

2022 Greenwich Leaders: Asian Large Corporate Trade Finance

Q3 2022

The following tables present the complete list of 2022 Greenwich Share and Quality Leaders across Asia and in individual Asian countries, and the winners of the 2022 Excellence Awards in several important categories.

Greenwich Share and Quality Leaders — 2022



Asian Large Corporate Trade Finance

Bank	Market Penetration	Statistical Rank
HSBC	42%	1
BNP Paribas	35%	2
DBS	31%	3T
Standard Chartered Bank	30%	3T
Citi	22%	5

Asian Large Corporate Trade Finance Overall Quality

Bank
BNP Paribas

Note: Based on 709 total respondents. Market penetration refers to the proportion of companies interviewed that consider each bank one of their trade finance providers. Share Leaders are based on top 5 leading banks, including ties. Quality Leaders are cited in alphabetical order, including ties.
Source: Coalition Greenwich 2022 Asian Large Corporate Trade Finance Study

Greenwich Share Leaders — 2022

By Region



Asian Large Corporate Trade Finance — ASEAN (ex. Singapore)

Bank	Market Penetration	Statistical Rank
HSBC	41%	1
BNP Paribas	30%	2
United Overseas Bank	27%	3

Asian Large Corporate Trade Finance — China

Bank	Market Penetration	Statistical Rank
Bank of China	66%	1
China Construction Bank	42%	2T
Industrial and Commercial Bank of China (ICBC)	41%	2T
HSBC	40%	2T

Asian Large Corporate Trade Finance — Hong Kong

Bank	Market Penetration	Statistical Rank
HSBC	64%	1
BNP Paribas	46%	2
Bank of China	38%	3T
DBS	35%	3T

Asian Large Corporate Trade Finance — India

Bank	Market Penetration	Statistical Rank
State Bank of India	53%	1
HDFC	44%	2
HSBC	35%	3T
ICICI Bank	35%	3T

Asian Large Corporate Trade Finance — Indonesia

Bank	Market Penetration	Statistical Rank
Bank Mandiri	58%	1
Bank Central Asia	43%	2
DBS	30%	3T
HSBC	30%	3T
CIMB Niaga	29%	3T
United Overseas Bank	29%	3T

Asian Large Corporate Trade Finance — Malaysia

Bank	Market Penetration	Statistical Rank
Malayan Banking Berhad	59%	1
HSBC	50%	2
Standard Chartered Bank	41%	3

Asian Large Corporate Trade Finance — Singapore

Bank	Market Penetration	Statistical Rank
DBS	71%	1
United Overseas Bank	46%	2
HSBC	39%	3T
Standard Chartered Bank	39%	3T
BNP Paribas	36%	3T

Asian Large Corporate Trade Finance — South Korea

Bank	Market Penetration	Statistical Rank
KEB Hana Bank	79%	1
BNP Paribas	59%	2T
Kookmin Bank	56%	2T

Asian Large Corporate Trade Finance — Taiwan

Bank	Market Penetration	Statistical Rank
Mega International Commercial Bank	63%	1
DBS	56%	2
HSBC	44%	3T
Citi	41%	3T

Asian Large Corporate Trade Finance — Thailand

Bank	Market Penetration	Statistical Rank
Bank of Ayudhya	81%	1T
Kasikornbank (Kbank)	81%	1T
Siam Commercial Bank	72%	3

Asian Large Corporate Trade Finance — Vietnam

Bank	Market Penetration	Statistical Rank
HSBC	82%	1
Vietcombank	68%	2T
BNP Paribas	64%	2T

Note: Based on 709 total respondents (including 148 in ASEAN (ex. Singapore), 117 in China, 89 in Hong Kong, 139 in India, 69 in Indonesia, 22 in Malaysia, 87 in Singapore, 73 in South Korea, 54 in Taiwan, 32 in Thailand, and 22 in Vietnam). Market penetration refers to the proportion of companies interviewed that consider each bank one of their trade finance providers. Share Leaders are based on top 3 leading banks, including ties. Source: Coalition Greenwich 2022 Asian Large Corporate Trade Finance Study

Greenwich Quality Leaders — 2022

By Region



Asian Large Corporate Trade Finance — ASEAN (ex. Singapore)

Bank

BNP Paribas
HSBC
Standard Chartered Bank

Asian Large Corporate Trade Finance — China

Bank

BNP Paribas
Citi
HSBC

Asian Large Corporate Trade Finance — Hong Kong

Bank

DBS

Asian Large Corporate Trade Finance — India

Bank

BNP Paribas
Citi
HDFC
Standard Chartered Bank

Asian Large Corporate Trade Finance — Indonesia

Bank

DBS
HSBC
United Overseas Bank

Asian Large Corporate Trade Finance — Malaysia

Bank

Insufficient sample, no winners

Asian Large Corporate Trade Finance — Singapore

Bank

BNP Paribas
DBS
HSBC

Asian Large Corporate Trade Finance — South Korea

Bank

BNP Paribas

Asian Large Corporate Trade Finance — Taiwan

Bank

DBS
HSBC

Asian Large Corporate Trade Finance — Thailand

Bank

Siam Commercial Bank

Asian Large Corporate Trade Finance — Vietnam

Bank

Insufficient sample, no winners

Note: Based on 709 total respondents (including 148 in ASEAN (ex. Singapore), 117 in China, 89 in Hong Kong, 139 in India, 69 in Indonesia, 22 in Malaysia, 87 in Singapore, 73 in South Korea, 54 in Taiwan, 32 in Thailand, and 22 in Vietnam). Quality Leaders are cited in alphabetical order, including ties.

Source: Coalition Greenwich 2022 Asian Large Corporate Trade Finance Study

GREENWICH EXCELLENCE AWARDS

The 2022 Greenwich Excellence Awards identify the top-ranked banks in a series of product and service categories. Winners are determined by receiving a statistically significant portion of “Excellent” ratings from their large corporate trade finance clients in Asia.



2022 Greenwich Excellence Awards for Asian Large Corporate Trade Finance

Among More Than 165 Banks Evaluated, 5 Have Distinctive Quality

Frequency of Contact

BNP Paribas
DBS

Timely Follow-up

BNP Paribas
DBS

Quality of Advice

BNP Paribas
DBS
Standard Chartered Bank

Ability to Match Products and Services to Client Needs

BNP Paribas
DBS
HSBC

Provision of Country and Risk Information

BNP Paribas
HSBC
Standard Chartered Bank

International Network Breadth

BNP Paribas
Citi
HSBC
Standard Chartered Bank

Error-Free Execution

BNP Paribas

Turnaround Time

BNP Paribas

Speed of Error Correction

BNP Paribas
DBS

Digital

Effectiveness at Reducing Paperwork

BNP Paribas
DBS
HSBC

Platform Capabilities for Trade Finance

HSBC

Note: Based on interviews with 709 Asian corporates actively using trade finance.

The findings reported in this document reflect solely the views reported to us by the research participants and do not represent opinions or endorsements by Coalition Greenwich or its staff.

METHODOLOGY

Between April and July 2022, Coalition Greenwich conducted 709 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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