

**Martin Schwab**  
**CFO Selecta Group**  
**Selecta Switzerland**

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**Education profile**

- 2000 - 2001 Rochester-Bern Executive MBA
- 1995 - 1998 HWF preparation course for Swiss certified expert in accounting and controlling exam
- 1990 English language and economics studies at the University of California, Santa Barbara
- 1986 - 1989 General business administration school "Höhere Kaufmännische Gesamtschule HKG" in Berne
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**Professional experience**

- As of 2011 Axpo Holding AG, CFO
- 2005 - 2010 Selecta Group, CFO
- 2004 - 2005 Compass Group (Switzerland), CFO/Deputy Managing Director
- 2002 - 2004 Compass Group PLC, Group Management Reporting Manager
- 1999 - 2002 Selecta AG, Finance Director
- 1995 - 1999 Dr. Siegrist AG, Finance Director
- 1991 - 1993 Micro Computer Informatik AG Project manager ERP-software
- 1986 - 1989 Treuhand Werner Arn AG, Lyss, Accountant/Auditor

**"A prerequisite for an interesting position abroad"**

Back in the days, the CFO of Selecta Group Martin Schwab took on the Finance Director position at Selecta Switzerland shortly after successfully completing the exam as "Swiss certified expert in accounting and controlling". At the time, Martin was coordinating four departments with 45 employees and was responsible for Finance/Controlling, IT and General Administration.



In the beginning of 2000, Martin entered the Rochester-Bern Executive MBA Program in order to equip himself with the right tools for an international career. "With the Swiss certification as expert in accounting and controlling, I added a more specific qualification to the more universal education aquired at the general business administration school. In order to widen my range internationally, I aimed to add an MBA on top. "He knew that an international degree would help him in finding an interesting position abroad."

Just a few months after graduation of the Rochester-Bern Executive MBA Program, Martin moved to London where he joined Compass Group PLC which had taken over Selecta Group in Spring 2001. In London he was responsible for the development of group controlling and was leading various projects among them the introduction of a group-wide financial consolidation software; he also acted as interim Finance Director for North and Central Europe. "The MBA helped me assembling single bits and pieces to a whole. My manner of thinking definitely changed and the three-legged stool out of our Organizational Architecture Course became a faithful companion."

Martin moved back to Switzerland in 2004 and acted as Finance Director and Deputy Managing Director accountable for 2,500 employees and a turnover of Euro 175 million at the Swiss division of Compass Group. In the end of 2005, Martin moved to Zug as CFO of Selecta Group, the European market leader in vending with Euro 750 million of sales. Since joining, Martin has managed the financial aspects of the sale of Selecta Group from Compass to a Private Equity investor and is managing a syndicated loan of Euro 950 million as part of the new financial structure.

After five years as CFO of Selectra Group, Martin decided to take on a new challenge. The Board of Directors of Axpo Holding AG has appointed Martin as the new Chief Financial Officer as of 2011.

## Selecta and Axpo profile

Selecta: During a business trip to U.S. in 1950, Joseph Jeger spotted the very first time food vending machines. With his savings and the blessings of his employer, he bought five pieces of the US manufacturer and placed them on the factory ground. Since the machines were equipped with American norms, he rented a garage in 1957 and hired his first employee who converted them to Swiss standard – that is how the first vending machine with the name “Selecta” came into being. Ever since, Selecta has grown to be Europe’s largest vending services company. Selecta sells food, snacks and beverages to over 6 million consumers a day.

Axpo: The Axpo Group is Switzerland’s leading energy utility. With its subsidiaries Axpo AG (formerly Nordostschweizerische Kraftwerke AG, NOK), Centralschweizerische Kraftwerke AG (CKW) and EGL AG (EGL). Axpo combines strong local roots with an international outlook. Axpo’s aim is to guarantee a reliable supply of electricity produced from environmentally friendly sources at competitive prices. To this end, it is involved in all phases of the value-added chain: electricity generation and transmission, power distribution and trading. The Axpo mix of nuclear power, hydropower and new energies not only makes economic sense, but also is practically carbon-neutral and therefore climate-friendly.

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## Selecta and Axpo facts & figures

- *Selecta: 5,500 employees*  
€750 million turnover, 150,000 vending machines managed out of 250 local offices in 24 countries
- *Axpo: 4,000 employees*  
Axpo provides electricity to around three million people in Switzerland. Registered office in Baden and is wholly owned by the cantons of northeastern Switzerland.



Martin in Venedig: “Selecta offers food and beverage vending solutions in all business segments. From industry to healthcare and education and everything in between.”