2023 U.S. Trade Finance Market Trends

2023 U.S. Large Corporate Trade Finance Study

March 4, 2024

Executive Summary:

This report provides detailed information from U.S.-based companies. Topics covered include:

- Despite increasing anti-globalization sentiment, aggregate US trade flows recovered strongly after pandemic
- Southeast Asia is benefitting from trade from both sides as the U.S.-China trade dispute continues
- Uptick in cross-border trade finance usage outbound from U.S.
- U.S. trade finance is price sensitive, while existing relationships direct buying decisions–capabilities still expected
- Corporates expect digitization to provide visibility on day-to-day transactions and simplify documentation

Methodology:

From April through November 2023, Coalition Greenwich conducted 236 interviews in large corporate banking, 265 interviews in large corporate cash management and 108 interviews in trade finance at U.S.-based companies with $2 billion or more in annual revenue. Participants were asked about market trends and their relationships with their banks. Trade finance interview topics included product demand, quality of coverage and capabilities in specific product areas.

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www.greenwich.com | ContactUs@greenwich.com

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greenwich.com ContactUs@greenwich.com Ph +1203.625.5038