



## PRESS RELEASE

# BNP PARIBAS CARDIF ADJUSTS ORGANIZATION TO ENGAGE NEW CHALLENGES

BNP Paribas Cardif is entering a new phase in its development and preparing for the challenges of tomorrow's insurance sector, with a resolute focus on becoming **the global benchmark in insurance partnership and a leader in personal insurance solutions.**

To begin this new stage, BNP Paribas Cardif announces the appointment of five new members to its Executive Committee:

- ❖ Jacques Faveyrol, Chief Actuary
- ❖ Xavier Guilmineau, Head of Asia
- ❖ Laurence Hontarrède, Head of Client and Marketing Strategy
- ❖ Sophie Joyat, Head of Human Resources
- ❖ Francisco Valenzuela, Head of Latin America

BNP Paribas Cardif has a global presence in 36 countries and generates **over half of its gross written premiums in international markets** (56%). The company recognizes the growing importance of its **international profile**, notably the positive growth opportunities available in **Latin America and Asia.**

Listening to customers and an unyielding focus on the quality and pricing of its services are fundamental values for the company. The **marketing and actuarial** functions have thus been integrated into the Executive Committee.

With the arrival of Sophie Joyat and Laurence Hontarrède, **25% of the members of the Executive Committee are women.** This makes it one of the governance bodies with the highest proportion of women in the insurance industry.

Headed by Eric Lombard, Chairman and Chief Executive Officer, and Pierre de Villeneuve, Deputy Chief Executive Officer, the Executive Committee of BNP Paribas Cardif counts four Chief Operating Officers:

- ❖ Stanislas Chevalet, Chief Operating Officer, Head of Digital & Brokers Channel and Efficiency Technology and Operations (ETO)
- ❖ Renaud Dumora, Chief Operating Officer, Head of Finance and Risks
- ❖ Virginie Korniloff, Chief Operating Officer, France, Head of BNP Paribas Retail Banking channel
- ❖ Jean-Bertrand Laroche, Chief Operating Officer, Head of Partnerships Channel

The other members of the Executive Committee are:

- ❖ Gérard Binet, Managing Director
- ❖ Olivier Cortes, Head of Finance
- ❖ Isabella Fumagalli, Head of Italy
- ❖ Michel Guigal, Senior Advisor to General Management
- ❖ Olivier Héreil, Chief Investment Officer



*Jacques Faveyrol is a graduate of the CEA and ESSEC. He began his career in sales with UAP Vie (1990-1994) before becoming country manager at UAP International (1994-1996). He joined Swiss Re Life & Health as a pricing actuary (1996-2000) and then marketing director France (2000-2005). Jacques Faveyrol joined BNP Paribas Cardif in 2005 as actuarial director for protection. He has been chief actuary of BNP Paribas Cardif since 2009.*

*Xavier Guilmineau is a graduate of AgroParisTech and IAE Lille. He joined BNP Paribas in 1994 as head of the agribusiness market for the Nord-Pas-de-Calais region. In 1998 he became part of the Internal Audit unit of the BNP Paribas Group, carrying out international audits of the Retail Banking, Private Banking and Corporate and Investment Banking businesses.*

*In 2002, Xavier was appointed Vice-President Retail Development of Bank of The West, the BNP Paribas retail bank in the United States. He oversaw deployment of the marketing strategy designed to improve sales performance. He joined BNP Paribas Cardif in 2005, first as head of the Central Europe region before being promoted to head of Asia in 2009. He has responsibility for six markets: China, Japan, South Korea, Taiwan, Thailand and Vietnam.*

*Laurence Hontarrède is a graduate of ESSEC and has an MBA from UCLA. After working in strategy and communications with leading international groups (Grey and Saatchi), she joined Crédit Lyonnais, where she was successively head of external communication, head of a retail branch group, head of marketing and communication and project manager for products and services. She joined BNP Paribas Cardif in 2005 as head of the client strategy and products department (which spans the actuarial and marketing teams). From 2009, she was also worldwide marketing director. Laurence Hontarrède was named head of client and marketing strategy for BNP Paribas Cardif in March of this year.*

*Sophie Joyat is a graduate of ESSEC IHEE (Institut des Hautes Etudes de l'Entreprise). She began her career in 1986 as business account manager at BNP and has spent her entire career with the BNP Paribas Group, mainly with Corporate and Investment Banking. She was sectoral head from 2002-2005 before being named Senior Banking (2005-2010) and then head of credit management and managing director as of 2010. Sophie Joyat has been BNP Paribas Cardif head of human resources since February 2013.*

*Francisco Valenzuela holds a degree in Public Administration from the Universidad de Santiago de Chile. He joined Cardif in 1997 after eight years in the insurance sector, first with Interaméricaine, a subsidiary of AIG, and then with Cigna. From 1997 to 2010, Francisco Valenzuela was head of operations in Chile. In 2010, his responsibilities were extended to all Latin America when he was appointed BNP Paribas Cardif head of Latin America and tasked with leading the company's development in the region's countries: Argentina, Brazil, Chile, Colombia, Peru and Mexico.*

**Photos available on request from the press office.**



### **About BNP Paribas Cardif**

BNP Paribas Cardif ([www.bnpparibascardif.com](http://www.bnpparibascardif.com)) is the Life, Property & Casualty insurance subsidiary of BNP Paribas. It develops savings and protection products and services which are distributed via diverse channels. Present in 36 countries, and with a diversified geographic footprint, BNP Paribas Cardif has strong positions in Europe, Latin America and Asia.

In 2012, it had gross written premiums of 24.3 billion euros and 56% of its gross written premiums are generated outside France. It counts nearly 10,000 employees<sup>1</sup>, 68% of which outside France.

In its commitment in Corporate Social Responsibility, BNP Paribas Cardif develops responsible products and services, supports diversity in the company, puts in place an internal environmental policy and commits itself into the economic and financial education.

BNP Paribas Cardif is marking 40 years of operations in 2013.

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<sup>1</sup> Headcount for legal entities controlled by BNP Paribas Cardif: over 8,000 employees.

