2021 European Trade Finance Insights

2021 European Large Corporate Trade Finance Study

November 24, 2021

Executive Summary:

This report provides detailed information on European trade finance, including insights from corporate treasury professionals on digital adoption, selection criteria for choosing trade finance providers, average number of trade finance banks cited by corporates, market penetration of top three trade providers, top banks considered distinctive in providing advice in 'times of need', top concerns and considerations of corporates, and more.

Methodology:

Between April and July 2021, Coalition Greenwich conducted 523 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 specific to trade finance. Due to the COVID-19 pandemic, most personal interviews were conducted over the telephone.

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