

## FERNANDO SALAZAR PALMA



### CHAIRMAN AND CEO

Fernando Salazar, State Economist and Trade Expert, is a graduate in Business and Economic Sciences and holds a Master's Degree in Public Administration (Fulbright scholarship at Maxwell School of Public Affairs, Syracuse University, New York). With an extended professional career, he has been Deputy Director General for the Financial Promotion of Internationalisation (Fomento Financiero de la Internacionalización) since 2016.

Before that he has been Chief Advisor to the Spanish Economic and Trade Office at Brasilia from 2012 to 2016, position he arrived at after serving as Executive Vice-president of the Instituto Español de Comercio Exterior (ICEX Spain Trade and Investment) between 2010 and 2011.

Also within the General Government Administration, CESCE's new chairman held different leading positions in the area of trade policy and multilateral financial institutions: he has been Chief Advisor at the Economic and Trade Offices of the Spanish Embassy at Beijing, China (2007-2010), Chief of Staff of the State Secretary of Tourism and Trade at the Spanish Ministry of Industry, Trade and Tourism(2004-2007), Advisor member of the Subdiretorate General for the Financial Promotion of Exports of the Spanish Ministry of Economy (2002-2004), Consultant to the Multilateral Investment Fund (MIF) of the Interamerican Development Bank (IDB) (1998-2001), Assistant Subdirector General of Multilateral Trade Policy (1992-1994) and Territorial Director of Trade of Castile and Leon (1991-1992).

He is very knowledgeable about CESCE's business and operation, having been a member of its Board of Directors on two occasions, first between 2004 and 2007 and second from 2016 to the date of his appointment to the Chairmanship.

**MARTA SILVA DE LAPUERTA**



**GENERAL COUNSEL**

**Responsibilities**

Marta Silva heads CESCE's legal services, is deputy-secretary of the Board of Directors, coordinates and controls adequate regulatory compliance, assists and informs the company's Chairman and CEO.

She manages and optimizes the utilization of CESCE's real estate, administrates the company's general services and manages its purchases.

**Academic Background**

- Degree in Law (CEU-UCM).
- State Lawyer
- Languages: English

**Experience**

Ms. Silva entered the State's Legal Services in 1996. She pursued her professional career in the public as well as in the private sector. In the public sector, she held among others the position of State Attorney at the High Court of Justice of Catalonia, served as Director of Legal Services to the Presidency of the Court of Auditors, as State Attorney at the Ministry of Finance and the Ministry of Economy, and as State Attorney General - Director of the State's Legal Services.

In the private sector, she has been General Counsel of Sacyr Vallehermoso, Secretary of its Board of Directors and General Director of its Legal Services, as well as Secretary of the Real Madrid Board of Directors and its Foundation's Board of Trustees.

She has been a board member of several public corporations and very active teaching in the administration and prestigious academic institutions.

## BEATRIZ REGUERO NAREDO



**CHIEF OPERATING OFFICER STATE ACCOUNT BUSINESS**  
**STATE ACCOUNT BUSINESS UNDERWRITING DIRECTOR**

### **Responsibilities**

As Chief Operating Officer State Account Business, Ms Reguero establishes the global strategy for risk management on behalf of the State coordinating the activities of Operations on behalf of the State and Country Risk Management, both areas under her supervision.

She maintains the communication with the State Risk Commission, body in control of the instrument for the internationalisation of Spanish enterprises.

As State Account Business Underwriting Director, she handles the operations entrusted CESCE by the State and proposes new products, measures to support the internationalisation of Spanish companies, etc., to the competent Spanish authorities.

### **Academic Background**

- Degree in Economic Sciences and Business Administration (Autónoma University Madrid).
- State Economist and Trade Expert.
- Languages: English and French.

### **Experience**

Ms Reguero held positions in the Ministry of Public Works and in the Trade Directorate before she joined CESCE as Deputy Director of the International Relations and Research Department in 1999.

In 2005 she became the head of CESCE's Country Risk and Debt Management Department and in January 2012 was appointed Chief Operating Officer State Account Business; she simultaneously holds the position of State Account Business Underwriting Director.

