

Damien de La Fayette

16/06/76 - French - Married, 3 children born in 2014, 2016 and 2018
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Work Experience

- 2021- **TOTAL MARKETING SERVICES, Paris** - Head of Financial Control department
• Management of the team of financial controllers - Marketing & Services (12 headcounts)
- 2020-2021 **TOTAL SE, Paris** - Integration n project manager within GRP Branch, Power Gas Division
• In charge of the Finance stream for the integration of new entities acquired from *EDP Espana* (Acquisition n of 480 M€): consolidation, accounting, treasury, internal control, insurances...
- 2017-2020 **TOTAL MARKETING SERVICES, Paris** - Mergers & Acquisition project manager
• Within Marketing & Services Strategy division, man agreement of several M&A projects (Africa, asset midstream Europe, Cuba...)
• Project leader for the 83 M\$ acquisition of 25% of *Clean Energy Fuels* (listed on the Nasdaq), leader of natural gas and biogas for transportation in North America; implementation of a 100 M\$ guarantee in order to launch an innovative leasing program
• Management of acquisition projects in EV charging business (USA, UK)
• In charge of the evolutions of the MS valuation tool
- 2012-2017 **TOTAL MARKETING SERVICES, Paris** - financial controller within Finance Department
• For a portfolio of around 40 affiliates/countries of Marketing & Services:
- Analyze impacts and financial risks of the investment projects initiated by these entities, Review and approve the financing of the affiliates (debt/equity, in-house/external bank),
- Assist and advise from a finance perspective about M&A projects in collaboration n with Strategy and Legal Departments. Manage relationships with Financial & Tax advisors
• In charge of IAS36 review (impairment test) regarding the assets of Marketing & Services
• In charge of the coordination of auditors' fees for Marketing & Services
- 2008-2012 **TOTAL SOUTH AFRICA, Johannesburg** - Financial control manager of the affiliate
• Production of long-term plan, budget, monthly results, Board presentations and KPI's for the consolidated company (total assets= 1 0€, 900 Profit Centers, 3 different shareholders)
• Management of all costing and selling prices in SAP
• Implementation of a new module in SAP (PCA) to assess the performance of each activity
• Management of the team of Financial Control and Pricing division (9 headcounts)
• Representing Total l South Africa at the SAPIA forums (*South African Petroleum Industry Association*) in respect to the implementation of Regulatory Accounts with Dept. of Energy
- 2005-2008 **TOTAL FLUIDES, Paris** - Financial controller of the affiliate (total assets = 140 M€)
• In charge of budget, long term plan, reporting and margin analysis by products and customers
• Reconciliation between reporting, accounting results (FI) and CO-PA in SAP
- Implementation of a new tool to allocate the plant costs to all products
- 2001-2004 **TOTAL FRANCE, Paris** - financial controller in the Refining division
• Calculation and analysis of the result for 3 refineries in Europe (France, Italy)
• Ability to work in a fast-paced environment (merger Total/Fina Elf, new IT tool - SAP)
• Management experience (team of 2 people)
- 2000 **WORMS & Cie, Paris** - financial analyst
• Elaboration of financial studies for new investment projects (*Arjo Wiggins, SGS*)

Education

- 1996-2000 **ESSEC Business School** (Ecole Supérieure des Sciences Économiques et Commerciales)
1994-1996 2-year intensive program in preparation of French Business Schools
1994 Baccalaureate C with honors, A-Level equivalent: *Mathematics and Physics*

Miscellaneous

- Languages French (mother tongue); English (fluent); Spanish (good knowledge) Advanced
IT knowledge on Windows Office, SAP, Business Objects