

**Name** Guy APOVY  
**Address** AGL, BP8991, Vientiane, Laos  
**Telephone Office:** + 856 21 21 76 00  
**Mobile:** + 856 20 555 045 00  
**Mobile Thailand:** +66 3149 3172  
**E-Mail:** guy.apovy@agl-allianz.com  
**Marital status** Married, 2 children  
**Date of birth** 22<sup>nd</sup> 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 “with distinction” in Sales & Marketing Management 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

**Sports:** Tennis. Participation to 3 Allianz Olympics Games

## Employment:

- **Since June 2006** : CEO of Allianz General Laos, (AGL) Allianz subsidiary in Laos  
More than 100 Staffs
  
- **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,
  
- **AGF 1998 – 2001** : Tied Agents Regional Head of Sales, South West Region, Bordeaux  
GWP: 550 Millions Euros, 75 Staffs. Sales, Marketing, Network Administration .
  
- **AGF 1996-1998** : Tied Agents Regional Delegate Aquitaine Region , Bordeaux  
GWP: 200 Millions Euros.
  
- **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 Field Manager 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)

**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}

