



Name Guy APOVY
Address AGL, BP8911, Vientiane, Laos
Telephone 00 856 21 21 76 00
Mobile 00 856 20 555 045 00
E-Mail guy.apovy@agl-allianz.com
Marital status Married, 2 children
Date of birth 22nd December 1956
Nationality French

Education and Training :

1999 - 2002 ESSEC Management Education, Paris
1979 - 1980 Paris Tolbiac University, Paris
1976 – 1979 ESLSCA Business School, Paris
1979: Cambridge University

Qualifications:

2005: OPEX Certificate “Level 1”
2002: MBA Degree in Sales & Marketing Management “Grade A” from ESSEC
“Thesis on Insurance Sales Division Strategy towards the market evolutions”
1980: DESS in International Transport
1979: Master’s degree in International Affairs
1979: Certificate of Proficiency in English

Languages :

French: mother tongue
English: written, spoken and read fluently
Lao: intermediate level

Employment:

- **Since June 2006 :** CEO of Allianz General Laos, (AGL) Allianz subsidiary in Laos
- **September 2005- May2006 :** Assistant to Tied Agents National Sales Manager, Knowledge Manager for AGF Group France, Head office Paris.
- **AGF 2003-2005 :** Tied Agents Head of Strategic Marketing Department , Knowledge Manager for AGF Group France, Head office Paris.
- **AGF 2001-2003 :** Tied Agents Planning and Sales Development Manager, Head office, Paris
- **AGF 1998 – 2001 :** Tied Agents Regional Head of Sales, South West Region, Bordeaux
- **AGF 1996-1998 :** Tied Agents Regional Delegate Aquitaine Region , Bordeaux
- **AGF 1994-1996 :** Tied Agents Life Regional Delegate Aquitaine Region , Bordeaux
- **AGF 1992-1994 :** Tied Agents Life Regional Delegate Languedoc Region , Montpellier
- **AGF 1983-1991 :** Brokers & Tied Agents Life Inspector Languedoc Region, Nîmes
- **TMF 1981-1983 :** Commercial Executive in an International Transport Company, Thionville, Marseille.

Social Activities:

Since 2011: President of the European Chamber of Commerce and Industry in Laos (ECCIL)

Co-Chairman of the Asian European Business Forum in Vientiane (Nov 2012)

2010-2011: Vice President of the French Chamber of Commerce in Laos

2007- 2009: President of the French Chamber of Commerce in Laos

Since 2007: Economic and Foreign Trades Advisor to the French Embassy

Tennis: Participant in 2002 and 2010 at the Allianz Olympic Games

Honours:

Chevalier de l'Ordre National du Mérite {2011}