

REXEL STRENGTHENS ITS ORGANISATIONAL STRUCTURE IN LINE WITH THE STRATEGIC PRIORITIES OF THE « ENERGY IN MOTION » COMPANY PLAN

To ensure and accelerate the implementation of the « Energy in Motion » company plan, Rexel is reinforcing its Group management structure by creating the following two positions:

- Jérémy de BRABANT will assume the newly-created position of « Senior Vice President Customer Development ». Previously Senior Vice President for the Nordic and Benelux zone, Jérémy de BRABANT will focus on driving organic growth with International Key Accounts (IKA), further expanding the partnerships with global Engineering Procurement Construction (EPC) companies through Rexel's International Projects Group (IPG), and developing new business in key vertical markets, such as Oil & Gas, Mining, and other high potential segments. In addition, Jérémy de BRABANT will take care of commercial best practices sharing and strategic sales development initiatives.
- Gonzalo ERREJON will assume the position of « Director of Marketing & Supplier Relationship Development ». Gonzalo ERREJON was previously Managing Director for ABM Rexel, Rexel's subsidiary in Spain. In his new role, he will be in charge of accelerating the implementation of Group and country initiatives related to high potential business categories such as Energy Efficiency, Renewable Energies (Photovoltaic & Wind), Building and Home Automation. Moreover, he will focus on developing strategic partnerships with key suppliers and drive innovation in purchasing, marketing and category management for profitable growth.

Gonzalo ERREJON and Jérémy de BRABANT will report directly to Pascal MARTIN, Senior Vice President Corporate Strategy, Business Portfolio Management and New Business Development and a member of Rexel's Executive Committee.

While strengthening the leadership team at Group level, Rexel's geographical structure in Europe will be further streamlined for higher operational efficiency and market impact by grouping the countries in three zones instead of four previously. The roles and responsibilities of the three regional heads and members of the Executive Committee are the following:

- Henri-Paul LASCHKAR, Senior Vice President for Northern Europe, and currently in charge of the UK and Ireland, will add The Netherlands, Sweden, Norway and Finland, as well as Russia and the Baltic States to his responsibilities.
- Patrick BERARD, Senior Vice President for Southern Europe, consisting of France, Italy, Spain and Portugal, will add Belgium and Luxembourg to his responsibilities.
- Michel KLEIN will continue as Senior Vice President for Central & Eastern Europe with responsibility for Germany, Switzerland, Austria, Poland, the Czech Republic, Slovakia and Slovenia.

All above mentioned changes will become effective on the 1st January 2013.

Rudy PROVOOST, Chairman of the Management Board and CEO, said: « By aligning Rexel's accountability structure with the company's strategic priorities and reinforcing its organizational capabilities, Rexel is creating the enabling conditions for successfully implementing its' "Energy in Motion" company plan, teaming up with its strategic suppliers and stepping up its support to customers around the globe in order to create more value. »

BIOGRAPHIES

Jérémy de BRABANT

Since joining the Rexel Group in 1993, Jérémy de Brabant has held a number of senior managerial positions, including Country Manager UK, Senior Vice President and CEO of Rexel, Inc. in the USA and currently, Senior Vice President for the Nordic countries and Benelux zone.

Jérémy de Brabant is an Engineer graduated from ENSAM and graduated in "Corporate Strategy" from University of Chicago (Booth).

Gonzalo ERREJON

Gonzalo Errejon has extensive experience in electrical distribution. He started in 1995 as Engineer at Riansa, and then in 1999, he joined Ramos Sierra, another Distributor of Electrical Supplies, as Telecom Product Manager. In 2001, he began his career at ABM Hagemeyer, first as Product Manager, and early 2003 he became the Commercial Director of ABM and then, in 2009, General Manager of ABM Rexel. Gonzalo Errejon is graduated from the Madrid Polytechnique University and holds a Master in Management, Strategy (INSEAD) and Commercial Direction (ESIC).

The ENERGY IN MOTION Company plan

On the 29th May 2012, Rexel unveiled its Energy in Motion company plan.

The plan has three aims:

1. Accelerate organic growth

To boost organic growth, Rexel will focus on three main areas:

- High potential business categories related to energy efficiency,
- International customers and projects,
- Identified vertical markets, in particular Oil & Gas and Mining.

2. Continue to drive consolidation

This strategy will remain focused on three main areas:

- Pursuing market share gains and synergies in key mature markets,
- Increasing its footprint in fast-growing countries,
- Extending its offer of value-added services and presence in key vertical markets.

3. Enhance operational excellence and organizational effectiveness

The company plan also includes a roadmap to enhance excellence in operations and organizational effectiveness, by optimizing the allocation of resources and leveraging competencies across the Group.

Rexel, a global leader in the distribution of sustainable and innovative products and services for automation, technical supply and energy management, addresses three main markets - industrial, commercial and residential. The Group supports customers around the globe, wherever they are, to create value and run their business better. With a network of some 2,200 branches in 37 countries, and over 28,000 employees, Rexel's sales were €12.7 billion in 2011. Its majority shareholders are an investor group led by Clayton, Dubilier & Rice, Eurazeo and BAML Capital Partners.

Rexel is listed on the Eurolist market of Euronext Paris (compartment A, ticker RXL, ISIN code FR0010451203). It is integrated in the following indices: SBF 120, CAC Mid 100, CAC AllTrade, CAC AllShares, FTSE EuroMid, FTSE4Good, STOXX600, STOXX Europe Sustainability and ASPI Eurozone.

For more information, visit Rexel's web site at www.rexel.com

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