

2025 Coalition Greenwich Awards: Asian Corporate Trade Finance

Q3 2025

The following tables present the 2025 Coalition Greenwich Share Leaders and Best Banks in Corporate Trade Finance in Asia.

Coalition Greenwich Share Leaders and Best Banks — 2025



Share Leader – Corporate Trade Finance Market Penetration in Asia

Bank	Market Penetration	Statistical Rank
HSBC	38%	1
DBS	34%	2
BNP Paribas	28%	3T
Standard Chartered Bank	27%	3T
United Overseas Bank	21%	5T
Citi	20%	5T



Best Bank – Corporate Trade Finance in Asia

Bank
BNP Paribas

Note: Market Penetration is the proportion of companies interviewed that consider each bank an important provider of corporate trade finance services. Based on 789 respondents for corporate trade finance. Share Leaders are based on top 5 leading banks, including ties. Best Banks are cited in alphabetical order, including ties.

Source: Coalition Greenwich Voice of Client – 2025 Asian Corporate Trade Finance Study

Coalition Greenwich Best Banks — 2025



Best Bank – Trade Finance Sales Specialist for Corporates in Asia

Bank

BNP Paribas

Best Bank – Trade Finance Execution for Corporates in Asia

Bank

BNP Paribas
DBS
HSBC

Best Bank – Supply Chain Finance for Corporates in Asia

Bank

BNP Paribas
HSBC

Best Bank – International Trade Finance for Corporates in Asia

Bank

BNP Paribas
HSBC

Best Bank – Digital Trade Finance for Corporates in Asia

Bank

DBS
HSBC

Note: Based on 789 respondents for corporate trade finance. Best Banks are cited in alphabetical order, including ties.
Source: Coalition Greenwich Voice of Client – 2025 Asian Corporate Trade Finance Study

Coalition Greenwich Share Leaders — 2025

Corporate Trade Finance by Asian Markets



Share Leader – Corporate Trade Finance Market Penetration in Asia

	Market Penetration	Statistical Rank
ASEAN (ex. Singapore)		
HSBC	34%	1T
United Overseas Bank	34%	1T
BNP Paribas	19%	3T
Citi	19%	3T
China		
Bank of China	63%	1
Industrial and Commercial Bank of China	44%	2
HSBC	38%	3T
China Construction Bank	36%	3T
Hong Kong		
HSBC	60%	1
BNP Paribas	41%	2T
Standard Chartered Bank	39%	2T
India		
ICICI Bank	55%	1
HDFC	50%	2
State Bank of India	43%	3T
Axis Bank	40%	3T
Indonesia		
Bank Mandiri	58%	1
Bank Central Asia	38%	2
United Overseas Bank	28%	3
Malaysia		
United Overseas Bank	63%	1T
Malayan Banking Berhad (Maybank)	59%	1T
HSBC	44%	3

Share Leader – Corporate Trade Finance Market Penetration in Asia

	Market Penetration	Statistical Rank
Singapore		
DBS	73%	1
United Overseas Bank	41%	2T
Standard Chartered Bank	38%	2T
South Korea		
KEB Hana Bank	73%	1
Woori Bank	61%	2T
Kookmin Bank	58%	2T
BNP Paribas	57%	2T
Taiwan		
Mega International Commercial Bank	64%	1
DBS	57%	2
CTBC Bank	45%	3T
HSBC	42%	3T
Thailand		
Kasikornbank (Kbank)	74%	1
Siam Commercial Bank	55%	2T
TMBThanachart Bank	48%	2T
Vietnam		
Vietcombank	70%	1T
HSBC	67%	1T
VietinBank	63%	3T
BNP Paribas	57%	3T

Note: Based on 177 interviews in ASEAN (excluding Singapore), 133 in China, 95 in Hong Kong, 148 in India, 81 in Indonesia, 32 in Malaysia, 104 in Singapore, 77 in South Korea, 53 in Taiwan, 31 in Thailand, and 30 in Vietnam. Market Penetration is the proportion of companies interviewed that consider each bank an important provider of corporate trade finance services. Market-level leaders are based on top 3 leading banks, including ties.
Source: Coalition Greenwich Voice of Client – 2025 Asian Corporate Trade Finance Study

Coalition Greenwich Best Banks — 2025

Corporate Trade Finance by Asian Markets



Best Bank – Corporate Trade Finance in Asia

ASEAN (ex. Singapore)

BNP Paribas

China

HSBC

Hong Kong

BNP Paribas
HSBC

India

DBS
ICICI Bank

Indonesia

*

Malaysia

*

Best Bank – Corporate Trade Finance in Asia

Singapore

BNP Paribas
DBS

South Korea

BNP Paribas
HSBC

Taiwan

CTBC Bank
DBS

Thailand

Kasikornbank (Kbank)

Vietnam

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Note: *Best Bank evaluations did not yield statistically differentiated banks for this region. Based on 177 interviews in ASEAN (excluding Singapore), 133 in China, 95 in Hong Kong, 148 in India, 81 in Indonesia, 32 in Malaysia, 104 in Singapore, 77 in South Korea, 53 in Taiwan, 31 in Thailand, and 30 in Vietnam. Best Banks are cited in alphabetical order, including ties.

Source: Coalition Greenwich Voice of Client – 2024 Asian Corporate Trade Finance Study

METHODOLOGY

Between April and July 2025, Crisil Coalition Greenwich conducted 789 interviews with corporates with annual revenues of \$500 million or more across China, Hong Kong, India, Indonesia, Macau, Malaysia, the Philippines, Singapore, South Korea, Taiwan, Thailand, and Vietnam. Trade finance interview topics included product demand, quality of coverage and capabilities in specific product areas.

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The data in this Document may reflect the views reported to Crisil Coalition Greenwich by the research participants. Interviewees may be asked about their use of and demand for financial products and services and about investment practices in relevant financial markets. Crisil Coalition Greenwich compiles the data received, conducts statistical analysis and reviews for presentation purposes to produce the final results.

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