

BEST TRADE FINANCE BOUTIQUE

Winner: *Texel Finance* Highly commended: *Trade Finance Corporation*

Pocket of excellence



Winning this award for the third time in a row is London-headquartered Texel Finance Limited (Texel). In a testing market, it is a testament to the business model, strategy, agility and experience within Texel that the company has continued its pattern of significant growth and achievement in the last year.

Commenting on the award, Andy Lennard director at Texel, states: "We are enormously proud of our achievements this year in winning not only this award but also for our Deal of the Year (Latina Farms). It is a testament to what we are striving for which is innovation, creativity and a brains trust of bright, enthusiastic people who are passionate about what they do. This award is a great reflection of our service to our clients and their loyalty shown to us. With the opening of our new headquarters in London and in Stamford (US) we hope to replicate this success across the pond (Atlantic) and in other geographical areas next year. "

He also notes that part of Texel's strength lies in its range of activities that provide alternative and collaborative solutions to its clients. The company is a leading FSA regulated political and trade credit risk insurance broker in the Lloyds and companies market, which often provides significant benefits to its corporate finance, syndications and recovery businesses.

To further fuel this growth, the company has continued to invest in it's key personnel and the team has now expanded with the arrival of James Gearing from Willis in London and Simon Bessant from JLT, both considered in the market as first class brokers and highly valued by Texel

as enthusiastic and creative individuals with a developing understanding of the full range of Texel's products. Texel has also hired Amanda Smith from Marsh, to work with Carmel Sweeney in the treasury and office management function

Texel is continuing to invest in markets where it sees strong growth opportunities and with this in mind, it is opening an office in the US. William Shaw will be moving from London to Stamford Connecticut to establish Texel Finance Inc as a licensed producer and surplus lines brokerage, as well as trade finance boutique. He will be joined by Malcolm Davies, who brings enormous experience of the business and of the US market. Previously an underwriter for Exporters Insurance Company, Davies also comes from a long career in trade finance with GEC (UK), British Aircraft Corporation, Hill Samuel and Manufacturers Hanover Trust Company.

Ian Henderson, who originated a significant number of corporate finance and insurance transactions from his office in Johannesburg, will be returning later this year to the UK as director of corporate finance worldwide.

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3. **Ecoban**

(2006 winner:Texel Finance)
