

Singapore, 7 May 2014

New Appointments of Coface Commercial Team in Asia Pacific Region

Coface, one of the worldwide leaders in credit insurance solutions, is expanding its commercial organisation in Asia Pacific Region to better serve the multinational clients and bank and financial institutions.

Abhay Narkar
Head of Banks, Financial Institutions and Structured Finance, Asia Pacific

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Based in Singapore, Abhay is responsible for leading the relationship and developing business opportunities with Banks and Financial Institutions in Asia Pacific region. He will report to Gordon Cessford, Chief Commercial Officer of Asia Pacific Region.



Abhay was the Regional Commercial Director of Coface Global Solutions in the region before taking this position. Abhay has been with Coface for more than 11 years, managing a portfolio of clients, which includes commodities companies, large & strategic corporations & successfully developing bank relationships.

Eric Malterre
Coface Global Solutions
Vice President, Regional Head of Sales, Asia Pacific

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Based in Singapore, Eric will join as the Head of Sales of Coface Global Solutions in the region. He will focus on developing our large and multinational business for Coface Global Solutions, a tailor-made solution for multi-national companies worldwide with turnovers exceeding 250 million euros. He will report to Gordon Cessford, Chief Commercial Officer of Asia Pacific Region.



Before joining Coface, Eric has worked at Marsh for 11 years in various management roles across the world including Sales, Account Management, Strategic Partnerships and Distribution always with a multinational angle. Prior to this experience he was a Captain in the French Army and so brings organizational and motivational skills with him.



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

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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 2013, the Group posted a consolidated turnover of €1.440 billion. 4,440 staff in 66 countries provide a local service worldwide. 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 350 underwriters located close to clients and their debtors.

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

Coface is a subsidiary of Natixis, corporate, investment management and specialized financial services arm of Groupe BPCE.

www.coface.com