



GKB Ventures LTD

Announcement: 23rd May 2017

GKB Ventures appoints ex-Fieldstone head

Ed Harkins has joined GKB Ventures as a Managing Director

Ed Harkins announces that he left Fieldstone after almost 3 years of service, as Head Export Credit Financing. London-based Harkins starts his role at GKB Ventures this week and will continue to focus on the ECA market.

Harkins adds: “GKB Ventures is a specialist export finance advisory firm with global reach and has a very successful market presence in the emerging markets – particularly in Africa”. “It makes huge sense to join what is an already successful platform. It will be great to be working with Gabby again. It’s like being part of the team again. We punched above our weight before and I can see this continuing going forward particularly as mainstream banks continue their retreat from the sector. There is more and more demand from buyers and suppliers in these markets looking for a trusted and independent advisor to raise affordable financing for their project. GKB Ventures is already operating very successfully in this space.”

Harkins will be joining founder and Managing Director Gabriel Buck at GKB Ventures. Buck said “I’m really excited to have Ed on board. We previously worked together for some 10 years. It was a powerful combination having delivered many billions of US dollars of ECA funding as Advisor and Distributor to the market. The ECA business is about having a clear, focused strategy and the right people. People with the proven skills to deliver bespoke solutions to both exporters and buyers. Ed joining will be a real asset to the Firm. It’s going to be exciting times”.

Notes to editors:

GKB Ventures Ltd is an independent business consultancy helping clients secure cross border transactions and access international finance in a timely manner. In excess of US\$1bn under mandate across a number of sectors with a particular specialisation in the African markets. In 2017 Global Trade Review awarded one of its African transactions “GTR Best Deals 2016”.

Delivering knowledge and access to government supported schemes, including Export Credit Agency financing, creating bespoke solutions which are scalable for the long term. Advising at both a strategic level and on a transactional basis with full transparency and skills transfer to the client.

Gabriel Buck: has over 35 years international banking experience and was previously the Global Head of Barclays Capital, Capex Financing Solutions team. For the last 6 years he served as Chair of the British Bankers’ Association Export Finance and Trade Committee. He was a Commissioner on the UK “Cole Review”, set up to assist UK Government to define future strategy for UK Exports, and more recently became the Lead Judge for the UK National Export Excellence Awards. He is a regular public speaker on international trade and ECA finance. He is also a Trustee to the National Youth Agency, a Charity appointed by UK Government responsible for youth work and occupational standards.

Ed Harkins: has 18 years’ experience of working in structured export finance. He started his career as a solicitor at Simmons & Simmons specialising in cross border transactions and then moved to Barclays Capital where he was head of emerging markets on the Capex Financing Solutions team. Focusing on Africa he led numerous transactions advising exporters helping to secure large transformational contracts. Most notable was the NMS Infrastructure Ghana Hospital transaction which won many awards including GTR and the FT’s, Banker Magazine, “Deal of the Year”.

After leaving Barclays, and before joining Fieldstone, he advised UKEF on their Direct Lending programme. He is also chair of the Financial Services Committee for the Business Council for Africa and a judge for the UK National Excellence awards.

Further information available from:

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