

Press Release

For Business Editors
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Steven Marshall joins Crown Agents Bank to lead payments and cash management department

Senior hire forms part of the bank's drive to help connect companies with emerging markets, and provide international banking services to those institutions affected by global bank retrenchment.

London, November 2016: **Crown Agents Bank**, a leading wholesale bank for emerging markets, has made **Steven Marshall Head of Payments and Cash Management**. The senior appointment will serve to build the bank's network of partner institutions in its core markets – in Africa, the Caribbean and South East Asia – and strengthen relationships with OECD-based clients looking to tap those markets. Marshall will also focus on shaping the strong internal systems capabilities that underpin international payments and cash management.

Marshall brings 15 years of treasury and transaction banking experience, joining from the UN's Migration Agency, the International Organization for Migration (IOM), where he served as Treasury Consultant. Prior to that, he held senior positions in the transaction banking department of Standard Chartered, most notably as Global Head, Public Sector and Development Organisations.

"It's exciting to be involved in building a transaction bank distinct from what the rest of the banking market has to offer," says Marshall. "There is a certain split today between international and local banks, and this can present substantial challenges to treasurers. Crown Agents Bank has the opportunity to be the 'bridge' between the two."

He adds: "I'm also especially keen to see the bank help connect development-sector and corporate clients in OECD countries with emerging and frontier markets. This will rely on providing cutting-edge technology, geographic reach across countries, partnerships with local banks on the ground, and greater transparency on risk in those markets. Working across such a large network of diverse regions, we must remain focused on the significant amount of detail – on risk and opportunities – required in each and every country in order to best serve our clients."

Richard Jones, Crown Agent Bank's CEO, says: "The payments and cash management landscape is evolving rapidly, with new trade, capital and investment corridors boosting cross-border

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payment volumes but with some smaller markets suffering retrenchment. New client expectations are driving the need for enabling technology to heighten speed and transparency from all providers.

Our local knowledge and unparalleled focus on our core markets is the foundation for helping our clients navigate these changes. Steven’s addition to the leadership team further adds to our transaction product expertise. At a time of significant market dislocation, Steven will play a huge role in ensuring we provide sustainable, practical solutions to our wholesale client base.”

Crown Agents Bank provides payments and cash management in all major and exotic currencies – ensuring payments are delivered reliably and on time, even in countries with non-standard processing, while minimising management and transaction costs.

About Crown Agents Bank:

[Crown Agents Bank](#) is a leading wholesale bank for emerging markets. As a global transaction bank, it offers the full suite of trade and correspondent banking solutions and investment management services to financial institutions, governments, NGOs, and corporate and commercial enterprises. It has over 180 years of experience, providing practical and consistent solutions across markets in both emerging and developed countries. Crown Agents Bank is committed to expanding its range of services and the geographies in which it operates.

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