



Press Release

11th February 2019

Tradeteq partners with World of Open Account for “receivables as an investment class” Learning Lab

LONDON -- Tradeteq, the innovative AI-driven trade finance investment platform, has partnered with World of Open Account (WOA) to become Chair Partner of their “receivables as an investment class – funding and capital” Learning Lab.

WOA’s Learning Labs gather members of the WOA community to provide insight and knowledge into four areas of strategic importance to the open account ecosystem: People and Talent; Risk and Regulation; Products and Markets; Innovation and Development.

The “receivables as an investment class” Learning Lab will work to raise awareness of account receivables’ potential as an asset class. The recent application of technology to account receivables has allowed for their development into an investable asset class by bridging the information gap between investors and trading companies. As one of the lowest-risk and easiest-to-manage asset classes, such investments have become increasingly attractive to institutional investors – if they can overcome the information gaps that prevent credit scoring (exactly the service provided by Tradeteq).

“We are pleased to be partnering with WOA on their ‘receivables as an investment class’ Learning Lab,” says Christoph Gugelmann, CEO and co-founder of Tradeteq. “The potential for such assets is immense and, as part of the Learning Lab, we hope to bring attention to this highly-valuable area of trade finance by providing the necessary knowledge to community members.”

Aimed at anyone considering investing in receivables, the Lab will provide a centre for information as well as innovative insight on account receivables: producing highly relevant and timely articles, webinars, presentations, surveys and polls, as well as white papers and case studies, meetings and panel interviews.

“We are thrilled to have Tradeteq on board as a Chair Partner for our Learning Lab on receivables as an asset class,” says Erik Timmermans, co-founder of WOA. “Their expertise in this sector will be invaluable in steering the Lab’s activities and topics of interest, keeping on top of key developments and changes within the industry.”

While WOA facilitates the activities of each Learning Lab, they operate as independent, individual units led by a Chair Partner and members of the WOA Community Expert Groups who steer the direction and content of the Lab. The Learning Labs function at the heart of WOA’s “INSPIRE” activities, the aim of which is to provide community-led centres of knowledge and expertise – allowing members of the industry to make a difference in the areas that matter most for them.



ENDS

About Tradeteq

Tradeteq provides the collaborative network for trade finance investors and originators to connect, interact, and transact. The Tradeteq marketplace delivers AI-powered credit analytics, reporting, investment, and operational solutions – transforming trade finance assets into transparent and scalable investments for the institutional market.

Tradeteq’s investors include GTR Ventures, which invested in the company in March 2018. Since then, Tradeteq has opened an office in Singapore to lead its expansion into Asia Pacific. In June Tradeteq secured an equity injection of US\$6.3mm in seed extension funding, led by “patient venture investment engine” ADV (headed by CIO Mike Dimelow).

The leadership team at Tradeteq includes founder and CEO Christoph Gugelmann, previously of Goldman Sachs, Merrill Lynch, Morgan Stanley and Trafigura and founder and CFO Nils Behling formerly of Weil Gotshal, Merrill Lynch and Trafigura. Both have strong “buyside” backgrounds allowing Tradeteq to shape its offering to suit the institutional investor market that, while having the appetite for trade finance assets, struggled with credit scoring.

www.tradeteq.com

About World of Open Account

WOA – World of Open Account is a new digital platform that facilitates cooperation, learning and innovation in the global ecosystem of receivables finance and related Open Account activities. WOA’s mission is to improve business skills and create new business opportunities for all community members and to increase the understanding and adoption of receivables finance.

WOA is a project initiated by Erik Timmermans and is supported by high profile strategic advisors and founding members from the receivables finance industry. Erik was Secretary General of IFG (International Factors Group) from 2005 till 2015 and Deputy Secretary General of FCI from 2016 till 2017. He played a key role in the merger between IFG and FCI on 31/12/15. In March 2018 he received both the Life Time Achievement Award at the BCR RFlx conference and the Leadership in Receivables Finance Award at the Business Money Awards Dinner.

<https://woa.community/>