



Jean-François Khan
Senior Advisor, Paris

Jean-François has over 20 years' experience in international banking, working on structured trade transactions throughout the world with recently a more specific focus on the CIS countries and EMEA. He has a thorough knowledge of international trade and export finance markets.

He has structured deals for some of the world's major commodity houses and has significant experience in financing complex trade finance packages in Eastern Europe where lateral thinking is a pre-requisite.

Jean-François has extensive exposure to the international trade world, having started as a broker at the Paris Commodity Exchange working on the sugar and coffee markets. In 2010, while working for VTB Bank, he won the "Deal of the Year" award from both Global Trade Review and Trade Finance Magazine for a €40M 3-year structured pre-export finance facility.

Jean-François is the founder and current managing director of Fi-Nest EURL, a structured commodities finance boutique based in Paris. Following a strategic alliance entered into with European Risk Capital, he is currently responsible for the structuring and distribution activities of ERC's Structured Trade & Commodities Finance Group.

Jean-François also directs training courses on Commodity Fraud & Risk with the Global Training Group, and International Trade with the International Finance Corporation, part of the World Bank.