

2022 Greenwich Leaders: European Large Corporate Trade Finance

Q3 2022

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

Greenwich Share and Quality Leaders — 2022



European Large Corporate Trade Finance Market Penetration

Bank	Market Penetration	Statistical Rank
BNP Paribas	48%	1
HSBC	31%	2T
UniCredit	29%	2T

European Large Corporate Trade Finance Overall Quality

Bank
Crédit Agricole CIB
Santander
UniCredit

Note: Based on 480 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 3 leading banks, including ties. Quality Leaders are cited in alphabetical order, including ties.
Source: Coalition Greenwich 2022 European Large Corporate Trade Finance Study

Greenwich Share Leaders — 2022

By Region



European Large Corporate Trade Finance — Belgium/Luxembourg

Bank	Market Penetration	Statistical Rank
BNP Paribas-Fortis	82%	1
KBC Bank	54%	2
ING Bank	46%	3

European Large Corporate Trade Finance — France

Bank	Market Penetration	Statistical Rank
BNP Paribas	90%	1
Société Générale	69%	2
HSBC	56%	3T
Crédit Agricole CIB	54%	3T

European Large Corporate Trade Finance — Germany

Bank	Market Penetration	Statistical Rank
Commerzbank	84%	1
Deutsche Bank	64%	2T
UniCredit	62%	2T

European Large Corporate Trade Finance — Iberia

Bank	Market Penetration	Statistical Rank
Santander	84%	1T
BBVA	82%	1T
CaixaBank	80%	1T

European Large Corporate Trade Finance — Italy

Bank	Market Penetration	Statistical Rank
Intesa Sanpaolo	95%	1
UniCredit	83%	2
BNP Paribas	73%	3

European Large Corporate Trade Finance — The Netherlands

Bank	Market Penetration	Statistical Rank
Rabobank	51%	1
ABN AMRO	47%	2T
ING Bank	45%	2T
BNP Paribas	43%	2T

European Large Corporate Trade Finance — Nordics

Bank	Market Penetration	Statistical Rank
Nordea	71%	1
SEB	59%	2T
Danske Bank	55%	2T

European Large Corporate Trade Finance — Switzerland

Bank	Market Penetration	Statistical Rank
UBS	63%	1
Credit Suisse	48%	2
Citi	37%	3T
ING Bank	37%	3T

European Large Corporate Trade Finance — United Kingdom

Bank	Market Penetration	Statistical Rank
HSBC	58%	1
BNP Paribas	40%	2T
Barclays	38%	2T

Note: Based on 480 total respondents (including 28 in Belgium/Luxembourg, 39 in France, 50 in Germany, 45 in Iberia, 83 in Italy, 53 in The Netherlands, 76 in Nordics, 27 in Switzerland, and 52 in the United Kingdom). 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 European Large Corporate Trade Finance Study

Greenwich Quality Leaders — 2022

By Region



European Large Corporate Trade Finance — Belgium/Luxembourg

Bank

BNP Paribas-Fortis

European Large Corporate Trade Finance — France

Bank

BNP Paribas
Crédit Agricole CIB
HSBC

European Large Corporate Trade Finance — Germany

Bank

Deutsche Bank
HSBC

European Large Corporate Trade Finance — Iberia

Bank

Santander

European Large Corporate Trade Finance — Italy

Bank

Intesa Sanpaolo

European Large Corporate Trade Finance — The Netherlands

Bank

Quality evaluations did not yield statistically differentiated banks for this country.

European Large Corporate Trade Finance — Nordics

Bank

SEB

European Large Corporate Trade Finance — Switzerland

Bank

Quality evaluations did not yield statistically differentiated banks for this country.

European Large Corporate Trade Finance — United Kingdom

Bank

Quality evaluations did not yield statistically differentiated banks for this country.

Note: Based on 480 total respondents (including 28 in Belgium/Luxembourg, 39 in France, 50 in Germany, 45 in Iberia, 83 in Italy, 53 in The Netherlands, 76 in Nordics, 27 in Switzerland, and 52 in the United Kingdom). Quality Leaders are cited in alphabetical order, including ties.
Source: Coalition Greenwich 2022 European 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 Europe.



2022 Greenwich Excellence Awards for European Large Corporate Trade Finance *Among More Than 110 Banks Evaluated, 7 Have Distinctive Quality*

Speed of Error Correction

Citi
Crédit Agricole CIB

Turnaround Time

Santander

International Network Breadth

BNP Paribas
Citi
HSBC

Ability to Match Products and Services to Client Needs

Santander

Frequency of Contact

Crédit Agricole CIB

Quality of Advice

Santander
UniCredit

Timely Follow-Up

Crédit Agricole CIB
SEB

Effectiveness at Reducing Paperwork

Santander

Digital

Platform Capabilities for Trade Finance

HSBC

Note: Based on interviews with 480 European 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.

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METHODOLOGY

Between April and August 2022, Coalition Greenwich conducted 480 interviews with corporates with annual revenues of €500 million or more across Austria, Belgium, France, Germany, Ireland, Italy, Luxembourg, the Netherlands, Nordic countries, Portugal, Spain, and the United Kingdom. Interview topics included product demand, quality of coverage and capabilities specific to trade finance.

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