2020 European Trade Finance Insights on the COVID 19 Crisis

2020 European Large Corporate Trade Finance Study

October 23, 2020

Executive Summary:

This report provides detailed information on European trade finance, including insights from corporate treasury professionals on the COVID-19 crisis. Learn about the impact of COVID-19 on business and supply chain, and how banks supported corporates during this unprecedented environment. This research also covers top banks most frequently mentioned as particularly distinctive in helping to mitigate the COVID 19 impact. Corporates provided insight into the mail selection criteria for trade finance providers and why they employ trade finance services.

Methodology:

Between April and August 2020, Greenwich Associates conducted 503 interviews with corporates with annual revenues of €500 million or more across Austria, Belgium, France, Germany, Ireland, Italy, Luxembourg, the Netherlands, Nordic countries, Portugal, Spain, and the United Kingdom. Interview topics included product demand, quality of coverage and capabilities in specific product areas.

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