

Press release

Euler Hermes appointments, Americas region: James Daly, head of region; Arjan van de Wall, head of Market Management, Commercial and Distribution

PARIS – 21 MAY 2015 – Euler Hermes today announced the appointment of James Daly as head of region for the Americas, with responsibility for the U.S., Brazil and Canada. Effective July 1, 2015, he will report to Wilfried Verstraete, chairman of the Euler Hermes Board of Management. Based at the regional headquarters in Owings Mills, MD, Daly succeeds Jochen Duemler, who is retiring from the company after a career spanning nearly 35 years in Europe, Asia and the Americas.

“Jochen played a key role in strengthening our U.S. presence and Americas regional strategy,” said Wilfried Verstraete. “He brought deep commercial, marketing and industry experience from the well-established European credit insurance market to one of our key growth target markets. His collaborative leadership in reorganizing operations and resources has created a solid, sustainable organization and delivered commercial performance. James now takes a dynamic team forward to capture new opportunities emerging in Brazil, Canada and the U.S.”

Duemler joined Euler Hermes in Germany in 1981. After 12 years in sales and marketing nationally, he was appointed in 1995 Board member responsible for commercial, marketing and reinsurance at Prisma Kreditversicherung, a Vienna-based Austrian company (the Oesterreichische Kontrollbank has a stake of 51% in the management holding company, while 49% are held by Euler Hermes). In 2002, he returned to Hamburg, Germany and joined the board of management of Euler Hermes Kreditversicherung. His responsibilities included credit insurance, international business and bonding. Since January 2010, Duemler has been responsible for Euler Hermes’ operations in the Americas region.

Daly joined Euler Hermes in 2003 as UK commercial director, having previously served in commercial roles at Hertz Lease, ABN Amro and Ford Motor Credit. In 2010 he was appointed director of Market Management, Commercial and Distribution (MMCD) for Euler Hermes Northern region and in 2012 moved to the Paris headquarters as Group sales and distribution director. In 2014 he transferred to the United States as regional head of MMCD for the Americas. In becoming head of region for the Americas, Daly also becomes president and chief executive officer of the U.S. operations of Euler Hermes North America Insurance Company.

Arjan van de Wall is appointed regional head of MMCD for the Americas, reporting to Daly from July 1, 2015. He was previously regional director for the World Agency organization serving multinational clients in the Americas. Van de Wall began his career with Atradius, where for 11 years he was responsible for marketing and sales in the Netherlands and North America. He joined Euler Hermes in the U.S. in 2005 as senior vice president responsible for Latin America, marketing and strategic broker relationships. In 2010, he became chief executive officer of Euler Hermes Canada, based in Toronto, and in 2012 returned to the U.S. to lead the World Agency regional activity.

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Euler Hermes is the global leader in trade credit insurance and a recognized specialist in the areas of bonding, guarantees and collections. With more than 100 years of experience, the company offers business-to-business (B2B) clients financial services to support cash and trade receivables management. Its proprietary intelligence network tracks and analyzes daily changes in corporate solvency among small, medium and multinational companies active in markets representing 92% of global GDP. Headquartered in Paris, the company is present in over 50 countries with 6,000+ employees. Euler Hermes is a subsidiary of Allianz, listed on Euronext Paris (ELE.PA) and rated AA- by Standard & Poor’s and Dagong Europe. The company posted a consolidated turnover of €2.5 billion in 2014 and insured global business transactions for €860 billion in exposure at the end of 2014. Further information: www.eulerhermes.com, [LinkedIn](#) or Twitter [@eulerhermes](#).

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