



ITFA NEW MEMBERS

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

[Deanna Reitman](#) provides clients with legal, regulatory and business advice on commodities. She has more than 25 years' experience in commodity markets and more than 18 years of senior management experience, with a particular focus on energy, metals, agriculture, carbon and other sustainable commodities. Deanna draws upon her experience as in-house counsel for commodity marketing and trading firms to advise on the structuring of transactions, developing carbon and sustainable asset platforms/exchanges, and providing business-forward regulatory and commercial advice to clients.

For more than 20 years, [Glenn Reitman](#) has been representing U.S. and international lenders and borrowers in structuring, negotiating and documenting finance transactions, with a focus on commercial, real estate, and energy projects and structured financing, including investments and M&A in the commodities, health care, insurance and energy sectors.

Ms. Deanna Reitman will be the main contact for ITFA matters.

[D2 Legal Technology \(D2LT\)](#) is an award-winning legal transformation and data consulting firm, acting as a trusted advisor to institutions on process, data and the use of technology to unlock business value through legal change.

Our work covers areas such as electronic trade documentation, digital assets, AI and digital transformation, legal agreement and opinion data, as well as LegalTech (such as contract lifecycle management) advisory services more generally. We also provide staff augmentation services into legal, risk, operations and compliance teams to help with burst capacity requirements to respond to market events and/or regulatory requirements.

For more, see <https://d2legaltech.com/> or contact D2LT on enquiries@d2legaltech.com

[FGI](#) is a global leader in the commercial finance industry, providing innovative solutions to help clients meet their goals throughout the credit ecosystem, from financing to risk mitigation to data management.

Director, FGI Tech, **Paul Bower** (UK), will be the main contact for ITFA matters.

Mr. Bower stated that through its three principal business units, FGI Finance, FGI Risk, and FGI Tech, FGI provides clients with flexible and customized asset-based lending and credit insurance solutions designed to support international and domestic growth. T.R.U.S.T.[™], FGI Tech's flagship software, is a powerful web-based credit insurance management platform that automates the management and administration of credit insurance policies in real-time. Headquartered in New York City with offices



across the US, Canada, Mexico and the UK, FGI delivers unique and relationship-focused solutions for its clients worldwide.

[Red Sky](#) provides cross-border invoice financing to emerging market exporters.

CEO, **Charles Owen**, will be the main contact for ITFA matters.

Mr. Owen, stated that their core export markets include Colombia, Peru, Morocco and Kenya. The portfolio predominantly consists of agrifoods products and explained that they are often comfortable financing perishable products.

[TradeQraft](#) advises, assists, and fosters a wide range of clients in raising equity and debt funding through tailor-made financial solutions. We provide bespoke commodity trade finance, project finance, vessel finance and asset-based lending besides treasury optimisation solutions in a conscious, agile, and sustainable manner. In addition, our commercial approach focuses on matching trades for our clients and developing business for further growth.

Mr. Orhan Gunes, Founder and Managing Director of TradeQraft, will be the main contact for ITFA matters.

TradeQraft primarily focuses on providing transactional commodity trade finance lending, specifically targeting energy, metals, minerals, and agricultural products. We offer agile and innovative financial solutions.

In addition to our core services, we also provide essential trade finance services such as FX, hedging, money market transactions, as well as corporate and FI deposit services.

TradeQraft is developing a lending platform for its clients as a fintech solution to scale the business in the future.

[VENZO Technologies](#) specializes in providing comprehensive trade finance technology services, leveraging deep domain expertise and extensive experience in the banking and financial sectors.

Mr. Balaji Venkatachalam, Co-Founder of Venzo Technologies, will be the main contact for ITFA matters.

Mr. Balaji stated that they offer a range of services, including process re-engineering, trade finance system implementation, quality assurance, and software development. Their business analysts are certified by leading industry bodies such as LIBF, IIBA, and ITQSB. Their test automation team is proficient in automating tests using Selenium and Playwright, as well as skilled in developing web and mobile applications. Their strength lies in their knowledge of trade finance practices across geographies, making them a trusted partner for banks and financial institutions looking to enhance



their trade finance operations. With a stable and experienced team, they have established a strong offshore capability centre and have been involved in numerous transformation projects globally.

As a German corporation, [Zurich Insurance Europe AG](#) ("Zurich") serves as the primary legal entity for Zurich Insurance Group's non-life insurance business in Europe. Headquartered in Frankfurt, Germany, Zurich conducts non-life insurance operations within Germany and through its eleven regulated branches across the European Economic Area, including in Belgium, Denmark, France, Finland, Ireland, Italy, the Netherlands, Norway, Portugal, Spain, and Sweden.

Mr. Christoph Köhler, who works in the Underwriting Surety International Team of Zurich Insurance Europe AG, Credit Lines Germany, will be the main contact for ITFA matters.

Mr. Köhler stated that Zurich provides a comprehensive range of non-life insurance products and services to a diverse customer base, including individuals, small businesses, commercial enterprises, as well as mid-sized, large, and multinational corporations. Standard & Poor's rates Zurich as AA with a stable outlook. This solid foundation supports Credit Lines activities, where Zurich provides guarantee and surety solutions directly to corporates or through syndicated loans. Banks can also benefit from Zurich's financial stability when utilizing its Capital Relief Solutions for surety, guarantees, or trade finance products.

Interested in joining our growing institution? Please click here » [Membership Benefits \(itfa.org\)](#) for more information or send us an email on info@itfa.org.