

## Edouard JANSSEN

Born June 2<sup>nd</sup>, 1978

Belgian

Email : edouard.janssen@solvay.com



### PROFESSIONAL EXPERIENCE

May 2019 until Feb. 28	<b>SOLVAY SA</b> , Corporate Headquarters <b>Vice-President: Strategy assignments and M&amp;A manager</b> <ul style="list-style-type: none"><li>Managing specific M&amp;A projects (on the buy-side or sell-side) for diverse business units or strategic areas for the future of the Group</li><li>Supporting the Strategy team on the development of roadmaps for various GBUs</li></ul>	<b>Brussels, Belgium</b>
Nov. 2014 to April. 2019	<b>GBU Aroma Performance</b> , Solvay USA Inc. <b>Vice-President: General Manager for North and Latin Americas</b> <ul style="list-style-type: none"><li>Initially General Manager for North America and integrated Latin American activities mid-2015. Scope included 150 people, 25 M\$ of EBITDA; 2 factories in the USA; and teams covering Latam, with a core team in Sao Paulo, Brazil</li><li>Profits grew by +5.5%/year. Main achievements have consisted in modernizing the team, implementing a manufacturing excellence program in our US factories (which allowed to deliver record production levels in '15 and '18), and driving growth and steering profitability in our sales which were facing low-cost Asian competitors</li><li>Between '15 and '18, development, production &amp; launch of Rhovanil US Nat, a new product to capture a booming market trend (ie 38% CAGR from '14 to '19). Strong product launch at IFT trade show mid-2018. (Our sales grew by 500% between '18 and '20, while representing 10% of our total American sales, with only still a 15% market share in '20, compared to a 50% market share on our more mature products: hence, significant further room for growth).</li></ul>	<b>Princeton, NJ, USA</b>
2011 to 2014	<b>SOLVIN</b> , JV between Solvay & BASF with 1.3 Bn€ sales and 1500 employees (factories across Europe & Russia) <b>Finance Director, Vice-President</b> <ul style="list-style-type: none"><li>From Jan '13: finance work stream leader in the contemplated merger to create Inovyn.</li><li>Business achievements: mobilized Plant Managers (to max. cash); reinforced planning while creating "Solvin15" (projects reinforcing competitiveness &amp; focusing our investments towards high-margin PVC-E grades).</li><li>Finance Representative to RusVinyl: new plant in Russia, in JV with Sibur. With project finance debt and EBRD equity.</li><li>Functional achievements: halved finance staff; shortened monthly closing (D+6 to D+4), Refinanced 210 M€ of Solvin bank debt, without Solvay guarantee.</li></ul>	<b>Brussels, Belgium</b>
2009-2011	<b>SOLVIN BELGIUM</b> i.e. 2 legal entities with 3 factories (incl. Zandvliet, on BASF's Antwerp site) and 600 M€ in turnover <b>Finance Manager</b> , reporting to Solvin's CFO, with a responsibility on some specific Solvin Capex projects <ul style="list-style-type: none"><li>Close involvement in plants to interact with management</li><li>Head of a team of 8 accountants and operational on controlling</li></ul>	
2005-2008	<b>SOLVAY SA</b> , Corporate Headquarters <b>Deputy Group Treasury &amp; Funding:</b> <ul style="list-style-type: none"><li>Organized selection and negotiated terms with banks to structure the project financing (750 Mio EUR) of a grass-root Joint-Venture in PVC with Sibur, in Russia;</li><li>Mirrored S&amp;P and Moody's methodologies to assess Solvay's credit rating, and ran scenario analyses for M&amp;A deals; Close coordination with lawyers and tax specialists.</li></ul>	<b>Brussels, Belgium</b>
2003-2005	<b>MORGAN STANLEY</b> – IBD and GCM, <b>Analyst</b> <b>Corporate Derivatives Group:</b> Managed clients and deals generating ~2 Mio EUR profit per year: <ul style="list-style-type: none"><li>Initiated relationships with Belgian accounts, generating ~300 k EUR profit in first 6 months;</li><li>Took over dialogs with various French corporates and increased revenues</li></ul> <b>Financial Modeling:</b> (incl. obtained FSA certification - Financial Services Authority). <ul style="list-style-type: none"><li>Trained through rotations in various Inv. Banking teams and from Morgan Stanley's training modules.</li></ul>	<b>London, United Kingdom</b>
<b>EDUCATION</b>		
2008-2009	<b>INSEAD MBA</b> - MBA Class of July 2009 - GMAT : 720	<b>France &amp; Singapore</b>
1999	<b>McGill University</b> - Exchange (~Erasmus)	<b>Canada</b>
1995-2000	<b>Solvay Brussels School:</b> Master of Science in Finance & Management: 3 Years Magna cum Laude; 2 years cum Laude; Prix de Barys for Best Thesis (on weather derivatives; 1500 Euros); Student representative (96-00) and Administrator of Cercle Solvay (98-99) French (Native), English (Fluent), Dutch (ok), Spanish (ok)	
<b>LANGUAGES</b>		
<b>OTHER EXPERIENCE</b>		
2018-Present	<b>INSEAD Hoffmann Institute</b> – Advisory Board member (GIBS – Global Institute for Business and Society)	
2008-Present	<b>Trusted Family</b> (co-founder & chairman; provides secure software to c. 140 family businesses and family offices. Clients located mostly in EU and USA. Around 20 employees. The Solvay family was the first client).	
2001-2002	<b>Trilateral Commission, European Commission, European Investment Bank</b> Interned for 5 months each with 3 public institutions. My role was consultant/research analyst on specific topics.	<b>Paris, Luxemburg, Brussels</b>
2000-2001	<b>Gap Year – Trip around the World</b> (10 months) Learned Spanish – Volunteered for social work in Caracas, Venezuela, and Calcutta, India – Climbed a 6300 m summit in Nepal – Worked with gaucho's in farms in Argentina.	<b>Latin America &amp; India</b>
<b>PERSONAL INTERESTS</b>	Sports (skiing, tennis, cycling, yoga), Books and documentaries, Building a better world (Member of Ashoka SN and Nexus), meditation.	