2020 Asian Trade Finance Insights

2020 Asian Large Corporate Trade Finance Study

November 11, 2020

Executive Summary:

This report provides detailed information on Asian trade finance, including insights from corporate treasury professionals on digital adoption during the COVID-19 crisis. Learn how banks supported corporates to alleviate their pain points related to manual processes and communications. 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.

Methodology:

Between April and August 2020, Greenwich Associates conducted 593 interviews with corporates with annual revenues of $500 million or more, across China, Hong Kong, India, Indonesia, 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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