Booming Asian Marketplace Offers Potential for Trade Finance Savings

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Executive Summary:

Intense competition among banks for trade finance business in Asia provides companies with opportunities to obtain lower pricing for these important products and services.

Such opportunities present themselves not only to companies in Asia, but also to those in the United States and Europe with Asian subsidiaries—provided these organizations give their Asian offices the authority to source providers locally.

Methodology:

Between April and June 2013, Greenwich Associates interviewed 799 financial professionals worldwide—361 financial professionals in Asia, 306 corporate executives in Europe and 132 in the United States—to better understand how they access trade finance.

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