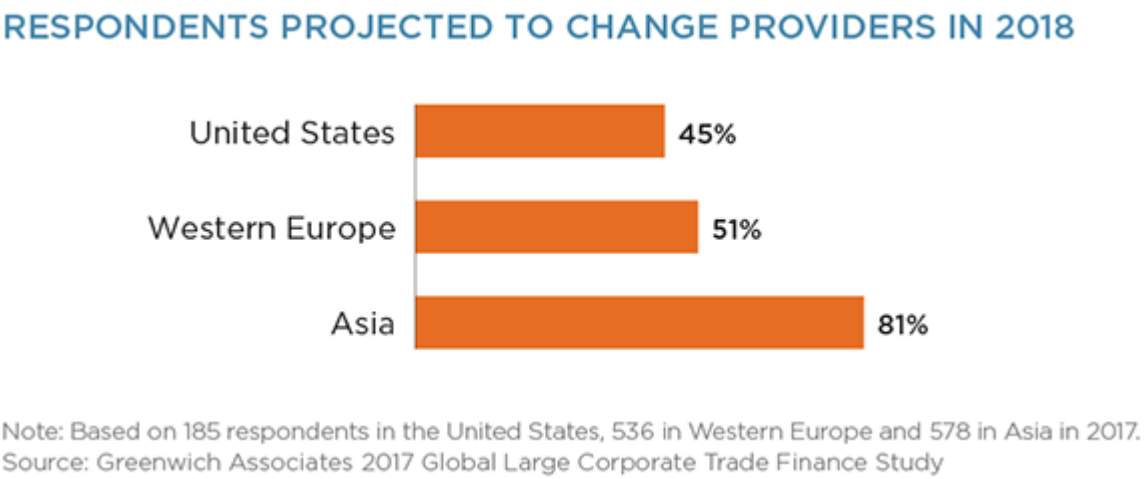
Large Corporates To Shift Strategy in 2018

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

January 30, 2018

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.



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.

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