

## PRESS RELEASE

Paris, Wednesday 23 May 2012

### Jean-Michel Riou is appointed Manager of Coface Western Europe and Coface France

Jean-Michel Riou joins Coface as Manager of Coface Western Europe Platform and Coface France and integrates the Executive Committee of the Group.

Aged 48, Jean Michel Riou is a graduate from the Ecole Polytechnique and an engineer from the Ecole Nationale des Ponts et Chaussées. He began his career in 1988 at the Ministry of Finance. In 1993, he became Director of the Marseille Docks in the Marseille Port Authority, where he contributed to the development of cruise activities while reorganising the entity into profit making centres.

In 1998, he joined Alstom T&D as General Manager of the Power Transformer Unit of Saint-Ouen (France) and then General Manager of the « Western Europe Transfos » business unit successively. He was then appointed Special Advisor to the Chairman, in charge of coordinating the sales process and integration of Alstom T&D's activities into Areva. After this sale, he became Vice President, in charge of the sales force, and achieved a reengineering of the commercial processes for all the activities.

In 2006, he was appointed Chairman and Chief Executive Officer for Sonovision, a logistics and document engineering group, which has recently been acquired by the private equity fund LBO France; a position which he held up until today.

Jean-Michel Riou brings to Coface an experience of over 20 years in terms of development and change management. His mission will consist in boosting the development of Coface in Western Europe, strengthening the closeness and the quality of the relationships with customers and continuing to adapt Coface to new economic challenges that it faces.

**Press contact:** Maria Krellenstein / ☎ 33 (0)1 49 02 16 29 / [maria\\_krellenstein@coface.com](mailto:maria_krellenstein@coface.com)

#### 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 2011, the Group posted a consolidated turnover of €1.6 billion. 4,600 staff in 66 countries provide a local service worldwide. Each quarter, Coface publishes its assessments of country risk for 157 countries, based on its unique knowledge of companies' payment behaviour and on the expertise of its 250 underwriters.

In France, Coface manages export public guarantees on behalf of the French state.

Coface is a subsidiary of Natixis whose Core Tier 1 ratio is 10.2% end December 2011.

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