



ITFA New Members

ITFA is pleased to welcome the following institutions to its growing family:

AU Group is a brokerage and consultancy firm specialising in credit & political risk management and working capital financing.

The AU Group Structured solutions & Political risks team will be the contact for ITFA matters.

AU Group advises and supports globally businesses in an innovative way to meet their challenges of securing trade receivables, financing their growth and managing trade receivables. AU Group operates throughout the world, in all business sectors and for all types of company.

Every day, our teams develop tailor-made solutions and recommend the best proposals to its clients, negotiate with strong partnerships (insurers, banks and alternative finance providers) and then implement and help to manage the selected solutions.

To know more and to contact us : www.au-group.com

Founded in 1909, BP plc is a British multinational integrated energy company headquartered in London. As one of the world's largest oil and gas "supermajors," BP operates across all areas of the industry, including exploration, production, refining, distribution, and marketing.

BP's Structured Trade Finance Specialists in Supply, Trading & Shipping are **Nazash Bedi** and **Kate Richardson**, who will be the main contacts for ITFA matters.

For more than 100 years, bp has been focused on discovering, developing and producing oil and gas in the nations where we operate. Over time, we expanded this to build out routes to market – refineries, tankers, service stations, and LNG plants, to enhance margin. In the early 1990's, bp started to trade paper contracts on the products we produced – the birth of trading. And in the early 2000's we expanded our product mix, providing power, bioenergy and other products that our customers were demanding. In 2020, bp made some bold strategic changes, accelerating into the energy transition while progressively reducing our hydrocarbon business. We are one of only a few companies globally, at scale, that can provide governments and our customers with an integrated energy offering. This includes hydrocarbons, renewables, bioenergy and lower carbon product offerings - provided through advantaged routes to market.

Convergence is an innovative insurer bridging the gap between lenders and the insurance ecosystem. We source, underwrite, and manage credit exposure via bespoke insurance solutions, utilising our proprietary technology platform. To ensure the most efficient risk distribution, Convergence operates multiple access points for (re)insurance. Our flexible (re)insurance capital platform is designed to maximize line size and minimize counterparty concentration. All led by our syndicate 4242 (AA- rated), crowding in both additional Lloyds syndicates and company market co-insurers.

Underwriting Partner at Convergence, Mr. **Elliot Minton**, will be the main contact for ITFA matters.

Mr. Minton stated that Convergence is strategically positioned to meet the evolving demands of the finance sector's use of the Credit Non-Payment Insurance product. Our pioneering platform enhances efficiency and provides unique insights and greater transparency, enabling us to better facilitate credit insurance distribution. Convergence was founded to address the critical inflexion point where the Credit and Insurance markets meet.



HDI Global SE, is a leading industrial insurance provider and a member of the Talanx Group, one of Europe's largest insurance groups and active in more than 175 countries. Since its foundation in 1903, the HDI company has grown into an international insurance group providing a wide range of products and services for large global organisations through to commercial businesses and individuals. With a strong presence in UK and Ireland, HDI offers comprehensive insurance solutions backed by the group's extensive underwriting capacity and financial strength.

Head of Financial Risk for UK & Ireland, Mr. **Nicholas Robinson** will be the main contact for ITFA matters.

Mr. Robinson explained that within HDI, the Credit and Political Risks (CPRI) team has been underwriting Political Risks since the mid-1990s and expanded into Credit Insurance (covering both public and private obligors) in Q1 2020. The team operates from London, Singapore, and Stockholm, with plans to expand further across the HDI Global network. As active thought leaders in the market, HDI's CPRI team recognizes ITFA as a valuable industry body and looks forward to collaborating to further the value of the CPRI market for clients globally.

Michel Global Advisory LLC specializes in advisory services to companies involved in the supply chain of commodities and in need for solutions in commodity finance, structured trade and working capital optimization.

Founder of Michel Global Advisory LLC, Mr. **Erich Michel**, will be the main contact for ITFA matters.

