



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

Paris, May 06, 2020

Coface appoints Guilherme Spadinger as Sales Director of France & Western Europe

Within his new role, Guilherme will be responsible for defining, leading, and supervising Coface's commercial strategy for France and the Western Europe region. His mission will be to support business development and growth, and to cultivate Coface's success in these markets.



He will report directly to Antonio Marchitelli, Chief Executive Officer of Coface France & Western Europe.

Guilherme began his career in 1998 with Vallourec, where he held several management positions in France, Brazil, and Germany over a period of 13 years. In 2011, he joined Euler Hermes, where he was in charge of distribution and partnerships within the group's commercial department, before becoming CEO of Euler Hermes SFAC Direct in 2015.

Guilherme, 46, is a graduate of Bocconi University in Milan and the INSEAD Business School in Paris. He is fluent in four languages: English, French, Italian, and Portuguese.

"His expertise in the credit insurance sector and his experience in international markets are assets that will enable Coface France and Western Europe to achieve its ambitions in line with Coface's current cultural and business transformation plan", comments Antonio Marchitelli.

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Coface: for trade

With over 70 years of experience and the most extensive international network, Coface is a leader in trade credit insurance and adjacent specialty services, including Factoring, Debt Collection, Single Risk insurance, Bonding and Information services. Coface's experts work to the beat of the global economy, helping ~50,000 clients build successful, growing, and dynamic businesses across the world. Coface helps companies in their credit decisions. The Group's services and solutions strengthen their ability to sell by protecting them against the risks of non-payment in their domestic and export markets. In 2019, Coface employed ~4,250 people and registered a turnover of €1.5 billion.

www.coface.com

COFACE SA. is listed on Compartment A of Euronext Paris.
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