# Press release

Paris, 7 September 2020

# Harvest, the software publisher specialised in asset management and finance, has announced the appointment of Virginie FAUVEL as CEO

#fintech #assetmanagement #frenchtech

**With this appointment, Harvest continues the process of the founders' handover which began at the start of 2019 and continues its transformation to achieve its ambitions.**

**30 years after it was set up, the company is a leading mid-sized company in its market in France, recognised for its expertise, with a strong desire to accelerate its growth and open up to new territories.**

**A fintech in an expertise market**

30 years ago Jean-Michel DUPIOT and Brice PINEAU set up Harvest, a fintech ahead of its time.

Dedicated to asset management and finance, the company develops digital solutions for all players in the asset management advice chain (producers, distributors, intermediaries, end customers). Its motto: to liberate asset management advice. Thanks to the integration of business constraints (regulations, compliance, taxation, etc.), digitisation, and the automation of business processes, its solutions free up energy and help promote high value-added informed advice.

The company has built its success on its dual expertise: technological on the one hand, by integrating innovations that were meaningful or effective in its solutions, and business on the other hand, thanks to its perfect handling of all aspects of asset management (financial savings, taxation, contingency, pension, financing, etc.).

This very specific expertise enables it to develop and consolidate its position with more than 4,000 clients (banks, insurance companies, management companies, asset management advisers, family offices, chartered accountants, tax lawyers, notaries, etc.) thanks to the development of customised solutions as well as a turnkey software suite, the building blocks of which have now been adopted by the entire profession.

*“Of course, our achievements speak for themselves and enable us to develop very long-term relationships with our customers, who are extremely loyal to us, and we thank them for that. What makes us different? We offer our clients the perfect mix of business expertise, the ability to support our solutions - and in our field this is far from anecdotal - and technological innovation. They know that our solutions are durable and reliable." says Brice PINEAU, co-chairman and co-founder.*

**Harvest in figures (2019)**

Creation: 1989

Employees: 290

Turnover: €31.9 M

Number of clients: + 4000

Today the "small" start-up has become a fine mid-sized company, which really sets it apart in its market. With nearly 300 employees, proud of their company that they have labelled a Great Place To Work, Harvest has understood how to stay agile and innovate while increasing its size and structure.

**Appointment of Virginie FAUVEL as CEO**

Virginie FAUVEL, who has been a member of the Euler Hermes Board since January 2018, in charge of the Americas zone and the transformation of the Group, is appointed CEO of Harvest as of 8 September 2020.

This appointment is part of the founders' succession process, which began eighteen months ago with the acquisition of a majority stake in the capital by the Rothschild&Co group's Five Arrows fund, the founders having kept a minority stake.

*“To continue to grow, we needed to go through new stages of consolidation. We have now reached a new milestone that was planned and announced at the end of 2018. We are handing over the management of the company to a new CEO. Jean-Michel and I are very happy to announce the arrival of Virginie. Her experience, expertise and interpersonal skills are everything that the company needs today. We chose ourselves because we have a shared vision, strategy and values.*" says Brice PINEAU, co-chairman and co-founder.

"*Choosing our successor, after a little over 30 years, was a major challenge for us of course. We had put together a profile of our successor, but Virginie surprised us: she turned out to be much better than this profile!*

*She has a remarkable professional background and an equally remarkable personality, universally appreciated by her colleagues, clients and associates.*

*In addition, we are completely in sync in terms of values and in particular the importance of the human dimension within the company.*

*It is therefore with utmost confidence, peace of mind and great enthusiasm that we entrust the fate of the company, our clients and teams to her.*" adds Jean-Michel DUPIOT, co-chairman and co-founder.

*"Joining Harvest was the logical next step after 22 years in the banking and insurance industry involved in the technological transformation of major groups. The values, directors, products and support of Rothschild to accelerate the development in France and abroad of this magnificent fintech won me over. I thank the founders for their trust and I would like to express my complete admiration for building such a great company.*" says Virginie FAUVEL.

**About Virginie FAUVEL**

Aged 46, an Ecole des Mines de Nancy engineering graduate, Virginie began her career in 1997 at Cetelem as Director of CRM and risk analysis and then the France e-business unit in 2004. She joined BNP Paribas in 2009 to manage online banking. Midway through 2013, she launched HelloBank! in Europe. She joined the Executive Committee of Allianz France in July 2013 in charge of Digital and Market Management.

Member of the Conseil National du Numérique (National Digital Council) from 2013 to 2016. Chair of the Digital Commission of the FFA from 2014 to 2018. Board member of Europcar, Quadient and Creadev, vice-chair of Transformers. Board member of Euler Hermes since 15 January 2018 in charge of the Americas zone and the transformation of the Group. Virginie Fauvel is a Chevalier de l’Ordre National du Mérite (knight of the national order of merit).

**About Harvest:**

*For over 30 years, Harvest has devised and designed solutions to free up the energies of asset management professionals: banks, insurance companies, asset management advisors, management companies, family offices, chartered accountants, tax lawyers and notaries. Freeing up time to advise thanks to the digital transformation, integrating compliance, the evolving tax and legal environment to facilitate the assignments of advisers, increasing commercial efficiency by developing local relationships and self-care, by integrating the best of digital…. It is through these challenges that the business expertise and technological mastery of Harvest's 290 talented staff contribute to the success of more than 4,000 client companies. Harvest is proud to be labelled a Great Place to Work.*

*To find out more:* [*www.harvest.fr*](http://www.harvest.fr/)

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