



# Banking & Trade Finance Business Council

The Banking & Trade Finance Council (BTFC) within the International Trade Council is a specialized body that centers on the pivotal role of finance in the facilitation and growth of international trade. Recognizing the complexities and challenges intrinsic to transnational financial transactions, the TFC provides a platform to streamline, inform, and innovate the financial mechanisms that underpin global commerce. The council brings together financial institutions, exporters, importers, regulators, and other stakeholders to foster a more robust, transparent, and inclusive trade finance ecosystem.

## LEADERSHIP

### Chairperson:

- Arif Esa, CEO, [Cable Exchange Group](#) | moneyIN Global [\[LinkedIn\]](#)

### Deputy Chairperson:

- Will Banks, CEO, [Shillings Capital](#) [\[LinkedIn\]](#)

### Board Members:

- Wee Chin Chuan, Director, [Mermaid Ventures Pte Ltd](#) [\[LinkedIn\]](#)
- Prof. Rajen Pillay, CEO, [Garuda Capital \(Pty\) Ltd](#) [\[LinkedIn\]](#)

## AREAS OF FOCUS

- » **Financial Instruments:** Delve into the diverse range of trade finance instruments, including Letters of Credit, Bills of Exchange, Export Credit, and Forfaiting, ensuring they meet the evolving needs of global traders.
- » **Risk Mitigation:** Advocate for and promote techniques and instruments to mitigate the various risks inherent in international trade, from currency fluctuations to default risks.
- » **Regulatory Compliance:** Provide guidance and updates on international and regional regulatory frameworks affecting trade finance, ensuring members remain compliant and informed.
- » **Innovative Solutions:** Explore and advocate for cutting-edge financial technologies and solutions, such as blockchain and digital trade finance platforms, to modernize and secure transactions.
- » **Capacity Building:** Organize workshops, seminars, and training sessions to equip businesses with knowledge on the latest trends, challenges, and opportunities in trade finance.
- » **Access to Finance:** Work towards making trade finance more accessible, especially for SMEs and businesses in emerging markets, reducing the global trade finance gap.
- » **Networking and Collaboration:** Serve as a nexus for trade finance professionals to collaborate, share insights, and form strategic partnerships.
- » **Sustainability in Trade Finance:** Promote sustainable and green finance options, encouraging businesses to invest in eco-friendly projects and practices.
- » **Dispute Resolution:** Provide avenues for resolving financial disputes in international trade, ensuring smooth and uninterrupted business relationships.
- » **Market Trends and Analysis:** Offer data-driven insights on global trade finance trends, helping members stay ahead of the curve and make informed decisions.

## ABOUT BUSINESS COUNCILS

A business council, within the framework of the International Trade Council, is an assemblage of volunteer professionals, possessing deep industry knowledge and expertise. They collaborate to shape the Council's research, education, networking, and outreach initiatives, thereby ensuring their relevance to the current global business climate.

These industry experts meet regularly, whether in-person or virtually, to propose and guide the Council's research undertakings. They examine industry trends, scrutinize emerging markets, and explore technological advancements, providing valuable insights that the Council transforms into action-oriented research projects.

The business council acts as an advisory board, contributing to the development of educational resources tailored to the needs of businesses operating in international markets. They bring their firsthand experience to the fore, identifying the critical competencies necessary for success and helping devise educational programs that equip members with those skills.

In addition, the council facilitates networking events and initiatives, creating opportunities for members to connect, collaborate, and forge strategic partnerships. They also play a crucial role in driving the Council's outreach programs, reaching out to potential members, sharing the Council's mission, and amplifying its impact across the global business community.

Moreover, business councils provide a forum for discussion, enabling the exchange of ideas, fostering innovation, and promoting best practices within their respective industries. They also help bridge the gap between industry and government, advocating for business-friendly policies and voicing industry concerns to policymakers.

Lastly, the business councils play a pivotal role in the International Trade Council's mission to support and promote international trade. Through their collective knowledge, experience, and guidance, they contribute to creating an environment where businesses can thrive in the global marketplace.