

2025 Coalition Greenwich Awards: Corporate Trade Finance in Europe

Q4 2025

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

Coalition Greenwich Share Leaders and Best Banks — 2025



Share Leader – Corporate Trade Finance Market Penetration in Europe

Bank	Market Penetration	Statistical Rank
BNP Paribas	48%	1
HSBC	29%	2T
UniCredit	27%	2T
Deutsche Bank	23%	4T
Crédit Agricole CIB	22%	4T

Best Bank – Corporate Trade Finance in Europe

Bank
BNP Paribas
Crédit Agricole CIB

Note: Market Penetration is the proportion of companies interviewed that consider each bank an important provider of corporate trade finance services. Based on 522 respondents. Share Leaders are based on top 5 leading banks, including ties. Best Banks are cited in alphabetical order.

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

Coalition Greenwich Best Banks — 2025



Best Bank – Trade Finance Sales Specialist for Corporates in Europe

Bank

BNP Paribas
Santander

Best Bank – Trade Finance Execution for Corporates in Europe

Bank

Crédit Agricole CIB
Santander

Best Bank – Supply Chain Finance for Corporates in Europe

Bank

BNP Paribas
Citi

Best Bank – International Trade Finance for Corporates in Europe

Bank

BNP Paribas
Citi
HSBC

Best Bank – Digital Trade Finance for Corporates in Europe

Bank

BNP Paribas
Citi
HSBC

Note: Based on 522 respondents. Best Banks are cited in alphabetical order.
Source: Coalition Greenwich Voice of Client – 2025 Europe Corporate Trade Finance Study

Coalition Greenwich Share Leaders — 2025

Corporate Trade Finance by Markets in Europe



Share Leader – Corporate Trade Finance Market Penetration in Europe	Market Penetration	Statistical Rank	Share Leader – Corporate Trade Finance Market Penetration in Europe	Market Penetration	Statistical Rank
Belgium/Luxembourg			The Netherlands		
BNP Paribas Fortis	93%	1	ING Bank	45%	1
KBC Bank	57%	2	Rabobank	41%	2
ING Bank	33%	3	ABN AMRO	32%	3T
			BNP Paribas	29%	3T
			Deutsche Bank	29%	3T
France			Nordics		
BNP Paribas	91%	1	Nordea	69%	1
Société Générale	82%	2	SEB	61%	2
Crédit Agricole CIB	61%	3	Danske Bank	50%	3
Germany			Switzerland		
UniCredit	70%	1	UBS	60%	1
Commerzbank	65%	2T	BNP Paribas	52%	2
Deutsche Bank	63%	2T	ING Bank	40%	3
Iberia			United Kingdom		
Santander	83%	1	HSBC	60%	1
BBVA	78%	2	Barclays	33%	2
CaixaBank	72%	3	BNP Paribas	28%	3T
			NatWest Group	28%	3T
			Lloyds Bank	27%	3T
Italy					
Intesa Sanpaolo	92%	1			
UniCredit	80%	2			
BNP Paribas	72%	3			

Note: Based on 30 interviews in Belgium/Luxembourg, 57 in France, 40 in Germany, 54 in Iberia, 83 in Italy, 56 in the Netherlands, 90 in Nordics, 25 in Switzerland, 67 in the United Kingdom. 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 Europe Corporate Trade Finance Study

Coalition Greenwich Best Banks — 2025

Corporate Trade Finance by Markets in Europe



Best Bank – Corporate Trade Finance in Europe

Belgium/Luxembourg

BNP Paribas Fortis

France

BNP Paribas

Crédit Agricole CIB

Germany

Deutsche Bank

UniCredit

Iberia

Santander

Italy

Intesa Sanpaolo

Best Bank – Corporate Trade Finance in Europe

The Netherlands

BNP Paribas

ING Bank

Nordics

Danske Bank

SEB

Switzerland

*

United Kingdom

BNP Paribas

HSBC

Note: *Best Bank evaluations did not yield statistically differentiated banks for this region. Based on 30 interviews in Belgium/Luxembourg, 57 in France, 40 in Germany, 54 in Iberia, 83 in Italy, 56 in the Netherlands, 90 in Nordics, 25 in Switzerland, 67 in the United Kingdom. Best Banks are cited in alphabetical order.

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

METHODOLOGY

Between March and September 2025, Crisil Coalition Greenwich conducted 522 interviews with corporates with annual revenues of €500 million or more across Austria, Belgium, Denmark, England, Finland, France, Germany, Italy, Luxembourg, the Netherlands, Northern Ireland, Norway, Portugal, Republic of Ireland, Scotland, Spain, Sweden, and Switzerland. Interview topics included product demand, quality of coverage and capabilities specific to trade finance.

This Document is prepared by Crisil Coalition Greenwich, which is a part of Crisil Ltd, a company of S&P Global. All rights reserved. This Document may contain analysis of commercial data relating to revenues, productivity and headcount of financial services organisations (together with any other commercial information set out in the Document). The Document may also include statements, estimates and projections with respect to the anticipated future performance of certain companies and as to the market for those companies' products and services.

The Document does not constitute (or purport to constitute) an accurate or complete representation of past or future activities of the businesses or companies considered in it but rather is designed to only highlight the trends. This Document is not (and does not purport to be) a comprehensive Document on the financial state of any business or company. The Document represents the views of Crisil Coalition Greenwich as on the date of the Document and Crisil Coalition Greenwich has no obligation to update or change it in the light of new or additional information or changed circumstances after submission of the Document.

This Document is not (and does not purport to be) a credit assessment or investment advice and should not form basis of any lending, investment or credit decision. This Document does not constitute nor form part of an offer or invitation to subscribe for, underwrite or purchase securities in any company. Nor should this Document, or any part of it, form the basis to be relied upon in any way in connection with any contract relating to any securities. The Document is not an investment analysis or research and is not subject to regulatory or legal obligations on the production of, or content of, investment analysis or research.

The data contained in the Document is based upon a particular bank's scope, which reflects a bank's data submission, business structure, and sales revenue Reporting methodology. As a result, any data contained in the Document may not be directly comparable to data presented to another bank. For franchise benchmarking, Crisil Coalition Greenwich has implemented equal ranking logic on aggregate results i.e., when sales revenues are within 5% of at least one competitor ahead, a tie is shown and designated by = (where actual ranks are shown). Entity level data has no equal ranking logic implemented and therefore, on occasion, the differences between rank bands can be very close mathematically.

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.

THE DOCUMENT IS COMPILED FROM SOURCES CRISIL COALITION GREENWICH BELIEVES TO BE RELIABLE. CRISIL COALITION GREENWICH DISCLAIMS ALL REPRESENTATIONS OR WARRANTIES, EXPRESSED OR IMPLIED, WITH RESPECT TO THIS DOCUMENT, INCLUDING AS TO THE VALIDITY, ACCURACY, REASONABLENESS OR COMPLETENESS OF THE INFORMATION, STATEMENTS, ASSESSMENTS, ESTIMATES AND PROJECTIONS, ANY WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE ARISING OUT OF THE USE OF ALL OR ANY OF THIS DOCUMENT. CRISIL COALITION GREENWICH ACCEPTS NO LIABILITY WHATSOEVER FOR ANY DIRECT, INDIRECT OR CONSEQUENTIAL LOSS OR DAMAGE OF ANY KIND ARISING OUT OF THE USE OF ALL OR ANY OF THIS DOCUMENT.

Crisil Coalition Greenwich is a part of Crisil Ltd., an S&P Global company. ©2025 Crisil Ltd. All rights reserved.