## LUIS ANTONIO IBÁÑEZ GUZMÁN



### CHIEF OPERATING OFFICER OWN ACCOUNT BUSINESS

#### Responsibilities

As Chief Operating Officer Own Account Business, Mr. Ibáñez establishes the global strategy for business development and coordinates the performance of the areas of Technical Management, Sales Management Spain, France and Portugal and Sales Management Latin America, all of them under his supervision.

#### Academic Background

- Degree in Law (ICADE).
- Degrees in Economics and Business Administration (ICADE).
- Languages: English and French.

#### Experience

He started his career as broker and political risk consultant with Export Control (Gil y Carvajal Group), then took up the position of Accounts Director at Contact Group, S.A., and joined CESCE in 1992 as Medium and Long Term Deputy Director. As from 2000, he has been heading different areas of the Company, most recently the Operations Division (2010). In January 2012, he was appointed Chief Operating Officer Own Account Business.

## ROSA LIS DE MIGUEL



### CHIEF FINANCIAL OFFICER

#### Responsibilities

Ms Lis de Miguel runs and optimises the finance function defining the policies established in the strategic plan, ensuring compliance with current economic-fiscal legislation.

She detects, assesses, appraises and decides, from an economic-financial point of view, the group's strategy in matters of investment in third companies.

She defines, implements and controls the policies governing risk management, collection, invoicing, purchases and suppliers, so as to best manage the company's cash and finance requirements.

She manages the company accounts and prepares the annual report for approval by the Board of Directors and the General Shareholders' Meeting.

#### Academic Background

- Degree in Business Administration (UCM)
- State Inspector and Auditor
- Registered in the Official Registry of Accounting Auditors.
- Languages: English.

#### Experience

Degree in Business Administration and Management, member of the Senior Corps of State Inspectors and Auditors and registered in the Official Registry of Accounting Auditors.

With ample professional experience, she has performed different management, coordination and control functions in the Ministry of Finance and Public Administrations: first in the General Directorate of Financial Coordination with the Autonomous Communities; then in the National Audit Office of the General Intervention Board of the State Administration, auditing entities such as the Spanish Insurance Compensation Consortium, Paradores, the state-owned hotel chain, or the Official Credit Institute –ICO-. In 2012, she joined ICEX as Economic-Financial Director and in May 2017 she became the Chief Financial Officer of CESCE.

## CARLOS DE BENITO ÁLVAREZ



### HUMAN RESOURCES DIRECTOR

#### Responsibilities

Mr. de Benito Álvarez designs and implements human resources policies, procedures and tools to ensure the recruitment, retention, loyalty and engagement of CESCE's employees driving on-going improvement projects, using the company's business strategy as a frame of reference.

#### Academic Background

- Degree in Law (Complutense University of Madrid - UCM).
- Diploma in Labour Relations (UCM).
- MBA from the Instituto de Empresa
- Master of Arts (Francisco de Vitoria University)
- Languages: English and Italian.

#### Experience

Carlos de Benito counts on ample experience in the field of Human Resources in companies such as Gas Natural, DHL or Generali Group España. He has also developed management functions in different universities. So he has been General Director of the Antonio de Nebrija Business School or Director of Graduate Programs in Labour Relations and Human Resources of the Francisco de Vitoria University. Until his incorporation into CESCE in January 2016, he has been Corporate Director for the Development of Human Resources of GES Global Energy Services. In May 2017, he is appointed Director of Human Resources of CESCE.

## MARIANO ARNÁIZ MATEO



### IT AND ORGANISATION DIRECTOR

#### Responsibilities

Mr Arnáiz designs and implements the systems model that best supports development of the company's strategic plan, seeking technological leadership to create the capacity to transform technological potential into products, services and profit.

He defines and optimises the company's processes, its organisational structures, the corporate project office and the quality and environmental management system.

He establishes an innovation management process, fostering the contribution of ideas to consolidate technology as a competitive edge for CESCE, as well as for internal efficiency.

#### Academic Background

- Degree in computer science (University of Western Australia).
- MBA (Instituto Universitario de Postgrado).
- Languages: English, Italian.

#### Experience

He has worked in several IT consultancy firms and, after holding the position of Systems Director at Estrella Seguros, he joined CESCE in 1999 as It and Organisation Director.