

Large Corporates To Shift Strategy in 2018

U.S., Europe and Asia Companies expected to change trade finance providers this year

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During the past year many of the world's largest banks have continued to modify their capital commitments, focusing less on increasing market share and more on specific the regions, products and clients that offer the most potential for profit.

As a result, companies in the U.S., Europe and Asia plan to change their trade finance providers in 2018, providing an opportunity for others (established banks or new nonbank firms) to win new business.

RESPONDENTS PROJECTED TO CHANGE PROVIDERS IN 2018



Note: Based on 185 respondents in the United States, 536 in Western Europe and 578 in Asia in 2017.
Source: Greenwich Associates 2017 Global Large Corporate Trade Finance Study

This shift by large banks and advancement of other players is effecting market concentration, increasing the average number of trade finance providers and offering more choices for corporations worldwide.

Read [Trade Finance: A Market Eager for Disruption](#) to learn more.

business performance.

Our suite of analytics and insights encompass all key performance metrics and drivers: market share, revenue performance, client relationship share and quality, operational excellence, return on equity, behavioral drivers, and industry evolution.

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