

The TradeAssets team wishes its members, industry counterparts and all other stakeholders a very happy and healthy 2021

**2021**  
HAPPY NEW YEAR

Since our September update, COVID-19 has continued to disrupt life globally, with the arrival of vaccines giving hope and a sense of impending normalcy; or something resembling ‘normal’. TradeAssets saw more deals and client traction in the last quarter, from banks realizing that the ‘new normal’ is an industry focused on cost efficiency, technology and online solutions. Our team continues to grow with new geographies being represented and the new year bringing a renewed sense of purpose and a strong sense of optimism about the future.

### New partners, new countries

We are pleased to have welcomed in recent weeks, some very important members. We are happy that some of the largest banks in the world are signing up with us because they foresee many aspects of regular business going online. We are also happy that large regional banks are galvanizing themselves into action to embrace trade finance asset origination and distribution through this e-marketplace.



### Digital Origination – A New Concept



Two things have become clear from the pandemic; business travel may never revert to earlier levels and more employees will permanently work from home. Banking relationships and trade deals will then have to shift to online methods, optimizing costs and increasing revenues for all involved.



Large international banks and regional banks with cross-border risk appetite realize that they do not need to book all trade transactions in person or on the phone. Digital origination platforms such as TradeAssets help banks access and close deals online without any incremental effort or cost.

### Did you know

The pandemic caused the global trade finance gap to cross the US\$ 3 trillion mark.



### Deals are moving online

TradeAssets members posted more than half a billion US dollars worth of transactions in the portal last year.

### New Appointments, New Horizons



**Harry Saito**  
Japan



**Amit Koirala**  
Nepal



**Aly Siby**  
UAE



**Manoj Sahu**  
UAE

TradeAssets in industry discussions

**GTR ASIA VIRTUAL 2020**

**GTR US VIRTUAL 2020**

**CCOIC 2020**  
 2020年中国国际商会贸易金融年会  
 CCOIC Trade Finance Annual Survey 2020  
 Latest Development of Global Trade Finance

TradeAssets continued its thought leadership role with Srinath Keshavan speaking about **Tech and digital disruption** at GTR Asia 2020. Srinath also participated at the GTR Africa 2020 panel discussion: **"Innovation in Trade Finance"**. R Madhavan was at the GTR US Virtual event where he opined on **"Assessing key priorities for the progression of digital trade"**. The GTR Nordics 2020 topic was **"Assessing the progression of digital trade and the rapid growth of trade digitization throughout the pandemic"**.

The industry events continued with **China Chamber of International Commerce (CCOIC)** joined by Lakshmanan Sankaran and Vincent O'Brien.

In November, Hani AlMaskati discussed the latest trade topics at the **Saudi Trade Finance Summit**

**GTR AFRICA VIRTUAL 2020**  
 Friday, October 23, 4:00 PM - 4:50 PM

**GTR NORDICS VIRTUAL**

**SAUDI TRADE FINANCE SUMMIT**  
 8th Annual  
 November 16<sup>th</sup> - 17<sup>th</sup>, 2020  
 1:30 - 4:00 PM (KSA Time)

Speaker: Hani Maskati  
 Transaction Banking Consultant

Expanding the product suite

Expanding the range of products that TradeAssets offers its members is a key feature of the versatility of this e-marketplace. Based on market and member feedback, we have doubled the number of instruments available on the portal to over twenty. Another twenty or more products, including Islamic instruments, should be added very shortly.

- **Guarantees**
  1. Advance Payment Bond
  2. Bid Bond
  3. Performance Bond
  4. Other Guarantees
- **Letters of Credit**
  1. Letter of Credit Issuance
  2. Letter of Credit Confirmation
  3. LC Confirmation (Silent Confirmation)
  4. Standby Letter of Credit
- **LC Discounting**
  1. Letter of Credit Discounting
  2. Post Acceptance LC Discounting
  3. LC Confirmation and LC Discounting
  4. Usance Payable at Sight (UPAS)
- **Miscellaneous**
  1. Others (Funded)
  2. Others (Unfunded)
- **Open Account Finance**
  1. Avalised Draft Financing
  2. Post Acceptance Non-LC Discounting
  3. Supplier's Credit
  4. Trade Loan / Financing
  5. Invoice Financing
  6. Import Financing
  7. Export Financing
- **Reimbursement Financing**
  1. Reimbursement Authorization Financing
  2. Irrevocable Reimbursement Undertaking Finance

***"Where the mind is without fear and the head is held high....***

*...Where the world has not been broken up into fragments by narrow domestic walls;  
 Where tireless striving stretches its arms towards perfection;  
 Where the clear stream of reason has not lost its way into the dreary desert sand of dead habit"....from Gitanjali, Rabindranath Tagore, 1912".*

This poem from the book that made Tagore the first Indian recipient of the Nobel prize over a hundred years ago, needs no further interpretation.

In order to thrive and prosper, we must lose our dead habits and discard that paralyzing fear of change; it's our best chance for progress and survival.

