

# The Team

## Federica Sambiasi

### CHIEF EXECUTIVE OFFICER & CIO

Federica Sambiasi is a senior Banking & Finance professional with 20+ years experience in originating, advising and structuring corporate finance solutions for global clients, ranging from long-term plain vanilla bi-lateral/syndicated financing, leveraged financing, to short-term trade and transactional solutions. Before WCA, Federica was in Citigroup for nearly 10 years, with her most recent role as Regional Cluster Head for Trade Finance and Services, where she was responsible for the entire Citigroup suite of trade services and solutions for a wide variety of clients, ranging from global multinationals to commodity traders. Before Citigroup, Federica worked for global FIs such as ING and Mellon, in corporate financing advisory and principal roles, after starting her career as a corporate and capital markets lawyer with Baker & McKenzie and AllenOvery. Federica is an Italian/French citizen and fluent in Italian, French and English. She graduated with an LLB in Law at the University of Rome "La Sapienza", and holds post-graduates in International Law and in International Trade Law. While at Citigroup, Federica attended the invitation-only "Women Leadership Development Program" at UCLA UCLA Anderson School of Management., was awarded "Citizen of the Year" and "Diversity Star of the Year". Federica is a Trustee at Care International (UK).

## Andrew Darling

### STRUCTURING AND OPERATIONS HEAD

Andrew Darling is a veteran Trade Finance specialist with over 40 years experience of providing funding to Corporates across a broad spectrum of products including Banking, Receivables Finance, Trade Finance, Asset Finance, Stock Finance and cash flow loans.

Andrew worked for RBS, Natwest, Lloyds and latterly Bibby in a number of senior roles spanning Operations, Credit and Sales, and has experience of providing funding packages for start up businesses through to large Corporates.

In the course of his career, Andrew have also led teams researching new product development and have lectured on fraud and recovery strategies.

Andrew holds a degree in Management Studies from Edinburgh Napier University, as much as post-graduates ABFD Diploma, ABFD Certificate in Factoring and FHA Certificate in Balance Sheet Appraisal.

## Jorge Luis Cerna

### LATAM – ORIGATION AND RELATIONSHIP MANAGEMENT – PERU

Jorge Cerna is an investment banking & finance professional with 10+ years experience in origination, structuring and relationship management of local and regional clients in Latin America. He has structured transactions for around US\$ 250m and managed portfolios across a broad spectrum of sectors such as Agriculture, Renewable Energy, Manufacturing, Transport, Services, Textile, Mining, Fishery and Financial Institutions.

Jorge worked for Lima Chamber of Commerce, DP World, Interbank and responsAbility Investments AG and has experience and network on external trade as well as the local an international financial sector.

For almost one year, Jorge has also led ad interim the Latam Regional Team for Agriculture Debt at responsAbility as well as the CRM and Business Intelligence Project for the company.

Jorge holds a degree in Economics Studies from Pacifico Business School in Peru, received a Master in Finance Degree at Esan Graduated School of Business as much as exchange studies at London School of Economics.

## Gathuo Njoroge

### SS AFRICA – ORIGATION AND RELATIONSHIP MANAGEMENT – KENYA

Gathuo Njoroge is a finance and technology expert with over 10 years experience in product development, research, origination and operations of SME and corporates finance solutions across East African and US markets. Gathuo was in the founding team of Umati Capital, a technology based trade finance start-up that served over 100,000 SME clients across agriculture, retail, hospitality, media and insurance industry verticals. Umati Capital was awarded the Citi Mobile Innovation award, The MIT Zambezi Prize and the Frost and Sullivan Customer Value Leadership Award. Prior to Umati Capital, Gathuo worked as an analyst in the US at GL Capital, LLC on the product development, research and analytics desk. Gathuo is a Kenyan citizen fluent in English and Swahili, having graduated with a Bachelor of Science (Actuarial Science) degree from Jomo Kenyatta University of Science and Technology (JKUAT). Gathuo is an Associate Member of Chartered Institute of Arbitrators (CArb - Kenya). Gathuo has written on the area of financial innovation and has supported numerous acceleration/incubation programs in East Africa- Gathuo sits on the boards of various start-ups, schools, and social enterprises in Kenya.

