

## Nedbank appoints trade and commodity advisor



Tim Hart

Tim Hart has joined Nedbank Capital to advise the bank on its structured trade and commodity finance offering, with specific responsibilities around their UK, European and South African activities. He is based between London and Johannesburg. Hart joins from Lloyds TSB, where he was responsible for creating a structured trade and commodity finance business. His title at Lloyds was global head of origination. Hart explains that despite having spent five years building up a good business, Lloyds became UK-centric following the acquisition of HBOS, and as such his department was effectively closed down. He moved over to Lloyds from Arab Banking Corporation, where he was also responsible for developing a trade and commodities business for the bank. He has also held positions at BNP Paribas and Credit Agricole – always specialising in trade and commodity finance. In his new position, Hart reports directly to Sekete Mokgehle, head, global structured trade and commodity finance in Johannesburg, and to Mark Weston, joint head investment banking and UK country manager in London.

## Falcon expands trade presence in Europe

Falcon Trade Corporation has appointed Chris Sheard as head of UK and European sales as the company seeks to develop new business opportunities in Europe. He

will be based in London and report to Will Nagle, Falcon's CEO.

Sheard has a strong background in trade finance, having worked at Standard Chartered for 10 years, where he was director of commodity finance in London. "Falcon is clearly going places so I am delighted to be part of making that growth happen," says Sheard. "My previous experience in Europe will enable Falcon to make this region a big part of its growth story."

"At Falcon we are determined to match our stellar global growth with similarly exciting growth in Europe," says Nagle. "Sheard's strong and proven trade finance experience and exposure to businesses in Europe make him the right man to exploit the many opportunities in the region." Falcon Trade Corporation, part of Falcon Group, is headquartered in Dubai but views Europe as a major growth region. Whilst Falcon is a leader in facilitating emerging market trade, it plans to grow its European business in order to contribute to achieving its stated goal of reaching US\$5bn turnover within five years. In 2009 it passed the US\$1bn turnover milestone, at the same time, reaching record profits



Chris Sheard

## Norton Rose hires new trade finance partner

Legal practice Norton Rose has hired Nick Grandage to join its banking practice in London as a structured trade and commodity finance partner. Grandage joins from Denton Wilde Sapte, where he was partner and co-head of the



Nick Grandage

banking group.

Grandage has acted for a range of major international banks and borrowers and has wide-ranging banking experience gained in the UK and Asia. Between 1997 and 2002 he spent five years in Singapore and Hong Kong.

Jeremy Edwards, group head of banking at Norton Rose comments: "I believe Grandage was particularly drawn by the international direction of the Norton Rose Group and the quality and ambition of the trade and commodities team. I think the combination of Norton Rose's global reach and its established commodities practice provides an attractive platform from which to further develop business."

Martin McCann, head of infrastructure and commodities, adds: "We are very pleased to welcome Grandage, who is recognised as a leading practitioner in the structured trade and commodity finance field. He will be an important part of our wider strategy especially with regard to the Asia Pacific region, as well as Africa and the other emerging markets. He will significantly strengthen our trade and commodity practice".

Grandage is individually recognised by Legal 500 UK 2009 as first class for trade finance.

## HSBC boosts Greater China trade team

HSBC has made several senior appointments across Greater China and Taiwan. Bruce Alter has been appointed head of trade and supply chain, HSBC China, taking over from Sohfern Boey who