

Section:	Appointments
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Falcon grows Dubai team

Shan Weerakoon has been appointed business development manager at Falcon Trade Corporation as the trade services specialist seeks to develop new business opportunities throughout the UAE. Based in Dubai, he will report to Nam Sahasra, UAE country head and will drive Falcon's expansion of its client base across the UAE.



He has a strong background in trade finance - joining Falcon from Abu Dhabi Commercial Bank where he was manager of trade finance for two years. Prior to this, he worked in the trade finance team at HSBC, also in Abu Dhabi.

'As a trade finance specialist I'm very glad to have landed at Falcon,' says Shan. 'It is clear that Falcon has strong ambitions in this region, as well as an excellent track record as a specialist trade services provider. It is my experience with large corporates that I am hoping will be of most use to Falcon, as well as my strong knowledge of Abu Dhabi.'

'The appointment of a business development manager in Dubai is an indication of our intentions throughout the UAE,' says Nam Sahasra. 'Shan's strong local expertise and previous exposure to large corporations in Abu Dhabi will help us broaden our opportunities in the region.'

Falcon Trade Corporation, part of Falcon Group, is headquartered in Dubai and sees the Middle East as a major growth region for the company despite recent office openings in the Americas and continued growth in Asia. The company reported a pre-tax profit in excess of \$23m in FY 2010, despite the difficult operating conditions.

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Falcon Trade Corporation is an independent provider of innovative and flexible solutions for cross-border trade. Leaders in emerging markets sale and purchase transactions - the company offers rapidly-executed facilities without country risk limitations or restrictions on product.

Services include structured trade services and logistics assistance for a wide range of customers in diversified industries in numerous markets. Falcon Trade Corporation has a strong presence in the Middle East and Asia and a growing presence in Latin America. Falcon is interested in tradeflows globally. Commodity and raw material producers, manufacturers and processors, traders, end-users, financiers and shipping companies can all benefit from Falcon's speed, flexibility and innovation.

Since 1996, Falcon Trade Corporation has developed a respected track-record in providing flexible customised trade solutions against a range of products and situations. Rather than operating with country or credit limits, Falcon acts as a partner to its clients with respect to their global trade flows - offering a comprehensive service along the entire trade cycle to both importers and exporters. And as an independent company Falcon can be

creative and competitive, as well as deliver rapid approvals for even complex transactions.

Falcon is also able to accommodate an extremely varied product portfolio, with the exception of defence related goods. Falcon has undertaken transactions involving a diverse range of underlying products - including steel, sugar, oil and gas, petrochemicals, cotton, agri products, semi-capital goods, plant and equipment, motor vehicles, automotive parts, and fabrics and textiles.

Falcon Trade Corporation is a well-established and successful organisation with a global presence as part of Falcon Group.

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