



# M. AMENDRA HAUSER

LEADING GLOBAL EFFORTS IN EXPORT ACCOUNTS RECEIVABLE MANAGEMENT AND TRADE DISPUTE RESOLUTION SERVICES FOR INDIAN EXPORTERS SINCE 2003

■ Kaushal Kumar | The CEO Magazine

International trade is complex, and the movement of goods across borders remains just one part of the equation. An equally critical and often uncertain challenge remains the assurance of payment after a successful trade. For Indian exporters, especially those operating across jurisdictions with varying legal frameworks and financial systems, recovering dues can become a prolonged and costly battle. Within this high-stakes environment, Mr. M. Amendra Hauser has built a specialised global practice designed to safeguard the financial interests of those trading on the world stage.

As the CEO & Chairman of M.A.H. INTERNATIONAL CORPORATION, Mr. Hauser operates at the critical junction of international law, trade, and strategic negotiation. Established in 2003 and headquartered in Stans, Switzerland, the organisation has built an expansive network of partner law offices and agents across 181 countries. By prioritising cross-border export debt recovery and trade dispute resolution, Mr. Hauser provides a focused alternative to conventional legal routes, ensuring that Indian enterprises can recover their dues with precision and authority.

## THE MAKING OF A CROSS-BORDER SPECIALIST

Mr. Hauser's journey into this niche sector was shaped by a strong academic foundation in international business. Having completed his Executive Management studies at the University of St. Gallen in Switzerland, with a focus on international marketing, sales, global communication & negotiation and trade law, he developed a clear understanding of global commerce. His international education and cross-cultural experience further strengthened his ability to navigate and manage the complexities of a global business environment.

What distinguishes his path, however, is a defined sense of purpose. Early on, he recognised that many Indian exporters lacked the resources, networks, and legal clarity required to recover payments across



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CEO & Chairman - M.A.H. International Corporation

borders. M.A.H. International Corporation was built in response to this gap, combining international expertise with a focused commitment to supporting Indian exporters.

## M.A.H. INTERNATIONAL CORPORATION

At a time when export debt recovery remained a relatively underdeveloped and fragmented space, M.A.H. International Corporation emerged as one of the early specialists catering to Indian businesses. Over the past two decades, the organisation has built a strong presence across clients of all sizes, including small and medium enterprises, large corporations, and government-backed institutions.

With a clear and exclusive focus on Indian exporters, the organisation offers specialised services in global export debt recovery and trade dispute resolution. Its team of globally experienced negotiation and dispute-resolution professionals operate across jurisdictions, handling both disputed and undisputed cases.

Having assisted several thousands of Indian exporters in recovering their payments worth several million USD, the organisation continues to strengthen its position as a trusted partner in managing cross-border receivables.

## NEGOTIATION OVER LITIGATION

A defining aspect of M.A.H. International Corporation's approach is its focus on resolving disputes outside the courtroom through high level negotiation and mediation. Operating on a success-based, no-win, no-fee structure, the organisation aligns its interests directly with those of its clients. This model not only reduces financial risk for exporters but also reflects a high level of confidence in the firm's capabilities.

Over the years, M.A.H. has successfully handled numerous high-value and complex cases. Among its notable achievements is the resolution of a USD 2.4 million dispute for Jindal Steel Corporation, which was settled amicably through out-of-court mediation. In several instances, particularly in regions facing foreign currency shortages or regulatory restrictions, the organisation has managed to recover substantial amounts within weeks from cases that had remained unresolved for years.

## A BALANCED LEADERSHIP APPROACH

At the core of Mr. Hauser's leadership philosophy is a commitment to continuous learning and a balanced perspective that integrates both global and local thinking. In an interconnected world, he emphasises the importance of staying informed, adaptable, and closely aligned with client needs. As he puts it,

*"In today's world, it's essential to continuously expand your knowledge while thinking both locally and globally with a never-give-up mind."*

Equally central to his approach is the belief that business success should extend beyond profit. By focusing on supporting small and medium-sized exporters, often the most vulnerable in international trade, the organisation contributes to strengthening the broader export ecosystem. This combination of global perspective and client-centric execution continues to guide the way M.A.H. engages, negotiates, and delivers results.

## STRENGTHENING INDUSTRY ALLIANCES

Over the past two decades, M.A.H. International Corporation has built strong associations with key institutions within the export ecosystem. The organisation has worked closely since 2003 with the Export Credit Guarantee Corporation of India (ECGC), the Federation of Indian Export Organisations (FIEO), and other institutions affiliated with the Ministry of Commerce and Industry.

Its global affiliations include membership with the Swiss-Indian Chamber of Commerce and the International Bar Association, London, further strengthening its international credibility.

## BUILDING FOR THE FUTURE

As international trade continues to expand, cross-border payment risks are expected to rise, increasing the need for specialised expertise in managing receivables and resolving disputes.

In response, M.A.H. International Corporation continues to strengthen its internal capabilities, with a strong emphasis on training. Team members regularly develop expertise in international trade practices, negotiation, and cross-border dispute resolution through internal programmes and expert-led sessions. While digital transformation continues to reshape industries, "this business remains human-driven, where effective negotiation depends on experience, judgement, and cross-cultural understanding", says Mr. Hauser.

Maintaining a strong focus on Indian exporters, the organisation is also planning to establish a dedicated office in India to further strengthen its presence in the market. At its core, M.A.H. International Corporation remains committed to supporting businesses engaged in global trade by securing their financial interests and resolving outstanding receivables. Having assisted thousands of Indian exporters over the years, the organisation continues to reinforce confidence in cross-border transactions.

## LEADERSHIP MANTRA

For Mr. Hauser, the core of leadership lies in continuous self-education and a firm commitment to protecting clients' rightful interests. This focus has remained consistent throughout his journey.

Advising entrepreneurs and aspiring professionals entering this space, he says, "Understanding international business practices, legal frameworks, and cross-cultural communication is essential in this field. Equally important is building strong relationships and maintaining a reputation grounded in trust, professionalism, and ethical conduct."