



P R E S S R E L E A S E

Paris, 3 February 2017

Coface Group: Executive Committee appointments

As part of the implementation of the three-year strategic *Fit-to-Win* plan, aimed at positioning Coface as the most agile global credit insurer on the market, changes are to be made to the Group's Executive Committee, effective from 3 April 2017.

Cécile Paillard, 42, will succeed Antonio Marchitelli as CEO Mediterranean & Africa Region and will be based in Milan.

Cécile joins Coface after more than 17 years spent with the Axa Group. Strategic audit director, and then head of strategic planning for the Group, she became Chief Development Officer for Axa EMEA LATAM, a region covering 29 countries in 2010. In this post, Cécile Paillard directed the entry and consolidation strategies for the Axa Group in several strategic markets (Brazil, Colombia, Algeria...). In 2014, she was promoted to Chief Operating Officer for Axa Seguros Brazil and Axa Corporate Solutions LATAM, tasked with the mission of securing and accelerating the launch of subsidiaries in Brazil and developing large risk activities in Latin America. Cécile Paillard is a graduate of the ISC Paris Business School and holds a Masters in financial engineering from the Lyon School of Management.

Antonio Marchitelli, 48, CEO Mediterranean & Africa Region since 2013, will become CEO of the Western Europe Region. He will be based in the Paris head office.

Antonio, with a dual educational background in electronic engineering and in bank financing & business management, began his career as a business consultant at Accenture. Specialised initially in business process re-engineering, his career evolved in the late 1990s towards strategic functions, working on the transformation of bank-insurance companies. In 2003 he joined the Axa Group, where he occupied various positions in the Mediterranean and Latin American regions, in charge of implementing growth and profitability strategies, mainly in emerging markets.

Cyrille Charbonnel, 52, CEO Western Europe Region and France since 2013, takes charge of a new Group Underwriting department comprising risk underwriting, information, debt collection and commercial underwriting.

The creation of this department underpins the strategic priority of Coface to reinforce its underwriting processes, increase the granularity of its risks analysis, and enhance its underwriting policies.

Xavier Durand, CEO, commented: *"The renewal of Coface's Executive Committee supports the major transformation targeted by our Fit to Win plan. Building on the solid and diversified experience of its members, it will accelerate Coface's transformation in many areas: strategy, innovation, digitisation, tools and processes."*



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New Executive Committee of the Coface Group:

Xavier Durand, Chief Executive Officer

- Valérie Brami, Chief Operating Officer
- Nicolas de Buttet, Deputy Underwriting Director, in charge of Risk Underwriting and Information
- Cyrille Charbonnel, Underwriting Director
- Nicolas Garcia, Commercial Director
- Carole Lytton, General Secretary
- Carine Pichon, Finance and Risk Director
- Thibault Surer, Strategy and Business Development Director

- Bhupesh Gupta, CEO Asia Pacific Region
- Katarzyna Kompowska, CEO Central Europe Region
- Antonio Marchitelli, CEO Western Europe Region
- Fredrik Mürer, CEO North America Region
- Cécile Paillard, CEO Mediterranean & Africa Region
- Bart Pattyn, CEO Latin America Region
- Téva Perreau, CEO Northern Europe Region

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About Coface

The Coface Group, a worldwide leader in credit insurance, offers companies around the globe solutions to protect them against the risk of financial default of their clients, both on the domestic market and for export. In 2015, the Group, supported by its 4,200 staff, posted a consolidated turnover of €1.490 billion. Present directly or indirectly in 100 countries, it secures transactions of 50,000 companies in more than 200 countries. Each quarter, Coface publishes its assessments of country risk for 160 countries, based on its unique knowledge of companies' payment behaviour and on the expertise of its 660 underwriters and credit analysts located close to clients and their debtors.

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Coface SA. is listed on Euronext Paris – Compartment A
ISIN: FR0010667147 / Ticker: COFA

