

Local Markets

XIX International is bringing corporate trade consulting to Asia and Africa

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#FeaturebyXIX International



Paulius Stankevicius and Swapnadip Foy, Partners at XIX International

Dubai based trade management consulting firm, XIX International, is looking to establish prominent presence in Asia and Africa, and establish stronger relationships with local business partners. XIX International targets to connect to more manufacturers based in Asia Pacific and help them to manage trade deals with international clients from the US, Europe and Africa.

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XIX International already provides trade consulting services to the Middle East trading companies with unique proposition of helping trading firms to get clarity on exact client requirement while at the same time helping clients to get the exact clarity on trade execution and deal management.

Local manufacturers and producers not necessarily have the knowledge and expertise to deal with complicated trade deals especially with credit based transactions. Also manufacturers usually tend to avoid dealing with logistics, while clients have expectations of direct delivery. That is where the XIX International comes in with the expertise to provide guidance to suppliers and to buyers on how to execute the deal successfully.

Most of the world's export and import is happening in Asia, and that is why XIX International is targeting Asia as that is the main target client based location. Countries like China, Indonesia, Vietnam and other Asia Pacific countries are biggest exporters and importers at the same time. Trade, in fact, is the biggest moving business in the world that powers global economy.

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Africa has been on the spotlight for many years as another massive trade center but over the years the region has been still difficult to enter and manage. However, more and more corporations are entering Africa, and the continent is advancing and developing step by step. XIX International sees a potential in Africa, especially in managing Africa's trade deals between international producers that supply agricultural goods to Africa.

While United States does have own production and manufacturing houses, the pricing in the US is not competitive enough to export to global markets. The United States represents more of a buyer side than actual sellers, though, XIX International is in talks with US based petroleum companies for oil and gas related trade business and export to international markets.

XIX International analyzed that Africa has a lot of potential in global trade market but there are obstacles with international trade standard of financing and payments. Since African banks lack global financial system recognition, credit based payments are difficult to execute. African companies tend to go to European lenders and financiers to provide trade contract financing for their commodity deals, however financing trade contracts for African imports is still risky. XIX International is still analyzing African region, the firm is open for partnerships with importers and exporters but deep dive on due diligence and credibility check can make business slow in Africa.

According to XIX International, Africa lacks a little bit of corporate standard, however as an emerging market, this brings new opportunities for global businesses to enter Africa and provide professional services with an idea to increase Africa's competence. XIX International believes that in years to come, the firm will be doing more business with African countries and potentially linking the African buyers with Asian and South American suppliers.

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