



Sèvres, December,1, 2011

CFAO AUTOMOTIVE ANNOUNCES ITS NEW SETUP

Thierry GUILLEMOT, hitherto Managing Director of the CFAO Automotive Division for French-speaking West Africa, will become, as from January,1, 2012, Managing Director of English and Portuguese Sub-Saharan Africa. He will be replacing Jacques Zymelman who is retiring after 38 years working for the Group.

Further to the appointment of Thierry GUILLEMOT, **Marc FERREOL** has taken up, since October, 17, 2011, the position of Managing Director of the French-speaking West Africa Division, with the existing West and Central Africa zones being merged.

Laurent BALAYER has been appointed Deputy Managing Director for French-speaking Sub-Saharan Africa. He has also become a member of the CFAO group executive committee.

Thierry GUILLEMOT joined CFAO in March 2011 as Managing Director of the CFAO Automotive Division for French-speaking West Africa and member of the CFAO group executive committee. He is a graduate of ESSCA and obtained an MBA at the IMD in Lausanne. He kicked off his career at Renault Trucks where he contributed to developing the brand in Africa and Australia. In 1992, he transferred to Renault's automotive division, in charge of Eastern Europe. He then became Sales Director for Opel in France then moved to Mazda, where he was appointed Chairman and CEO for France in 2005.

Marc FERREOL had been working since March, 1, 2009, as Managing Director of the CFAO Automotive Division for French-speaking Central Africa a member of the CFAO group executive committee. A graduate from the Institut National des Sciences Appliquées in Lyon and the Institut d'Administration des Entreprises (IAE) in Montpellier, Marc FERREOL kicked off his CFAO career in 1986 in Yaoundé, Cameroon. After two successive stints as Managing Director, at CICA (Côte d'Ivoire), and CODIAM (Burkina Faso), he became, in 1996, Chairman and Managing Director of CFAO Congo. From August 2000 to June 2005, Marc Ferréol held down the position of Managing Director at SOCADA (Cameroon). From 2005 to 2008, he was General Delegate of CFAO and Chairman and Managing Director of CFAO Motors in DRC.

Laurent BALAYER joined CFAO Automotive as Procurement and Marketing Director for French-speaking West and Central Africa in August 2011. Aged 46, he graduated from IEP and obtained a postgraduate degree from the ISG in Paris. Laurent Balayer started out at Citroën, then moved to Ford France Automobiles as Regional Director for Ford Credit and NISSAN France as Deputy Sales Director. In 2002, he joined Toyota France to develop both the Toyota Entreprise and Toyota occasion departments. He then worked for two years as Sales and Network Director then taking over responsibility for Sales and Marketing at Toyota Financial Services and Lexus Financial Services. In 2011, he joined FGA Capital as Sales and Marketing Director for brands and networks.

About CFAO

CFAO is the foremost specialized retail brand in its main business areas – vehicle and pharmaceuticals distribution – in Africa and the French overseas territories. It is a leading player in these regions in the import and distribution of vehicles and pharmaceutical products, related logistical services, and certain manufacturing operations and technological services. CFAO is present in 34 countries, 31 of which are in Africa and seven in the French overseas territories, and had a headcount of 9,240 at end-2010.

In 2010, CFAO generated consolidated revenue of €2,676 million and recorded recurring operating income of €223.2 million.

CFAO is listed on NYSE Euronext in Paris and is included in the SBF120 and CAC Mid 60 indices. Find CFAO on Bloomberg: CFAO:FP and Reuters: CFAO.PA

To find out more, go to www.cfaogroup.com

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