthcare may come from small start-up companies or universities. In the process of accessing their technology the cultural elements of a global business partner (e.g. respect and fairness) are key.

We will also discuss the challenge of positioning key members of the senior management team in the community and the necessary conditions for a company to learn faster than its competitors.