## Alison Durrant

### BUSINESS DEVELOPMENT – NEW CLIENTS

Alison is a highly skilled Business Development professional specializing in growth and business expansion, with in excess of 20 years' experience within several industries, both inside and outside Europe.

Over the course of her career, Alison has been involved in product testing, training, management and development of new business opportunities, with companies such as BD – one of the largest global medical technology companies in the world – and Philips. Working to strengthen a company's market position and to maximize business performance.

Alison has promoted a unique product range within Europe, Americas and Africa. She has developed relationships with stakeholder, Finance Directors, CEO, governance and health and safety possessing a confidence to network at all levels. Achieving the award for overall Top European consultant for growth, Salesperson of the year 3 years running 'Club member', global business consultant 'Winners circle'.

Alison holds a Degree from The Manchester Metropolitan University.

# The Non-Exec Team

## Alain Nsiona Defise

### NON-EXECUTIVE BOARD MEMBER

Alain is a senior finance professional, specialised in asset management with 20+ years' experience in management roles in top firms.

Alain is currently Head of Emerging Markets Corporates at Pictet Asset Management and in his capacity he is responsible for over 3 billion USD AUM of Corporate Debt across Africa, Asia and Latam.

Before joining Pictet in 2012, Alain was with JP Morgan Asset Management, where he was in charge of over 2 billion USD AUM of Global Emerging Markets Corporate Debt.

Prior to that, Alain was with Fortis for nearly ten years, where he started as a senior credit analyst focusing on the high yield market. He later moved to Emerging Markets Fixed Income as a senior portfolio manager building the emerging corporate business.

Alain holds a Master's in Business Engineering from Solvay Business School, Brussels and a Diploma in Financial Analysis from the European Federation of Financial Analysts Societies (EFFAS).

## Gaëlle Bonnieux

### NON-EXECUTIVE BOARD MEMBER

Gaëlle is a highly regarded development finance and agri debt specialist, with 15+ years of experience in the industry.

As Head of Agriculture Debt Investments at responsAbility, Gaëlle was responsible of managing assets up to USD 250 million invested in more than 100 agricultural companies active in more than 50 countries and crops.

Before that, Gaëlle worked as an investment officer in charge of microfinance and agriculture investments in Latin America, Asia and Africa at responsAbility and for an investment advisor specialised in development finance.

Prior to that, she worked as a consultant in Mexico, Senegal, and Argentina for an international microfinance holding company and for a program on access to finance or Max Havelaar France.

She holds a master's degree in Business and Administration from ESSCA and an executive master's degree in Finance from ESSEC Business School in France.

## Guido Boysen

### NON-EXECUTIVE BOARD MEMBER

Guido is a senior and well-respected financier, with over 20 years of experience in the financial services and consultancy industry, with particular focus on sustainability and development finance – Guido brings a wealth of industry, countries and products expertise.

Until recently, Guido was the CEO of Grofin – a pioneering private development finance institution specializing in the finance and support of small and growing businesses, with committed funding of c. USD500mill.

Before Grofin, that he joined in 2007 as Regional Manager East Africa, Guido worked at global consulting major Accenture and Dutch development bank FMO. He also served at various boards of private equity funds and local banks and holds a Master of Arts in International Finance & Entrepreneurship from Columbia University as well as a Master of Business and Finance from the University of Economics Groningen.

## Soheill Sarkoob

### SENIOR ADVISER

Soheill Sarkoob is an experienced Trade Finance specialist with 20+ years' experience in a wide variety of trade finance solutions across export, import and stock finance.

Soheill is currently a co-founder of independent Trade Finance Boutique Berclays Trade Finance.

He was a co-founder in 2008 of Sterling Trade Finance Group – a specialist provider of working capital to the UK's SME market, in the form of trade finance and debtor finance.

Soheill ran Sterling as a Managing Director until 2016, being involved in all aspects of the worldwide supply chain financing to UK manufacturers, exporters, importers, wholesalers and distributors across 5 core product lines.

Soheill then went on to successfully engineer the sale of Sterling in 2016 to Scottish Pacific Group where he continue working until July 2018. Prior to Sterling, Soheill was with Alliance Trade Finance Ltd from 2000, as Operation Director, and in Versailles Trade Finance from 1995. Soheill is a British citizen, and fluent in English and Persian. He holds a BSc in Mechanical Engineering from Queen Mary College, London.