

London, 22 January 2019

## Coface strengthens the senior management team of its Western Europe region

Coface announces a number of changes to its Western Europe management committee. The Western Europe region, which comprises six mature credit insurance markets, represented 21.6% of the Group's total exposure and 20.7% of its total revenue in 2017.



**Benoît Urbin**, 48, who holds a Master's degree in International Trade from INSEEC School of Business & Economics, becomes Director of Underwriting for Coface France and Western Europe. The creation of the regional Underwriting Department, comprising risk underwriting and commercial underwriting activities, underpins the strategic priority of the Group to reinforce its underwriting processes, increase the granularity of its risks analysis, and enhance its underwriting policies. Previously Commercial Director for France and Western Europe, Benoît joined Coface in 2014 as Director of Global Solutions Western Europe, entity specifically dedicated to the management of large multinational clients. Prior to this, he spent 11 years at American Express, Global Commercial Payments, where he held several management positions.



**Bruno Leray**, 50, who holds a Master's degree in Finance from ESCP Europe Business School, succeeds Benoît Urbin as Commercial Director for France and Western Europe. Bruno joins Coface with extensive experience in financial services, where he has spent most of his career. From 2011, he was Chairman and Chief Executive Officer of DLL France, a subsidiary of Rabobank. Prior to that, Bruno worked for eleven years in many General Electric businesses around the world: first as CFO of GE Fleet Services for the Southern Europe region, then as Managing Director of GE Fleet Services in Spain, before taking over the European healthcare financing business (GE Healthcare Financial Services) for five years.



**Vanessa Regrain**, 42, a graduate in marketing from Marseille-Provence business school, has been Marketing Director for France & Western Europe Region since October 2018. Prior to joining Coface, Vanessa was Head of the Global Listing business' Marketing Department at Euronext. Before that, she spent five years as Marketing Director for the EMEA region of Western Union Business Solutions and held a number of marketing management roles in leading companies such as American Express Corporate Card, Hertz Lease and BASF.



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

Antonio Marchitelli, CEO Western Europe region, commented: “Coface Western Europe has the right senior management team in place to continue to enhance the quality of our client service, a key priority of our Fit to Win strategic plan. Our strategy in Western Europe is bearing fruit since client satisfaction and loyalty have increased significantly. The expertise of Benoît, Bruno and Vanessa in French and international businesses will be a great asset in helping Coface to move forward as a leader in export and domestic trade credit insurance”.

### **New Management Committee of Coface Western Europe as of January 1<sup>st</sup> 2019**

Antonio Marchitelli, regional CEO  
Jean-François Blavier, Finance Director  
Frédérique Costa, Information and Claims Director  
Bruno Leray, Commercial Director  
Rani Rao, Human resources Director  
Vanessa Regrain, Marketing Director  
Benoit Urbin, Underwriting Director  
Frédéric Wissocq, Risk underwriting director

Pierre-Yann Blanchandin, Country Manager Switzerland  
Frédéric Bourgeois, Country Manager UK & Ireland  
Kris Degreef, Country Manager Belgium & Luxemburg

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### **Coface: for trade - Building business together**

70 years of experience and the most finely meshed network have made Coface a reference in credit insurance, risk management and the global economy. With the ambition to become the most agile, global trade credit insurance partner in the industry, Coface's experts work to the beat of the world economy, supporting 50,000 clients in building successful, growing and dynamic businesses. The Group's services and solutions protect and help companies take credit decisions to improve their ability to sell on both their domestic and export markets. In 2017, Coface employed ~4,100 people in 100 countries and registered turnover of €1.4 billion.

[www.coface.com](http://www.coface.com)

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In the **UK and Republic of Ireland** Coface has been a leading provider of [credit management services](#) since 1993 - its objective being to enable businesses to trade securely at home and overseas. Operating from offices in London, Dublin, Watford, Birmingham and Manchester allows Coface to provide a local service.

The company's [credit insurance](#) offer integrates credit assessment, [collection services](#) and cover for unpaid debts. Multinational businesses can protect their worldwide subsidiaries through Coface's international network.

The company also provides access to domestic and international [business information](#) and a collection network at home and overseas. Coface is also a recognised operator in the London [political risk](#) market. [www.cofaceuk.com](http://www.cofaceuk.com) and [www.coface.ie](http://www.coface.ie).