

## BEST POLITICAL RISK INSURER IN ASIA PACIFIC /ACE



ace global markets

**G**TR Asia editorial board members have voted Ace Global Markets the best political risk insurer in Asia Pacific, marking the third time the firm has won this award.

Political upheaval in Thailand, a new government in Indonesia and increasing tensions between China and Japan over

the disputed Senkaku/Diaoyu islands emphasise the importance of political risk cover for the Asian trade finance community in 2014.

Ace's political risk and credit regional manager for Asia Pacific, Julian Hudson, believes diversity is the key to Ace's success in the region. "Our portfolio is nicely balanced and we continue to diversify our suite of products and strengthen our underwriting capabilities in the region," he tells **GTR**.

"The past year was another record year for our business with the political risk

**"THE PAST YEAR WAS ANOTHER RECORD YEAR FOR OUR BUSINESS."**

Julian Hudson, Ace Global Markets

book continuing to perform exceptionally well. We are better placed than ever to service our brokers and clients in the region and are very much looking forward to the next 12 months," he adds.

## BEST EXPORT CREDIT AGENCY IN ASIA PACIFIC /NEXI



**G**TR Asia's editorial board members have voted Japan's Nippon Export and Investment Insurance (Nexi) as the best ECA in Asia Pacific in 2014.

Nexi's chief representative in Singapore, Sato Tatsuo, says: "Business activities of Japanese companies or their

subsidiaries have become increasingly active in Southeast Asia, while a number of factors affecting country risk persist in these regions."

"The role of ECAs remains large and Nexi spares a large amount of resources for providing insurance coverage in these regions. Demand for financial resources will grow further, and Nexi would like to strengthen support for the business of Japanese companies and their subsidiaries and also contribute to the economic development in these regions," adds Tatsuo.

**"DEMAND FOR FINANCIAL RESOURCES WILL GROW FURTHER, AND NEXI WOULD LIKE TO STRENGTHEN SUPPORT FOR THE BUSINESS OF JAPANESE COMPANIES AND THEIR SUBSIDIARIES."**

Sato Tatsuo, Nexi

## BEST ALTERNATIVE TRADE FINANCIER IN ASIA PACIFIC /FALCON GROUP AND EUROFIN ASIA



**G**TR's award for best alternative finance provider (previously 'best trade finance boutique') has been tied this year, with Falcon Group and Eurofin Asia being awarded joint winners.

Falcon Group has had another record year, exceeding US\$2.3bn in turnover and expanding its global reach, says Andrew Church, Singapore regional head. "This organic growth has been largely in Asia, a key region for the group, with a

new base in Shanghai adding to existing offices in Jakarta and Singapore.

"Many corporates need alternative solutions such as those provided by Falcon to help them diversify funding options and access capital," adds Church. "What makes them want Falcon Group – and therefore what makes Falcon so successful – is the bespoke nature of its solutions. Our ability to tailor such solutions to clients' needs, using in-depth local

knowledge and global reach, sets us apart."

Francois Dotta, head of merchant finance at EuroFin Asia, says: "We're very pleased and honoured to win the **GTR Asia** Leaders in Trade Award. This distinction is a great recognition of our identity and accomplishments over the last 10 years in Asia Pacific.

"Since 2006 we worked with about 100 SMEs/SMIs in the raw material/commodity sector across geographies and financed close to US\$4bn of commodity trade flows through our trade finance funds, including over US\$800mn in 2013."