



## ITFA New Members

ITFA is pleased to welcome five institutions to its growing family:

In 2021 New York-based investment adviser and wealth management company, [Crescendo Asset Management, LLC](#) (“CAM”) launched a trade finance strategy, which provides invoice discounting, traditional factoring, supply chain finance, specialty finance, embedded finance, and asset-based lending worldwide. Crescendo Asset Management, LLC and its subsidiaries are owned by Geneva, Switzerland-based parent company, Crescendo Capital S.A. (CCSA). CCSA and its other global entities and affiliates (the “Crescendo Group”) manage assets of more than \$3 billion with experience in managing and allocating capital to alternative and private market strategies. The Head of Credit, Alisa Rusanoff will be the main delegate for ITFA matters.

[Macquarie Group Limited \(Macquarie\)](#) is a global financial services group providing clients with asset management, leasing and asset financing, market access, commodity trading, renewables development, specialist advice, access to capital and principal investment. The Structured Lending team at Macquarie is focused on providing clients with trade finance solutions across APAC.

Ms. Alicia de los Santos del Pozo, Director - Structured Lending at Macquarie Group, and Mr. Peter Farthing - Division Director, are the main contacts for ITFA matters.

[PANGEA-RISK](#) is a specialist intelligence advisory that delivers accurate, decision-ready, and commercially relevant forecasts and analysis on political, security, and economic risk in Africa and the Middle East to a wide-ranging spread of client sectors. The company was founded in 2015 as EXX Africa, rebranded as Pangea-Risk in 2020, and has since become a leading risk advisory and consultancy with a broad network of clients ranging from DFIs, banks, traders, corporates, and insurers, to governments, intelligence agencies, and military forces worldwide.

Mr. Robert Besseling, Founder and CEO at PANGEA-RISK is the main delegate for any ITFA matters.

Robert stated that apart from operating a best-in-class subscription platform on country risk intelligence, Pangea-Risk also provides due diligence, consultancy, litigation expertise, and corporate investigations services across all African and Middle East jurisdictions. Pangea-Risk prides itself on providing timely, reliable, and well-informed intelligence that is sourced from an extensive on-the-ground network and rigorously applied to proprietary analytical processes.

[Recovery Advisers](#) specializes in amicable and judicial recoveries, as well as the restructuring of internal commercial receivables. The main contact for ITFA matters is their Associate Director, Mr. Laszlo Varnai.

RA's responsive team of lawyers and finance professionals are situated in key markets, with extensive expertise and know-how of local laws, regulations, customs and business cultures. Their goals are aligned with those of the clients' by working on a success-fee model, sharing the risks and the rewards of successful claims and recoveries management cases.

[Scotiabank](#) is a leading bank in the Americas with over 90,000 employees and assets of over \$1.3 trillion (as at January 31, 2023). We offer a broad range of advice, products and services, including personal and commercial banking, wealth management and private banking, corporate and investment banking, and capital markets to clients across the Americas (North America, Latin America, the Caribbean) and through a strategic presence in Europe and Asia-Pacific.



International Trade  
and Forfaiting Association

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[info@itfa.org](mailto:info@itfa.org)

Mr. Anupinder Singh, Director & Head, Supply Chain Finance at Scotiabank, will be the main delegate for ITFA matters.