Mr. Michel explained that their consulting expertise further encompasses building commodity finance businesses, including infrastructure development, risk appetite assessment, talent management, capital raising, risk management, compliance, operational efficiencies, and sustainability initiatives.

QUALCO delivers advanced software solutions that empower businesses to navigate the complexities of the credit and lending landscape while maintaining compliance with industry and regulatory standards. Spanning the entire credit value chain, QUALCO harnesses advanced analytics and digital innovation to optimise operations, elevate customer experience, and equip financial institutions with the agility to scale efficiently and achieve sustainable growth in a digital-first world.

Qualco Marketing Associate, Ms. **Danae Vlassopoulou**, will be the main contact for ITFA matters.

Ms. **Seema Kumar**, serving as the Director of MNS Credit Management Group (P) Limited since 1996, brings a wealth of experience in B2B Debt Collection, Business Information, and Legal & Business Advisory Services. Being, headquartered in New Delhi, having offices across India and associates world over, MNS is nationally and internationally respected credit management company that provides a full range of services to clients around the world.

As a longstanding member of the world's largest and most extensive global network of collection specialists, MNS have a proven track record of successfully helping creditors manage their overdue invoices, credit and receivables, wherever they are located. Having accumulated vast experience over two decades in Debt Collection and Indian Legal system, MNS is proud to be recognized as one of the most professional companies following ethical, fair and internationally accepted debt collection practices in respective vertical in the country



and to be in a position to leverage the best of our staff's and technological know-how and soft skills to ensure appreciable results—continuously.

In addition to the highly experienced multilingual debt management specialists and credit analysts, MNS comprises of a group of seasoned lawyers, management professionals, chartered accountants and other financial specialists. Our entire process of collection is always in a diplomatic manner without spoiling the existing business relation between the creditor and the debtor.

MNS also specializes in producing Business Information Reports on companies /entities operating in India and in more than 170 countries. These reports facilitate to have a quick assessment of a firm's size and creditworthiness based on detailed appraisal of the company's non-financial and financial parameters including financial statements.

MNS services our services are extensively used by World-renowned Insurance companies in India and overseas, Nationalized Banks, Multinational Conglomerates from various industries, Exporters, Importers, other trade organizations, etc. for their India-specific and overseas assignments.

Trademo Technologies Inc is a global trade AI company that provides multiple stakeholders in global trade with unparalleled visibility, compliance, and risk management solutions. Trademo's proprietary global supply chain knowledge graph (TrademoKG) is powered by open-source intelligence from thousands of authoritative data sources and billions of data points. These data points include customs declarations, shipping data, satellite Data, AIS Data, vessels data, web footprints, global tariffs & duties, FTAs, import/export controls, export licenses, key personnel & ownership, company financials, and company legal information.

Founder & CEO for Trademo, Mr. **Shalabh Singhal**, will be the main contact for ITFA matters.

Trademo serves trade finance banks, insurance companies, insurance brokers, importers, exporters, logistics providers, and regulatory bodies. Trademo helps in digitization of trade processes, financial crime prevention, compliance with global trade regulations, global supply chain visibility, multi-tier supply chain mapping and border security solutions.

Zvilo is a UK-headquartered lender lead technology company dedicated to providing working capital and financing solutions to small and medium-sized enterprises (SMEs) and corporates in emerging and frontier markets. With licensed subsidiaries across the Balkans Zvilo now supports businesses across over 37 countries, helping them better manage cash flow, improve overall financial stability, and drive sustainable growth.

Founder and Chairman, Mr. **Admir Imami**, will be the main contact for ITFA matters.

Mr. Imami shared that by leveraging AI led technology and credit-driven insights, Zvilo offers tailored financial products—to include factoring, invoice, and supply chain financing—which enable SMEs and corporates to unlock working capital, optimize operations, scale effectively and seize new opportunities. To date, Zvilo has financed more than €165 million, demonstrating the depth of its commitment to fostering economic development, fuelling innovation, and driving positive change.

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